

***Chip Cummings, CMC***

## **Speaker Introduction**

Striving for Success never goes out of style! Our next speaker is someone who constantly strives to find ways to succeed by working smarter – not harder!

With over 27 years in the mortgage industry as both a broker and a banker, Chip has seen a lot of ups and downs, and has played the role of originator, manager and been the owner of both large and small mortgage operations. Since starting his first company at the age of 15, Chip has over a billion dollars in volume under his belt.

As an international speaker, Chip is a recognized expert in the field of technology marketing, and is a best-selling author having written seven books – including ***“Stop Selling and Start Listening!”***, ***“Mortgage Myths”*** ***“Foreclosure Myths”*** and his most recent #1 best-seller ***“Cashing In on Pre-foreclosures and Short Sales.”***

Chip is the Past President of the Michigan Association of Mortgage Professionals, and has been a guest on numerous radio and television programs including ***Fox & Friends***, ***NBC***, ***FOX News***, and the ***Neil Cavuto*** show, and has been quoted in publications such as ***“Entrepreneur”*** magazine, and ***USA Today***.

As the President of Northwind International, his client list includes various Fortune 500 companies, and hailing from the state of Michigan, he lives by one simple rule – ***Only work with fun people!***

Here to share some of his strategies for success.....Let's get pumped up.....

***Let's welcome Chip Cummings.....***