

Chip Cummings, CMC

- National Speaker
- Certified Trainer & Coach
- Published Author
- Mortgage Broker/Lender



About The Speaker:

With over 23 years in the mortgage finance industry as both a mortgage broker and banker, Chip has seen a lot of ups and downs. As an originator, sales manager, CEO, and eventually President and an owner of both large and small mortgage operations, Chip has over a billion dollars in loan originations under his belt, spanning all types of mortgage lending.

After selling his company in 2000, Chip decided to dedicate more time serving the industry by providing training, speaking and business consulting services for numerous companies and associations throughout the country including First American, Impac Lending, InterFirst, AT&T and Stewart Title to name a few. Although still originating residential and commercial loans in Michigan as a partner with Rum Creek Financial, he has trained and entertained thousands of mortgage professionals on topics from sales and leadership, to fraud and compliance. Chip is a Certified Mortgage Consultant, or CMC; is a certified national trainer for the National Association of Mortgage Brokers; and the national trainer for Ellie Mae and Encompass. He also provides specialized marketing, operational and systems consulting for several leading originators and companies.

He currently serves as the President of Northwind Financial Corporation (*a national training and consulting firm for the mortgage lending industry*), is the recent President of the Michigan Mortgage Brokers Association, past chairman of the Michigan Professional Standards and Ethics committee, member of the NAMB National Education Committee, is the recipient of several industry awards, and regularly has articles in various publications including the National Mortgage Press, Broker Magazine and Mortgage Originator Magazine.

Chip's energetic nuts-and-bolts approach, combined with years of practical experience, promises to provide an entertaining and informative afternoon. Enjoy!

For Further Information:

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