



## Be the Better Broker, Volume 1: So You Want to Be a Broker?

By Dustan Woodhouse

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**Be the Better Broker, Volume 1: So You Want to Be a Broker?** By Dustan Woodhouse

Are you still trying to figure out what to do with your life?

Are you considering a career in real estate, finance or insurance?

### What about becoming a Mortgage Broker?

Be the Better Broker is a series of books that teaches the core principles of successful Mortgage Brokering. This volume (1) focuses on the traits, habits, and skills to start forming before you enter the business. This is the top producer starter kit.

This book is about putting you on a path to success prior even to being licensed. Loaded with specific actions to take today, actions that will improve your value to clients and employers alike.

Are you ready to **Be the Better Broker?**

In a field of 16,000 Brokers, Dustan Woodhouse has ranked in the top 20 for 5 years running as recorded by Canadian Mortgage Professional (CMP Top 75).

Dustan originally entered the world of Mortgage Broking from a completely unrelated field (high performance car tuning). With no financial services background he hit the ground running, and in his first calendar year was the #1 individual Broker in his firm. With a relentless work ethic and a desire to constantly improve, Dustan climbed the ranks of the industry, and in his sixth year exceeded \$100 million in annual volume.

In 2014 Dustan spent 17 days travelling across Canada for Dominion Lending Centres Broker University program, teaching his process and sales techniques to 1400 Brokers. The desire of these Brokers to learn and improve spurred Dustan to write the Be The Better Broker series.

Dustan lives in Vancouver with his wife and two children. When he's not working, Dustan can be found racing through the trees on a dirt bike, trials bike, or downhill mountain bike, making the most of the mountain trails.

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