

TOP AGENT

MAGAZINE



**OLGA
BATTISTA**

TOP AGENT MAGAZINE

OLGA BATTISTA

In 1998, Olga Battista was a college student working as a hostess at a restaurant, when she had a fateful meeting. “There was a regular group of customers who came in, one of whom owned a mortgage company. Having a friendly outgoing personality and being bilingual, he saw a potential in me and offered me a job. I had never considered a career in the mortgage industry, but I took a leap of faith. Here I am almost 20 years later and I couldn’t be happier with my decision. I guess you could say, it was meant to be.

Olga started as a loan processor and with the mentorship of her boss, she quickly moved up to Loan Officer. “He instilled in me a strong work ethic, discipline and dedication to my job. I had moved to the United States from Bulgaria when I was 16 years old, so when I started I focused on that community and things just took off from there. With my processing background I knew the process inside and out and that was a huge advantage. Quickly my career became my greatest passion, helping people achieve their American Dream of homeownership.”

Olga is licensed in Illinois and primarily serves the Greater Chicago area. She is working at Mutual Financial Corporation, one of the area’s most respected Brokerages. “We offer a wide variety of programs, including some amazing opportunities for first time home buyers, investors and self employed borrowers, all of which are a large chunk of my business.

Key to Olga’s success has been her hands on approach to her job. “Client satisfaction and referrals is what defines me and is how I measure my success. I am involved throughout the whole process, from application to closing. I communicate constantly with everyone involved in the transaction, and make myself available 24/7. Every transaction is unique so it can be easy to lose track. I believe you have to stay focused, pay attention to small details, be patient and determined. It’s not about quantity, it’s about quality. I work hard to earn their trust and am grateful for every opportunity to be a part of that special experience. If you operate yourself with a good, kind and honest heart, everything else that follows will also be good.”

For Olga, part of offering a good service is staying on top of her game through education. “Being a loan officer is more than



just meeting with a client and taking an application. I do my research, I am always educating myself about new programs and guidelines. You constantly have to stay up float, in this business things change all the time. I love to be challenged and don’t give up. I believe everything is possible and if there is a will there is always a way. I never turn down a client, I work with some of them for years ahead of time and guide them with what they need to do to get a loan.” Olga is actively involved in her local church and loves to spend quality time with her husband and a 12 year old daughter. “Family is my number one priority, they are my greatest achievement and my main motivation.” Olga can always be found cheering her daughter on at sporting events and involved in all her activities. “Kids grow so fast and I don’t want to miss a thing. I am always there.”

Olga couldn’t be happier with her career and is currently in the process of being Certified Military Residential Specialist, so that she can excel in the VA loan market and honor the men and women of the United States military for their service. “My goal is to always take as much stress away from the process as possible. My clients know, that no matter what happens, I will be working and fighting extraordinarily hard on their behalf at all times. I truly am committed to educating and empowering clients and Realtors. I love helping people and it’s what keeps me going and makes me strive to continuously exceed my own expectations.”



To learn more about
OLGA BATTISTA (NMLS # 220156)
call 708.217.2277 or
email olgaloans7@gmail.com