

# TOP AGENT MAGAZINE

## TRICIA SCHULTZ

Tricia Schultz, Senior Vice President of Residential Mortgage Lending at Key Mortgage in Schaumburg, Illinois has spent the last 25 years helping her many clients achieve their dream of home ownership. Possessing a wealth of knowledge gleaned from her many years in the business, she has solidly established herself as a lending professional who can be trusted to guide and protect her customers.

“I started as a temp in the industry,” says Tricia, “then I became a processor. I then moved up to be an assistant to two top loan originators, and finally became a loan originator myself.” This progression allowed Tricia to learn her profession from the ground up, and there are few situations she has not had experience dealing with.

Tricia is proud of the services and products Key Mortgage offers. “We have down payment assistance loans for first-time home buyers, and we now offer the same for non-first-time buyers. Down payment assistance can be very helpful to people when they’re trying to purchase a home whether they are 1<sup>st</sup> time buyers or not,” she says.

With nearly all of her business based on referrals from satisfied clients and Realtor partners, Tricia is clearly doing something right. “I think it’s because I’m reliable and dependable,” she explains. “I’ve been doing this for a long time, so I know how to structure loans. I’m also quick in my response time, and I do my very best to follow through from beginning to end. Even after the loan closes, I have clients calling me, and I’ve helped them beyond the closing. I work in a real estate office with a bunch of real estate agents, and I’ve worked with them for eleven years, so they know me, and they know how I do business. They know they can trust me.”



The appreciation her clients feel for Tricia is evidenced by the number of glowing testimonials on her website. Among them is this one that perfectly encapsulates the high level of service and attention she pays to her clients: *“I worked with Tricia a couple years ago with the purchase of my first home. She spent so much time answering all my questions and concerns anytime day or night. She is 100% there for her clients and you can tell she loves what she does. She is even available to answer any questions or concerns long after you close on the home. I still contact her when I have questions and she is just as helpful and approachable as when you are an active client. She is not only a skilled broker but also a very kind person who really wants the best for you. I can’t recommend her highly enough.”*

Tricia takes her job very seriously. “Buying a home is one of the biggest decisions that people make, and it’s a very important decision. There are a lot of details to what we do, from explaining it all to the client to structuring the loan correctly, to making sure that when it’s in processing and underwriting that the file gets reviewed and approved in a timely fashion, so that we can close the loan on time. I’m a very detail-oriented person and those things are very, very important to me.”

Tricia’s plans for the future are fairly simple: to grow her business and continue helping as many clients and Realtor partners as she can. “Home buying does not have to be complicated,” she says. “It’s an exciting thing to find a home, to write an offer and to get the keys to your new home at closing. It’s just a matter of setting the right expectations.”

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