

MAY 2023



**CONNECTING BRANCHES
ACROSS THE NATION**

TOP PERFORMERS

Top Inside LO of the Month:

Joel Razo: 4 units | \$649,733 volume

Top Outside LO of the Month:

Korey Leonhard: 10 units | \$2,231,073 volume

Top Processor of the Month:

Evan Kostalek: 29 units | \$6,998,436 volume

Top Underwriter of the Month:

Melissa Courie: 21 units | \$4,118,335 volume

Top Closer of the Month:

Krystle Smith: 39 units | \$8,264,894 volume



TEN CLUB

Kelly Worthington:

7 units | \$1,775,570 volume

Kathryn Heffernan:

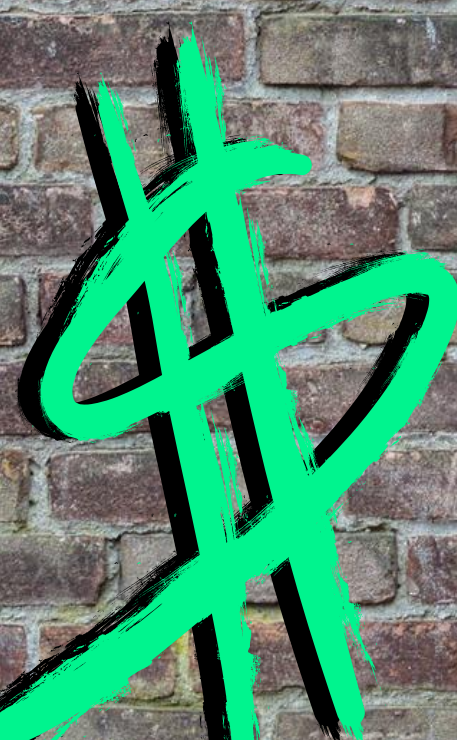
7 units | \$1,542,300 volume

Scott Jang:

5 units | \$977,693 volume

Christopher Doyle:

4 units | \$928,740 volume



ANNIVERSARIES

Tracey Eckstein
Stephanie Jones
Maryann Costello
Grayson Davis
Chad Plummer

May 11th, 2015
May 20th, 2015
May 6th, 2019
May 15th, 2019
May 6th, 2021



BIRTHDAYS

Khash Saghafi	May 2nd
Michael Toledo	May 2nd
Sachin Patel	May 2nd
Thomas Kerrigan	May 4th
Mary Martinek	May 6th
Christopher Sawicki	May 9th
Anthony Lucas	May 18th
Nicolette Lacano	May 18th
Dana Mackey	May 20th
David Rastetter	May 21st
Hope Robbins	May 24th
Mark Ehrman	May 28th
Daniel Mathews	May 28th

SHOUTOUTS

MM

Thank you for being the best manager ever and being patient and kind!

- Jessica Dermody

Adam Kohler

For rocking it out making connections for our business Development.

- Kelly Worthington

Processing Team

You all are a joy to work with, thank you for being patient with me.

- Jessica Dermody

Shelbie

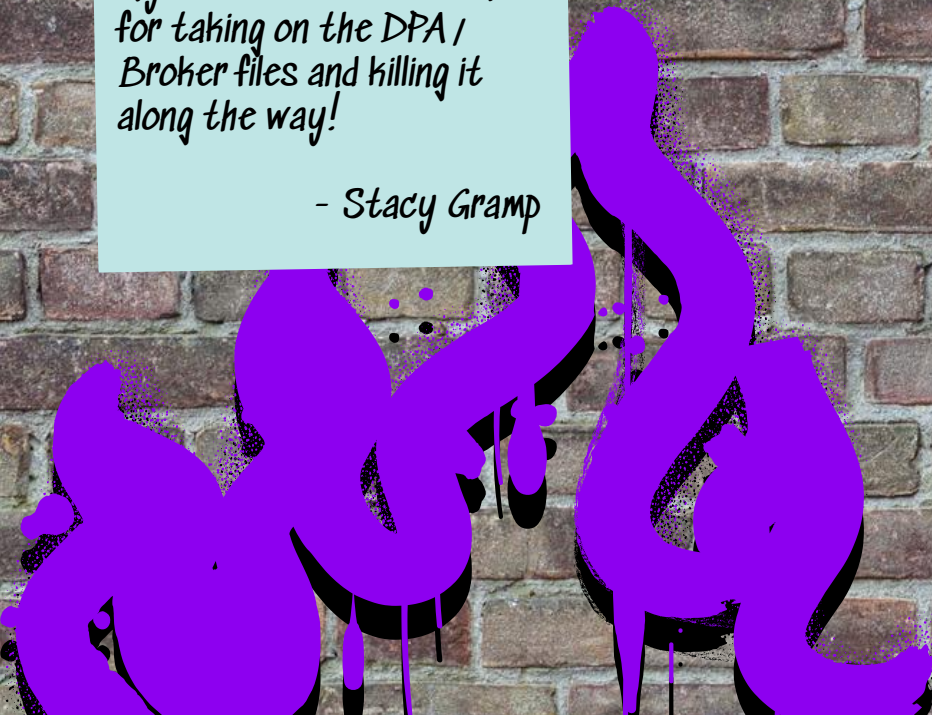
My shout out is for Shelbie for taking on the DPA / Broker files and killing it along the way!

- Stacy Gramp

Mary Martinek

Thanks for joining the marketing team with a positive attitude and helping me out!

- Taylor Bednarshi





Melissa and Ian

Shout out to Melissa and Ian for always being there to help Taylor and I to put our branch in the best position to succeed! Thanks guys!

- Korey Leonhard

Underwriting Team

Thank you so much for all of your ongoing help while I'm in and out of the office, it is much appreciated.

- Jessica Dermody

Sonny Lucas

Thank you for encouraging me when I'm down

- Taylor Bednarshi

Kelly McCormick

For building solid relationships with our business partners. I continue to get communication from them about how wonderful you are to connect with. Thank you for representing us well.

- Kelly Worthington

Ryan Kennedy

Shout out to Ryan Kennedy for all the 9pm-1am hustle, apps, and often unwanted IM's and emails lol. Not many people could balance all the plays, doctors appts, soccer games, and still have the motivation to grind after getting 3 kids down to bed.

- Korey Leonhard





Mark Erhrman

Thanks for letting me bug
you when I need a break
from my computer

- Taylor Bednarshi

Sonny, Taylor, & Mark

Thank you for being such a
great team! And thank you
to everyone at Liberty for
making me feel so welcome.

- Mary Martinek

Amber

Shout out to Amber for all
the help you give us on the
processing side!

- Korey Leonhard

Taylor Mark & Mary

Thank you for coming in
everyday with a great
attitude & for caring as much
as you do about this company.

- Sonny Lucas

Scott Jang

Shout out to Scott Jang
for leading the branch with
5 closings for nearly \$1M in
volume in April. Keeping that
pipeline smooth as butta!

- Korey Leonhard

Andrew

Shout out to Andrew for
learning to use bleeds in
Photoshop!

- Taylor Bednarshi



EMPLOYEE OF THE MONTH

Melissa & Ian

Thank you for always being there for us and for all the time you've put into the new systems we are rolling out.

- Sonny Lucas

Mac VanDoros

Mac has an awesome attitude, is very coachable, claims to have once had a rebound in YMCA basketball, and lands at least 1 out of every 10 jokes he makes. Who knows which of these is the main component but it's all starting to come together, having 7 intakes to lead the branch in April while pacing for over 10 at almost the half way point of May. Big things ahead!



MM

Shout out to MM for sacrificing all the time in and out of work to help anyone that needs it. Please put your phone on Do Not Disturb after 8 pm tho! 😊

- Korey Leonhard

Team "Birds Aren't Real"

Thanks for working your butts off 7 days a week to win the competition - build pipelines, good habits, and knowing where your loans are. Go birds!

- Anthony Tanko

Learn
to
Work
HARD



REVIEWS

Liberty

- Absolutely one of the best experiences I have had purchasing a home! They were very informative throughout the entire mortgage process along with very knowledgeable. - Cody McCarver
- My loan officer Nick is very patient and understanding. He helped me with how the pre-approval documents are uploaded and emailed me the letter I sent to my son who is working with a realtor to look for a house. I want to move from Maryland to Ohio. - barbie bj747

Chad Plummer

- Chad was on top of everything from day one. He made sure we were able to get the best rate and the fastest closing time possible. I highly recommend him and the entire Liberty Home Mortgage team! - GJGonzalez
- Liberty Home Mortgage made this mortgage refinance as easy as possible. The loan officer was very professional and took care of the questions I had in a very timely manner and never once made me feel like I was a bother to him. - Chris C.
- I had a great experience with chad and his whole team. Would highly recommend. He was willingly to help me and answer any questions I had. (I had a lot) He made sure to get everything done and if there were any issue he was on top of it. I called him once late on a Friday night not knowing he was having family time and he was more than willing to step away and help me through the panic at the time. If you are looking for good communication, a funny yet serious, caring loan broker reach out to Chad - zuser201712311953045

Dawn Eustache

- Dawn was EXTREMELY HELPFUL in the home buying process! I will recommend her to all of my friends and family looking to purchase a home! She is awesome!

Ryan Stacy

- Ryan was absolutely amazing. We are first time home buyers and had no idea about the home buying process. Ryan answered all of our questions and walked with us through it all. He kept in constant communication with us, and the buyers agent. He was even working on our loan on the weekends and Easter. We closed in less than a month! - Ashley Eaves

Lamont Brickous

- Lamont will go above and beyond for his clients. He is top notch and one of the best in his field. He was there for me from the beginning to the end of the loan process. Lamont helped keep me on track with everything that needed to be done. I am very thankful I had Lamont there to guide me through the process. Lamont was a blessing to me and will be to all his clients.

Joe Arvay

- Joe is great to work with. I am a first time home buyer and Joe was able to answer all my questions the whole process went smoothly and was even able to close early I highly recommend Joe Arvay and liberty mortgage you won't be disappointed. - Zachary Gimbus
- My wife and I were first time buyers and found Joe with Liberty Home Mortgage through Zillow. From start to finish of the process Joe was with us every step of the way (even on closing to make sure we were good to go)! We were impressed at how simple he made the process. Highly recommend to anyone looking for a lender. - Tyler
- Joe was amazing, did everything he could to get our loan to close, even gave me multiple options. I had a fairly complicated FHA loan with DPA that ended up turning into FHA with cash down payment, and Joe still managed to have us close in time! I was amazed at how fast he managed to get everything done for us, and he was excellent at communicating with us on what was next, what to expect, and what he needed from us. Joe went above and beyond my expectations for a loan officer, and overall was a pleasure to work with! ^-^ Joe would be my recommendation for anyone looking to purchase a home! Thank you so much! - Heather C

David Rastetter

- I've used David 3 times now and each time he has gone above and beyond to make sure everything was taken care of! David is very quick to get what paperwork that you need to sign and quick to get everything taken care of. He was able to get me a pre-approval letter very fast and in this crazy market you need it quickly. He is there every step of the way and he treats you like you are the only one that matters when I know how busy he really is. I would recommend him to anyone! - Chris L

Kelly Ann Worthington

- Kelly and her Team were beyond helpful with closing on our home! She was quick to respond and able to answer every question! We couldn't be happier with the process! - Audrey J
- Kelly Ann and her team walked us through the whole process. Great communication throughout. Always willing to answer any questions or concerns quickly and thoroughly!

Joel Razo

- Joel was great through the entire process. Communication with Joel was great always there to assist me with any with anything. This was a good deal for me. - Edward Ozuna

Chris Doyle

- We've known Chris for awhile and he's always been super reliable. When we finally decided to start looking for a house we went right to Chris. He instantly took initiative and made everything very easy to understand. This was our first experience buying a home and it felt so easy. He'd reach out just to check in on us to see how we're doing. He'd give us his insight and opinion throughout the entire process. It was never hard to get ahold of him, which in this market, was a true blessing. I will 10/10 recommend Chris to anyone I know when they're looking to buy a house! - Kevin & Mal
- Chris did a great job of managing expectations, finding ways to save us money, and working with us to get the process done in a timely fashion. He was a pleasure to work with and was willing to answer questions at any point. - EvanWatson7

LIBERTY *Lends*



THE GIBSON FAMILY



EMMITT

**SCAN
TO DONATE**



This is Emmitt Gibson. Emmitt is an incredible two-year-old boy who has Down Syndrome. He has amazing parents, Maggie and Brock Gibson, and a big sister, Sophie, all of which love him dearly.

In late 2022, Emmitt was diagnosed with Acute Myeloid Leukemia. He's been so brave through his first treatments but there are still more cycles of chemo he must courageously face. He is in his 4th cycle of 6. This has been an extremely difficult time for the family, but Emmitt has pushed through and somehow managed to keep that adorable smile. With all the treatments and recovery time, Emmitt's mom, Maggie and dad Brock still balance their careers, hospital trips, and being the excellent parents they are, while also expecting a baby girl next month! While mom and dad take turns being with him, they also have Sophie to care for at home, and a baby to prepare for. Their hectic schedule has made it hard for them to find time to eat, never mind cook. With your help, we can raise money to provide them with gift cards for meals and meal deliveries. Your funds will literally help feed this family as they try to navigate Emmitt's continued treatments while trying to maintain as much of a normal life for Sophie as possible. Every single donation, no matter how small, will mean the world to them.



This charitable cause was brought to us by Taylor Bednarski, our graphic designer.

Have an idea for Liberty Lends? Email your cause to libertylends@libertyhm.com

APRIL LOANS

April-23	Bankers	Units	Volume
Liberty Home Mortgage	52	111	\$ 23,854,431.00
Branches	Bankers	Units	Volume
Corporate	19	45	\$ 8,554,105.00
Haren's Branch	1	0	\$ -
Kate's Branch	4	8	\$ 2,111,275.00
Korey's Branch	17	37	\$ 8,827,300.00
Kelly's Branch	1	7	\$ 1,775,570.00

Rank	Processor	Total Units	Total Volume
1	Evan Kostalek	29	\$ 6,998,436.00
2	Dana Mackey	29	\$ 6,091,498.00
3	Zach Poole	22	\$ 4,843,223.00
4	Carly Brendle	22	\$ 4,540,411.00
5	Desirea Kerney	20	\$ 3,794,018.00
6	Briana Caruso-Taylor	20	\$ 3,794,018.00
7	Tara Telzrow	14	\$ 3,706,300.00
8	Jazmine Carabello	13	\$ 2,634,313.00
9	Amy Stacey	12	\$ 2,224,891.00
10	Taylor Sandy	12	\$ 2,224,891.00
11	Faith Baetzold	7	\$ 1,621,210.00
12	Ben Maulorico	7	\$ 1,542,300.00
13	Mary Ann Costello	6	\$ 1,013,103.00

Rank	Underwriter	Total Units	Total Volume
1	Melissa Courie	21	\$ 4,118,335.00
2	Jessica Dermody	16	\$ 3,483,397.00
3	Amanda Jones	14	\$ 3,781,225.00
4	Michelle Braun	14	\$ 2,749,370.00
5	Stephanie Jones	11	\$ 2,210,685.00
6	Holly Quallich	11	\$ 2,042,274.00
7	Lesley Yager	10	\$ 1,889,633.00

Rank	Closer	Total Units	Total Volume
1	Krystle Smith	39	\$ 8,264,894.00
2	Nikki Iacano	36	\$ 8,039,655.00
3	Abigal Shaefer	36	\$ 7,549,882.00

SAVAGE

	Inside Loan Officers	Total Units	Total Volume	Projected Units
Corp	Joel Razo	4	\$ 649,733.00	3
Corp	Joe Arvay	3	\$ 640,089.00	4
Corp	Leland Walker	3	\$ 611,615.00	3
Corp	Anthony Tanko	3	\$ 555,450.00	2
Corp	Jack Bowman	3	\$ 478,540.00	2
Corp	Anthony Blogna	2	\$ 633,749.00	1
Corp	Thomas Kerrigan	2	\$ 537,621.00	1
Corp	Terrence Cheeks	2	\$ 521,305.00	3
Corp	Justin DeLamothe	2	\$ 360,352.00	2
Corp	Ryan Stacey	2	\$ 343,996.00	1
Corp	Nick Chuha	2	\$ 320,585.00	2
Corp	Dawn Eustache	1	\$ 225,834.00	1
Corp	Lamont Brickoous	1	\$ 203,250.00	1
Corp	Steven Greenwald	1	\$ 169,150.00	1
Corp	Nate Skonieczny	1	\$ 130,783.00	0
Corp	Aerian Brannon	1	\$ 77,400.00	0
Corp	Daniel Matthews	0	\$ -	0
Corp	Grayson Davis	0	\$ -	2
	TPO Income	2	\$ 312,669.00	
	Corp Income	10	\$ 1,781,984.00	

	Outside Loan Officers	Total Units	Total Volume	Projected Units
Kor	Korey Leonhard	10	\$ 2,231,073.00	9
Kel	Kelly Worthington	7	\$ 1,775,570.00	8
Kate	Kathryn Heffernan	7	\$ 1,542,300.00	8
Kor	Scott Jang	5	\$ 977,693.00	5
OUT	Christopher Doyle	4	\$ 928,740.00	2
Kor	Alec Nikolovski	3	\$ 881,707.00	0
Kor	Chad Plummer	3	\$ 636,524.00	4
Kor	David Porter	2	\$ 498,575.00	6
Kor	Thomas Hart	2	\$ 482,529.00	1
Kor	Ryan Kennedy	2	\$ 468,247.00	4
Kor	Derek Chrzanowski	2	\$ 428,330.00	5
Kor	Cory Ullman	2	\$ 351,851.00	0
OUT	Ruth McGraw	2	\$ 338,631.00	3
OUT	Dianne Potok	2	\$ 237,637.00	2
OUT	David Rastetter	2	\$ 231,921.00	1
Kor	Mark Barbicas	1	\$ 726,200.00	0
Kate	Benedetto Maulorico	1	\$ 568,975.00	1
Kor	Thomas Gibbs	1	\$ 503,500.00	0
OUT	Rick Rizzo	1	\$ 312,802.00	0
OUT	Ali Abuhamdeh	1	\$ 306,450.00	2
Kor	Michael Toledo	1	\$ 180,000.00	2
Kor	Mac Vadoros	1	\$ 175,500.00	3
Kor	Mitchel Whalen	1	\$ 163,817.00	4
OUT	Dottie Movshin	1	\$ 135,000.00	0
Kor	Katie Foor	1	\$ 121,754.00	6
OUT	Stephen Kenda	1	\$ 95,000.00	1
Kate	Alan Cassidy	0	\$ -	0
Kate	Michael Esposito	0	\$ -	0
Kor	John Gambrel	0	\$ -	0
Kor	Matthew Klonowski	0	\$ -	0
OUT	Mark Nagy	0	\$ -	0
OUT	Sachin Patel	0	\$ -	0
Zane	Scott Haren	0	\$ -	1

