

RESUME

CHANGES AND ADDITION
FRANK WILSON JR.

- **ADRESS:**

468 N. CAMDEN DR. BEVERLY HILLS CA. 90210

- **EXPERIENCE**

OVER 40 YEARS

- **MARRIED**

37 YEARS, WITH 4 KIDS AND 7 GRAND KIDS

- **DATE OF BIRTH DECEMBER 12, 1953**

- **SCHOOL**

ASHEFORD INSTITUTE OF ANTIQUES ESTATE LIQUIDATOR

- **REFERENCES**

MR.AND MRS. BALANGA (SELLERS) 310-283-8639

MR.AND MRS. HUGHES (BUYERS) 310-500-7033

MR. BALLARD (SELLER) 323-385-5730

STEVEN HUNG (ESCROW) 213-389-8300

PERCELL KEELING (SELLER & BUYER) 323-252-7281

MARLA WARREN (SELLER) 310-923-0529

JOHN CYPERS (SELLER) 818-968-5741

468 N. CAMDEN DRIVE, BEVERLY HILLS, CA 90210 • TEL: (310) 330-8600 or (310) 858-5539

• [EMAIL: fwilsonre@aol.com](mailto:fwilsonre@aol.com)



Mortgage Broker

In 1996 **F. Wilson Mortgage Company** was founded by Mr. Frank Wilson, Jr. under the umbrella of F. Wilson Real Estate Company to better serve the needs of the clients. In addition to representing sellers and buyers, Mr. Wilson has gained many years of experience in the real estate finance world.



Approved by and working with different lenders such as Countrywide/BofA, **Frank Wilson** is able to provide financing to buyers as well as borrowers interested in refinancing their properties. Mr. Wilson is knowledgeable about affordable home loan programs including both multi-family and single-family loans, conventional financing and tax credits. His comprehension of numerous loan application processes includes but is not limited to Fannie Mae, Freddie Mac and FHA.

It is important to Mr. Wilson as a mortgage broker to make the process of buying a home as simple, painless and carefree as possible. With many years of experience, cutting-edge industry and product knowledge along with a great sense of concern for the customer, Mr. Wilson is able to match the client with the best loan product. That's why most of his business comes from satisfied past clients.

Real Estate School

Mr. Frank Wilson, Jr. utilizes his business as a framework to teach the agents employed in his office. In order to offer training to hundreds of other agents, Mr. Wilson opened an accredited real estate school offering approved courses for persons wanting to become real estate agents and brokers. Students are able to obtain their license, learn the basic law of real estate and the mechanics of real estate over and above the sales techniques of being an agent.

EDUCATION

- 1973 Harbor College, Wilmington, CA Business Marketing
- 1974 Anthony Real Estate School, Los Angeles, California Real Estate Salesperson License
- 1984 Anthony Real Estate School, Los Angeles, Real Estate Broker License
- 1996 American School of Mortgage Bankers, Torrance, CA Mortgage Banker Certification
- 1996 American School of Mortgage Bankers, Torrance, CA Tax Return Analysis
- 1997 Hondros College Ohio Real Estate Salesperson License
- 2000 Hondros College Commercial Specialist Designation

Mr. Frank Wilson, Jr. proudly received the National leadership award from the State of California's National Congregational Committee.

- 2012 Asheford Institute of Antiques for Estate Sales and Appraising.
- 2018 Graduated with diploma from Los Angeles Bible Training School.

Mr. Frank Wilson, Jr. and F. Wilson Real Estate Company joined partnership with Bank of America's 1st Time Homebuyers program. Mr. Wilson conducted seminars and trainings for low to moderate income buyers. The buyer's income must be less than the median income for the area. The program was also designed for buyers who savings were limited. The program offered incentives for firefighters, teachers, police officers and other qualified public employees.

Mr. Frank Wilson, Jr. was appointed to the City of Inglewood Board of Education Ways and Means Committee handling the Measure K Revitalization \$2,000,000 project. The purpose of the bill was to create a lasting, positive impact on the quality of our schools and neighborhoods; thereby, enhancing the value of our homes.

Mr. Frank Wilson, Jr. founded the Gentlemen's Roundtable which is an investment opportunity group. The mission of the organization is to provide mentor support, a leads group to support each member's business, guest speaking, sharing of knowledge about community concerns, and promote political awareness and understanding of financial and health issues.

METHODOLOGY OF REAL ESTATE PROCESS

The Methodology of F. Wilson Real Estate Company's real estate process is as follows:

- Buyer consultation: provide awareness and education to buyer.
- Preapprove buyer: review financials, complete application and credit analysis to determine affordability and best loan product for buyer.
- House shopping: F. Wilson Real Estate Company's buyer team will locate home with buyer.
- Negotiate the best sales price for seller: research the comparable sales, listing that apply to market trends in order to agree upon a fair market price.
- Documentation review: clarify escrow process, sales contract and all California Association of Realtors disclosure with buyer and seller.
- Originate loan package: prepare and submit lender's requirements. Facilitate underwriting with the review of sales agreements, loan documents and appraisals.
- Troubleshoot processing and underwriting of loan applications.
- Ensure that property meets all city and lender requirements.
- Coordinate funding and closing with buyer, escrow, seller and lender.
- Follow up with buyer after move-in to ensure that house is satisfactory.

SUMMARY OF QUALIFICATIONS

EXPERIENCE

Award Winning Salesperson

Before opening the doors of F. Wilson Real Estate Company, Mr. Frank Wilson, Jr. began his career as a salesperson with the Century 21 network. Mr. Wilson worked at Century 21 Signa Realty in Los Angeles for 14 years as a real estate salesperson. Mr. Wilson's passion about the real estate business coupled with his yearning to study the industry resulted in a fast pace to the upper echelon of real estate professionals. In a remarkably short period of time and for ten consecutive years, Frank Wilson was honored as the recipient of the Top Ten Award for the Century 21 companies. His stellar performance also resulted in receiving the prestigious Centurion Award for residential and commercial sales.

F. Wilson Real Estate Company

In 1988, F. Wilson Real Estate Company was established by Mr. Frank Wilson, Jr. who is the sole proprietor and real estate broker of record. It is a minority owned company. Mr. Wilson is well known throughout the community as he frequently visits the neighborhood businesses and solicits from door to door. He services both residential and commercial real estate needs. The company's mission has an emphasis on education. Mr. Wilson is recognized as a teacher in the industry giving advice to his employed real estate agents as well as those who work for other firms.

Seminars

Mr. Frank Wilson, Jr. has a wide range of experience making presentations in a public forum. Throughout his career, Mr. Wilson has conducted real estate and mortgage seminars on a regular basis. He has been the organizer and guest speaker of various seminars for churches and other community organizations in the greater Los Angeles and Inglewood area.

Note: Due to the Dodd-Frank Wall Street reform and consumer protection act of 2010 F. Wilson Mortgage Company, has been put on hold until all the nationwide mortgage licensing system and registry (NMLS) are completed.
Expected Completed Date: 12 /12/2018.
