

TOP AGENT

MAGAZINE

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After getting her start in the real estate business in sales, Jeanine Robbins became intrigued with the mortgage side of the industry. Once she made the leap, she quickly realized she was a natural at the business. "I was promoted to branch manager just eight months later. I really pushed myself to learn everything I could about the business,

and here I am almost 17 years later, and I couldn't be happier with the success that I've achieved."

Jeanine has been with Geneva Financial since 2011, where she is a branch manager at their Scottsdale location. She has small team that focuses primarily on Arizona, California and Colorado, although her company is licensed in 32 states. Jeanine's reputation as one of the most respected mortgage professionals in her area is due to her commitment to providing an unsurpassed level of customer service, while operating her business with the utmost integrity.

One of the keys to her success is the open and honest communication she provides. "I think good communication is one of the most important aspects of this job. When something goes south, or something difficult comes up, I've seen some people not be truthful about what's happening or even hide. I'm not like that. I know at all times what's happening and I keep the lines of communication open with my borrowers and my Realtors®. I'm honest about my business. I'm in a referral based business, and building trust and strong relationships, is instrumental to success in the business."

Another way Jeanine is able to stand out from the rest, is with her company's consistent record of fast closing times. "Turn around times at Geneva are incredibly fast. It takes about 24-72 hours for underwriting. As soon as I get a contract, it goes out as quickly as possible. Once we put a loan into underwriting, were on our way to closing. We've closed within two weeks. That's a huge advantage we can offer the people we work with."

Jeanine also credits her strong work ethic for much of her success. "I work hard for people. The more challenging things are, the more rewarding it can be. The more difficult loans are always rewarding emotionally. It's a good feeling to know you've helped someone who thought that home ownership wasn't possible for them."

Jeanine is actively involved in her community, as well as her industry. She is currently the VP of the State Chapter of the Arizona Association of Mortgage Professionals, after many years serving as the Central Chapter's Secretary, President Elect and President. The organization is an advocate for the industry, organizing educational events throughout the year as well as lobbying Congress in order to better the industry as a whole.

Jeanine would love to continue to see her business grow, as well as helping her company grow their national presence in the near future. "My broker has an inspiring vision that I share completely. It's all about growing business by growing relationships. We want to bring our quality service to more people throughout the country. I love what I do. My goal is to always do everything I can to make sure my clients have a smooth and professional transaction. I'm always fighting for them, getting the job done. Seeing my clients achieve their



To learn more about
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