

TOP AGENT

MAGAZINE



JOHN MAJOREK

"Johnny Mortgage"

TOP AGENT MAGAZINE

JOHN “Johnny Mortgage” MAJOREK



26 years ago, John “Johnny Mortgage” Majorek was studying for the Ohio Bar when a church member’s temp agency sent him to a mortgage company to earn fun money while he studied. In a short time, they talked John into being a loan officer, a career he quickly realized was made for him. John soon forgot about becoming a lawyer and focused his energies on originating home loans.

For over 22 years John has been known by consumers and colleagues as “Johnny Mortgage” for his knowledge of programs, ability to counsel, communicate, and provide superior service to consumers and referral partners, as evidenced by his nearly perfect Experience.com review scores. Never to be outworked, John is famous locally for working as many as three days straight during crunch time. His late father, also a salesman, taught John that “A person with a good experience tells ten people, and a person with a bad experience tells fifty.” Although John always considered himself the “un-salesman,” he has never forgotten his dad’s sage advice.

John Majorek (NMLS #138352) works for Homebuyer Connect, a Division of Sun West Mortgage Company, Inc. (NMLS #3277), with over seven years’ experience first as a mortgage broker and the last eighteen months

as a Market Manager and Certified Military Housing Specialist. While he lives in Akron, John represents the state of Ohio as well as thirteen other states. His business is 100% based upon referrals from Realtors, Attorneys, Tax Preparers and other professionals, as well as a large book of over 4,500 prior clients and friends and family members of clients. One example is the Weber Family of Florida. Three generations of Webers, their siblings, nephews and nieces have trusted Johnny Mortgage with their purchases and refinances. “I am humbled by the relationships, the trust, so many good families have placed in my team and I,” John notes.

With competitive rates, great service and expertise in underwriting standards, John is a strong resource for people looking to invest in a home — whether it’s their first home or last home. However, it is his high level of communication that keeps clients coming back again and again to work with him. “I tell each new client that we come into this as friends, and no matter what, we remain friends, and I promise two things: My candor, and my best efforts based on 26 years of experience.”

Home loan financing is always a little traumatic, so John strives to put each consumer at ease. “I walk my clients through each milestone in the lending process so

that they know exactly what is happening and expectations are managed,” he says. “We are all humans, and I try to have a little fun in the process, folks appreciate those little extras.”

To keep in touch with his lending and consumer relationships, John uses CRM software and has his own dedicated Business Development Specialist. She helps him with social media and keeps track of and celebrates the birthdays, anniversaries, and special occasions in his clients’ lives. He sends handwritten cards, makes personal phone calls, and gives out refrigerator magnets with his phone number to remind clients that he is always available to chat.

One may see “Johnny Mortgage” and his Homebuyer Connect sidekick, “BillyTheBass” on social media. John’s wife gave him Billy on his first day of lending, and 26 years later Billy still sings, “Don’t Worry, Be Happy,” which sums up John’s nature in working with consumers and colleagues.

John’s “ON THE ROAD” series or his “Johnny Mortgage Minute” page share short, useful videos with tips and tricks – mortgage and home related. “What good is knowledge gained if it’s not knowledge shared,” he says, “and I can’t take my wisdom or knowledge to the grave with me. I realized over thirteen years ago that social media and information sharing was absolutely essential for developing an identity and a brand. Today more folks call me “Johnny” than “John.” Folks like to see the human side of the professional working hard for them,” he explains. “I hope that by sharing what I know each day, someone can benefit from the tips.”

John gives back to his profession through membership in the National Association of Mortgage Brokers and his commitment to teaching the fundamentals of relationship building and loan origination. For years he taught the pre-licensing and continuing education courses for Training Pro. “I have trained hundreds of loan officers over the years, and I am constantly thrilled to see so many students succeed beyond my wildest imagination,” John shares.

Outside of the mortgage industry, John is dedicated to giving back. He has sponsored four eyeglass mission trips spanning the globe through fundraising efforts and participation. For example, he recruited key vendors, title companies, and appraisal companies to sponsor

lanes for a charity bowling event to sponsor an eyeglass team to Nicaragua. His father was a WWII veteran, and John has been following in his footsteps by being active in The American Legion on an auxiliary basis. In his spare time, John enjoys photography, attending sports games (he’s been a season-ticket holder for the Cleveland Cavaliers for almost twenty years), his pets #AmazingBrutus and #BooKitty, and landscaping. He’s also very active in his local church.

While John consistently produces \$16-20 million in loan volume, his career is on an upward trajectory now that he has joined the direct retail side of Sun West. “Sun West is constantly rolling out new systems and new communications that make our work more efficient,” he says. “I am blessed with an amazing marketing team, dedicated underwriting team, an incredible Business Development Specialist, a Consumer Coordinator who helps me qualify the consumer, and a Relationship Manager who sees each consumer to the finish line. “My team calls themselves “Johnny’s Angels”, and I’m nothing but an average John without the power of Sun West and Homebuyer Connect.” Ultimately, though, John just wants to keep doing what he loves — helping people and enjoying the satisfaction that comes from securing loans to help them buy their dream homes. “As long as my mind, my mouth, my health and my hearing hold out, I hope to be doing this far into the future.”



To learn more about John Majorek, please call 440-221-6247 or email johnnymortgage@swmc.com