

## Mortgage Broker Interview Questions

1. Tell me how you organize, plan, and prioritize your work.
2. Share an experience in which you verified information and accuracy of loan application and closing documents.
3. What is the key to success when communicating with the public.
4. Share an experience you had in dealing with a difficult person and how you handled the situation.
5. Share an experience in which you successfully shared a difficult piece of information. (Make sure that the candidate has open lines of communication.)
6. Share an experience when you applied new technology or information in your job. How did it help your company?
7. Tell me about an experience in which you analyzed information and evaluated results to choose the best solution to a problem.
8. Share an effective approach to working with a large amount of information/data. How has your approach affected your company?
9. Share an example of a time you had to gather information from multiple sources. How did you determine which information was relevant?
10. Please share an experience in which you presented to a group. What was the situation and how did it go?
11. Provide an example of a time when you were able to demonstrate excellent listening skills. What was the situation and outcome?
12. Share an example of when you went above and beyond the "call of duty". (Look for answers that show the candidate is dependable.)
13. In your experience, what is the key to ensuring your company was compliant with all laws, regulations and standards that were applicable to your area of responsibility?

## Mortgage Broker Interview Questions

14. Share an experience in which your attention to detail and thoroughness had an impact on your last company.

15. Provide an example when your ethics were tested.

16. Name a time when you identified strengths and weaknesses of alternative solutions to problems. What was the impact?

17. How would you rate your writing skills? (Ask for an example that demonstrates great writing skills.)

18. How do you balance cooperation with others and independent thinking? Share an example. (Try to determine if the candidate has a cooperative attitude or is otherwise good-natured.)

19. Share an experience in which you submitted loan applications with recommendations for underwriting approval.

20. Share an experience in which you effectively advised a customer regarding a loan or transaction.

21. Provide an experience in which you successfully assembled and compiled documents for loan closings.

22. Share an experience in which your ability to consider the costs or benefits of a potential action helped you choose the most appropriate action.

23. What is the state of your records of loan and credit, loan information, and disbursements of funds? Name one thing you would like to improve.

24. Provide an effective method you have used to present loan and repayment schedules to customers.

25. Share an experience in which you effectively prepared and typed applications, documents, forms, notices, etc.

26. Give me an example of when you thought outside of the box. How did it help your employer?

## Mortgage Broker Interview Questions

27. Would you consider analyzing data or information a strength? How so?

28. Share an experience in which you successfully calculated, reviewed, and corrected errors on interest, principal, payment, and/or closing costs.

29. Share an experience in which your understanding of a current or upcoming problem helped your company to respond to the problem.

30. Share an experience in which you checked applicants' credit and personal references.

31. Provide an effective method you have used to check the value of customer collateral to be held as loan security.

32. Provide an example when you were able to prevent a problem because you foresaw the reaction of another person.

33. Share a time when you willingly took on additional responsibilities or challenges. How did you successfully meet all of the demands of these responsibilities? (Make sure the candidate is a self-starter and can demonstrate some initiative.)

34. Name a time when your patience was tested. How did you keep your emotions in check?

35. Provide an experience in which you successfully scheduled and conducted a closing of a mortgage transaction.

36. Provide a time when you worked in a rapidly evolving workplace. How did you deal with the change? (Make sure the candidate is flexible.)

37. Provide a time when you dealt calmly and effectively with a high-stress situation.

38. Provide an experience in which you effectively ensured that payments were made on time and that loan terms were followed.

## Mortgage Broker Interview Questions

39. Tell me about a time when you developed your own way of doing things or were self-motivated to finish an important task.
40. Share an example of when you established and accomplished a goal that was personally challenging. What helped you succeed?
41. Provide an experience that demonstrates your ability to manage time effectively. What were the challenges and results?
42. Provide a time when you were able to identify a complex problem, evaluate the options, and implement a solution. How did the solution benefit your employer?
43. Share an experience in which you established credit limits and granted extensions of credit on overdue accounts.
44. Tell me about the last time you monitored or reviewed information and detected a problem. How did you respond?
45. Name a time when your creativity or alternative thinking solved a problem in your workplace.
46. Provide an example of when you were persistent in the face of obstacles.
47. Share an experience in which personal connections to coworkers or others helped you to be successful in your work. (Make sure candidate works well with others.)
48. Provide an experience in which your ability to actively find ways to help people improved your company or your own work ethic.
49. Share an experience in which your willingness to lead or offer an opinion helped your company.
50. Provide an experience in which you were sensitive to someone's needs or feelings. How did your helpfulness affect your work environment?
51. Describe a time when you successfully persuaded another person to change his/her way of thinking or

## Mortgage Broker Interview Questions

behavior.

52. In your experience, what is the key to developing a good team? (Look for how they build mutual trust, respect, and cooperation.)

53. Share an experience in which you successfully coordinated with others. How about a coordination effort that was not as successful?

54. What have you found to be the best way to monitor the performance of your work and/or the work of others? Share a time when you had to take corrective action.

55. Describe an experience in which your ability to work well with others and reconcile differences helped your company or employer. (Make sure the candidate knows how to negotiate.)

56. What are some long-range objectives that you developed in your last job? What did you do to achieve them?

57. Provide an example of a time when you successfully organized a diverse group of people to accomplish a task.

58. Share an experience in which you used new training skills, ideas, or a method to adapt to a new situation or improve an ongoing one. (Look for the candidate's ability to learn.)

59. Please share an experience in which you successfully taught a difficult principle or concept. How were you able to be successful?

60. Describe a time when you successfully provided personal assistance to a coworker or patron.

61. Describe an experience in which you identified the educational needs of your students and successfully developed a way to teach/train them.

62. Please share with me an example of how you helped coach or mentor someone. What improvements did you see in the person's knowledge or skills?

## Mortgage Broker Interview Questions

63. Provide an example of when you set expectations and monitored the performance of subordinates. What guidance and direction did you find most effective?