



Rivera of Guardian National Funding discusses what makes her successful

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What distinct qualities or personality traits do you feel make you most successful in your profession? My training, degrees, and experience in psychology and in teaching have been extremely helpful in developing good people skills and thus being successful with clients. Good listening skills and the ability to illicit from clients their goals, allows me to better assist them in achieving those goals. Making the options available clear and simple for the client has proven to be an invaluable skill and one that is much appreciated. Caring about the client's satisfaction with the experience and the end result is of paramount importance to me. These skills have allowed me to build a successful mortgage business over the last 16 years through referrals of professionals, and clients.

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