



2021 Ones to Watch: Derek Malana, Lynx Mortgage Bank LLC

September 21, 2021 - Spotlights

Name: Derek Malana

Title: Mortgage Loan Originator

Company Name: Lynx Mortgage Bank LLC NMLS#5838

What recent project, transaction or accomplishment are you most proud of?

My biggest accomplishment so far was definitely succeeding through the COVID-19 Pandemic. The pandemic obviously presented several obstacles in our business and everyday lives. Throughout the pandemic my team at Lynx Mortgage Bank LLC was able to maintain its cohesiveness through constant communication via zoom calls or phone calls which kept a high morale from an individual and team standpoint. This morale allowed me to execute my strategy for 2021 and exceed my sales goals as my business has already seen a 100% increase year over year.

Who was/is your mentor and how did s/he influence/help you in your career?

My most influential mentor was my guitar teacher, named Paul Marino out of Franklin Square New York. Since age 11, I studied jazz and classical guitar and received numerous awards on the state and county level. Every week I would sit down with my teacher and we would go through performing compositions, improvising over chord changes and sight reading. The constant constructive criticism enabled me to create a discipline within my talent, channel my creativity in effective ways, and taught me I can win through hard work and dedication. I carried this mantra throughout my professional and personal life.

What led you to your current profession?

Prior to starting at Lynx Mortgage Bank LLC I worked in medical device sales for 12 years. The sales industry always intrigued me due to earning potential, constant industry changes and the ability to build long term residual wealth while helping others. There's nothing better than feeling my client's emotional gratitude after helping them through one of the biggest purchases of their lives.

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