



Christy Lister

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Community is Family

What separates your business from mine? The answer can be a tough one. Deciding to change companies as a lender is a tough decision to make: my pipeline was established, my borrowers are my family, and there are relationships that I feared once I left the job would disappear. It isn't a bad thing to create a new path in your career; it shows how far you have come. In fact, sometimes, it is the most important decision you can make.

Walking through the doors of Merchants and Manufacturers Bank was the best move I could have made. A company that has been established in Joliet since 1969 has taken family to a whole new level. It feels like I have always been here. Starting a mortgage department is challenging to say the least. Stepping out of my comfort zone is a rush that we all get when we get a clear to close or a satisfied customer.

Guess what I discovered a few months into the change: Loans are closing, customers are finding me again, and strong relationships that I have had over the years are still there. Family... you discover that your professional family is there. You find empowerment inside yourself, and you find your authentic self that everyone else has seen the entire time. You are more than just the company you have been working for.

So don't be afraid to take the leap into something new! Build your business life like your family life, as they are both part of you. Balancing both sides of your authentic self provides you satisfaction, no matter which part of your family you are spending time with.

~ I FOUND A NEW HOME, LET ME HELP YOUR CLIENTS FIND A NEW HOME.

Merchants and Manufacturers Bank is your big bank alternative

Thank you for being Family,

Christy Lister, AVP mortgage origination

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