



Homebuyers and homeowners needing a purchase loan or a refinance loan can take comfort in knowing that mortgage consultant Gene Pastorino believes in putting family first. With nearly 25 years of experience in helping individuals and families throughout greater Phoenix to obtain financing, Gene's longevity in the mortgage industry reflects his commitment to integrity and honesty.

"I fight for my clients' best interests. Mortgages are their biggest investments, and I can't do a loan for someone unless it will truly help them. I have to be able to feel like I could have every client come over for dinner, because I did the right thing for them," he says sincerely.

Gene certainly knows all about matching his clients with the right loan product, as he's been continuously involved in real estate financing since he was 23 years old. "When I started in lending, there were three products: FHA, VA and conventional loans," he says. "Today there are so many products. We have zero-down programs, USDA loans, HomeReady loans, and I even partner with a colleague to help those with credit problems to obtain financing."

Through his long tenure in the industry, Gene has certainly seen many loan officers come and go, particularly during the recession. By contrast, he has always stayed the course, driven to help others through the good times, as well as times of struggle. "I was told by my very first

boss, that when times are tough, you show up and work. When times are good, you show up and work. You put in the work no matter what," Gene says. To that end, he admits, "It is a stressful industry. We take on so much

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responsibility for our clients' biggest investment. But, that's what makes it a great industry. Every day is a learning experience, and 23 years later, I still love coming to work every day and I still love what I do," he says.

Part of the reason Gene loves his work so much is because his career affords him the opportunity to be there for his family, and in fact, grow a business as a family. "My wife spent years as a social worker at a hospital before becoming a real estate agent. Now, we can work as a family, providing full service to clients," he says. In fact, a full 80% of Gene's business today comes from referrals from his wife, other REALTORS®, and past clients, who know that he can be counted on to always do the right thing, no matter what.

Gene's passion for helping families make smart decisions lies in his devotion to his own family, and his passion for children's causes. A longtime football coach for kids, Gene has also spent years working with children with autism throughout greater Phoenix. He has recently launched Art for Autism, which is a program for children who decorate boxes that are ultimately used as care packages for veterans, or for sick children in hospitals. He was also previously involved in the Strokes for Little Folks golf tournament benefitting the Southwest Autism Research & Resource Center (SARRC).

Indeed, Gene loves nothing more than spending time with his family, and plans to spend the coming years continuing to help fellow homeowners and homebuyers to secure loans that make sense for their families. "I believe in being upfront. I believe in telling the truth, because my clients are my friends, and that's what you do for your friends."

Gene Pastorino

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