

# featuredagent

magazine

Timothy  
George





# Timothy George

## CNN Mortgage

During his successful tenure in the automobile sales industry back in 2001, Timothy George discovered his natural aptitude for numbers. Already a master of client care, Timothy made a slight shift to focus on the financing portion of vehicle sales, a role in which he thrived from 2003 to 2007. Then, on the hunt for a new path that would allow him to serve others while engaging his skillset, Timothy decided to forge a career in the mortgage industry. That was ten years ago, and today Timothy is flourishing in his role as a loan originator with CNN Mortgage, pairing his knack for numbers and problem-solving with his passion for helping others achieve the American Dream of homeownership.

Primarily serving Maricopa County, Timothy and

CNN Mortgage offer a broad array of loan products — from purchase and refinancing options, to investment products and programs for first-time homebuyers. As a team leader, Timothy takes a personalized approach to his work, prioritizing open lines of communication and big-picture thinking to safeguard his clients' interests. "I'm sensitive to my clients' fears and always encourage them to ask as many questions as they need to feel comfortable," Timothy recounts. "I do my best to listen to my clients fully so that I not only understand their needs, but that I can also help them achieve both their short-term and long-term goals." Timothy believes in thorough communication throughout the transactional process, explaining that keeping in regular contact mitigates stress and ensures that





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closings are smooth, on-time, and go off without a hitch.

Because the entirety of Timothy’s business is driven by repeat and referral clientele, it’s little wonder why he and his team take great pains to provide a memorably superior experience for those they serve. He and his team deliver on client-care through forging personal bonds and staying in contact long after a deal is complete, even sending out closing gifts to mark the milestone of homeownership. With the majority of his clientele consisting of real estate agents — along with a balance of financial planners and builders, as well — fellow professionals are confident in relying on Timothy and his team to deliver results. “We care about our clients and often make friends with those

we serve,” he explains. “Foremost, we earn our clients’ trust. We always try to use time efficiently and incorporate state-of-the-art technology to complement our customer service.” What’s more, Timothy never loses sight of the individual or family at the heart of each transaction. “I love it when someone buys a home and calls us back years later with equity, ready to transition to their next place,” he says. “There’s nothing more rewarding than watching our clients grow, reach new milestones, and come back to us because they were pleased with our service.”

In the same spirit, Timothy makes it a point to contribute to his local charitable and civic landscape. He and his team donate to charities of their choosing, and Timothy’s current recipient is the Barrow





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Neurological Institute. Timothy is also passionate about professional development, and is part of an elite group for mortgage and real estate training called “The CORE” which meets twice a year to engage in philosophies pertaining to client-care and business modeling. In his free hours, Timothy relishes spending quality time with his family and loved ones, and enjoys activities in the great outdoors, such as wakeboarding and surfing.

As for the future, Timothy has plans to continue to grow his vision as a business leader. Currently overseeing a capable team of five, Timothy hopes to continue his team’s development and ultimately expand to include additional like-minded professionals. With a decade-long track record of a success and a demonstrable commitment to his clients’ overarching goals, the years to come are sure to be bright for Timothy George and his team.




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