

featuredagent

magazine



DeAnn Ellis



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From the outset, DeAnn Ellis relished the challenges of becoming a loan officer. As a single mother, she learned early on the necessity of hard work and applied that same diligent spirit to her role in the mortgage industry. Beginning her career as a bank teller, DeAnn ambitiously approached her branch manager and asked for more responsibility to work as a lender. Undaunted by the training required, DeAnn got to work and ultimately earned her license, swiftly ascending the ranks of her industry to become a regional top producer at the young age of 22. Almost two decades later, DeAnn has cultivated a striking reputation built on integrity, follow through, and an unflagging work ethic.

While DeAnn is licensed throughout the state of Georgia, she and her team of eight mortgage professionals primarily serve greater Atlanta's eastern region, including Covington, Conyers, Loganville, and Winder. As top producers under the banner of Element Funding, DeAnn and her team focus on purchase lending. Their office extends a range of products to homebuyers from all walks of life — from Conventional, FHA and VA, to USDA, Georgia Dream, and many more. With her clients' long term financial success squarely in focus, DeAnn also lends her seasoned perspective to hopeful homebuyers seeking to establish better credit, or in helping first-time homebuyers navigate the intricacies of the



lending process. All in all, DeAnn's working philosophy is epitomized by forthright communication, responsiveness, and determination on her clients' behalf. "As a team, we always try to be on the cutting edge of the industry and stay consistent with our clients," DeAnn explains. "Our goal is to exceed expectations."

Persistence and a never-say-die attitude are built into the very fabric of DeAnn's work. Not only did her unassailable ethic drive her early days of success in the industry, but she also keeps that same entrepreneurial spirit alive by setting an example for her team as well as her two daughters. "If you work hard,

the sky is the limit," she reflects. "When you do something that you love and you're called to do — it's not a job. You're helping people achieve the goal of homeownership. I try to be a role model to my kids and let them know that you have to be able to count on yourself and work hard every step of the way." It is that same tenacity that clients and agent referral partners count on when enlisting DeAnn's services, confident in her ability to deliver time and time again.

As deeply rooted members of their local community, DeAnn and her team give back through participation with Action Ministries, a hunger relief program



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serving children in the area. Together, they participate in organizing backpack lunches for kids in need, in addition to contributing to a summer program ensuring that a lack of school doesn't mean a lack of food for children at risk. DeAnn's office fundraises for the program year-round. In her rare free hours, DeAnn enjoys spending time with her children and supporting her youngest daughter's competitive cheerleading efforts.

As for the future, DeAnn has plans in place to further

her team's development, with hopes to foster new talent as volume continues to grow year over year. Likewise, DeAnn values continuing education and applies it to her business model to ensure officers are ahead of the curve when it comes to new technologies and products, all to maximize their ability to serve as many people as possible en route to homeownership. With a track record of success that spans nearly two decades and an unrelenting spirit of ambition and service, there are certainly no signs of slowing for DeAnn Ellis and her team.

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