



Even as Jeff Schneller, CEO of Corby Mortgage, closes in on 20 years of experience and success in the mortgage industry, he can't imagine ever growing restless in his career. "Every day is different. No two people are the same, no two loans are the same. Every day there is a new challenge, and while some people don't like that, I do. I like being challenged, and I love learning every day," he explains.

It is precisely his enthusiasm, balanced by years of experience, which has made Jeff such a highly regarded mortgage professional throughout greater Chicagoland. "I believe you should be an expert in your area, particularly when you're working with purchase loans. I work with a lot of real estate agents, and having local knowledge and experience in the areas where their clients are buying is definitely a plus. I grew up here, and live and work here, so I know this region well."

In addition, Jeff has always viewed every new loan as its own unique job, which ensures that he's delivering the type of service that consumers and REALTORS® deserve and appreciate. "When a loan application comes in, I look at it as a job that I'm hired to do," he says. "That means it's my responsibility to honor the terms of that contract."

As such, he is a hands-on originator. "I personally take loan applications, handle the pre-qualifications, loan locks, and all prep work prior to closing. I'm the face of my business, and I'm on the front line 100% of the time," he says. "I don't have to check with an assistant on the status of a loan if a client calls, because I know exactly what is going on with every loan."

Jeff's dedication to personally seeing each loan through from application to closing has earned him an outstanding reputation, and lots of returning clients. "I learned a long time ago, that there are two ways to earn referrals.

I can ask for them, or I can do a great job and really knock it out of the park," he explains. "I choose the latter."

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Indeed, if his extensive experience has taught him anything, it's that a job well done speaks for itself. "Involved in every loan, there are generally two real estate agents and attorneys, and some may not have worked with me in the past," Jeff says. "Doing a great job is an excellent way to earn referral business."

With a thriving business, and two young sons, Jeff's life is understandably very busy these days, but he has no plans of slowing down. In fact, he's planning for growth through hiring business development specialists in some of the key markets he focuses on. This will allow Jeff to maintain his role as a hands-on originator, all the while remaining dedicated to his family and to charitable efforts which are close to his heart.

Jeff is particularly passionate about his role on the Board of Directors of the Volkman Foundation. "The Volkman Foundation was formed three years ago, after a friend lost his fight against cancer way too early. Brian Volkman left behind his wife and two children. The foundation was initially created to help fund his children's college education, but our fundraising efforts were so successful, that Brian's wife asked for future proceeds to go to other families in the community. The foundation now hosts annual events, and we've been able to help many families who are dealing with hardships," Jeff says. "My involvement in this foundation is something I'm very proud of."

Likewise, Jeff says his family is another source of endless pride. "My wife is my best friend, and we have two young sons. Spending time with them, watching them become involved in sports, hosting neighborhood barbecues and watching the neighborhood kids play in our backyard is a true joy."

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