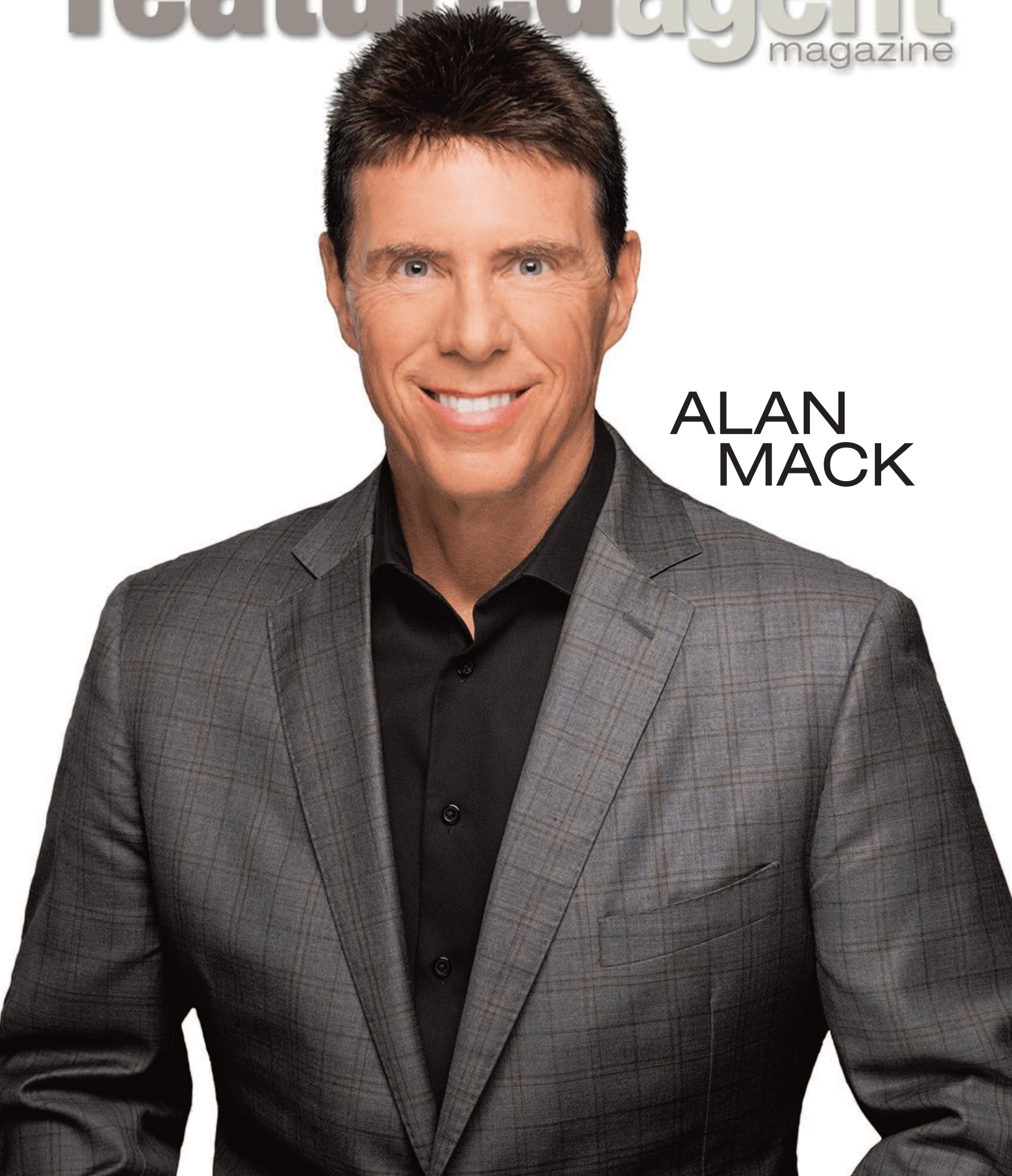


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ALAN
MACK

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Alan Mack, long-time mortgage expert and specialist in luxury financing, has applied his 34 years of experience in the industry to become one of the most accomplished and sought after financing advisors anywhere. Take one look at his career and it's clear he was destined for greatness from the start.

Only a few years after getting into the mortgage industry in 1988, Alan helped initiate Bank of America's mortgage pilot program, and soon went on to join the bank's Platinum Club. At the same time, Alan became the number 2 producer in all of Southern California, but the accolades do not end there. Alan has also received the Five Star Professional Award a total of 9 times, and is one of only four in his region to do so.

In the past few years, the trajectory of Alan's career has changed considerably. In 2020, he decided to move away

from working for banks to initiate his own corporation, Mack Financial Services, Inc. Now, Alan draws on his extensive knowledge to serve clients as an advisor, which makes his business much more flexible.

His unique approach allows him to offer unbeatable service to clients who normally wouldn't have nearly as much say in the proceedings. Alan shops clients with what he calls his "arsenal" of high net worth catering banks, who then compete for the chance to invest with the client. As a result, he is able to offer unheard of rates that even big banks can't come close to. And by doing business with multiple nationwide banks, Alan is not limited to California where he's based, but can take on clients all across the country.

Aside from his proficiency in the field, Alan's primary strength is his dedication to flawless service. "I've always



— MACK FINANCIAL SERVICES, INC.

prided myself on service,” he says. “That’s what it’s all about.” His business is essentially 100% repeat and referral based, all because he insists on the Golden Rule of treating his clients exactly as he’d want to be treated.

As a child, he was taught by his grandfather, a successful businessman, “If you take care of your customer, your customer will take care of you.” Not for a moment does Alan ever forget this advice, and because he is no longer subject to the needs of a bank or employer, he can apply it to the fullest extent. For this Alan is very grateful and explains, “I don’t answer to anyone except my client. I’m not handcuffed anymore like I used to be. I’ve taken

my 34 years in the business, with my expertise and knowledge, and put it to great use in helping clients.” Having moved on to working for himself, this aspect has made his business more rewarding than he could have imagined. Without limitations, Alan is now free to use every one of his skills and connections “to make the experience of buying a home the best it can possibly be.”

Outside of work, Alan puts most of his time and effort into improving himself as a professional and as a person; a balanced and well-rounded lifestyle are key for him. He is an avid bodybuilder, a passion he has pursued for decades, and he puts great emphasis on nutrition and

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physical fitness. He is also a very spiritually inclined person, and strives to maintain his spiritual and emotional wellness at all times in order to stay grounded in his work and personal life. These things can be attested to by Alan's wife of 25 years, his best friend and soulmate, with whom he spends as much time as possible and whose support is essential to his success.

The future of Alan's business is inextricably linked with the future of the industry itself. While his plans consist of continuing to provide excellent and attentive care to each and every one of his clients, he does foresee some drastic changes for real estate and the finance industry at large. "As is the case in many fields, we are moving towards greater automation and a decrease in human interaction. In this climate, people in the industry need to find a way to stay indispensable."

For Alan, it's simple: he believes his own approach, working for clients and connecting them to a bank, is the way of the future. Utilizing such an intimate knowledge of the inner workings of the industry, as he does, will surely become even more important than it already is. So, while everything seems to be shifting, these changes are nothing Alan can't handle, and his deep knowledge combined with a true commitment to unbeatable service guarantee him a prominent place in the future of real estate.



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