



Suzanne Diliberto did not initially set out for a career in the mortgage industry. While working for a business brokerage, a few of her colleagues went off to work at a mortgage office and offered her a position answering phones while she assessed her options.

Suzanne immediately realized she'd found a career

that would match her desire to serve others while making use of her superlative math skills. That was back in 1989, and after two years cutting her teeth as a processor, she became a full-fledged originator and has never looked back. Today, with over 25 years of insight and experience to her name, Suzanne has cultivated a storied career with Guarantee Mortgage, with a reputation built on attention to detail and tried-and-true consistency.

Licensed in the state of California, Suzanne primarily serves the Northern California regions of Marin County and the North Bay, though her corporate backing allows her to lend in 27 states. As for her loan offerings, Suzanne's products and capabilities run the gamut, from fielding residential investor clients and first-time homebuyers to small grade commercial work. With the entirety of her business driven by repeat and referral clientele, Suzanne's professional model is grounded by a commitment to results-driven service. What's more, her lengthy professional experience and proficiency with numbers allows her to dive deep into the details of the lending field — an asset to her clients. From deconstructing complex tax documents to creating financial plans to better her clients' credit scores, Suzanne's seasoned tenure in the industry affords her an expert's insight. Suzanne also stands apart for her ability to broker deals in her own right, which means clients have access to the ideal or niche loan product necessary to make their property ownership aspirations a reality.

In addition to her incisive detail work, Suzanne's distinguished level of experience instills a sense of confidence and security in those she serves. "Even during the market's downturn when I was experiencing my worst year, I was still afloat," she remembers. "It made me realize

"You meet so many interesting people and if you work hard, you can really help people get ahead financially."

how lucky I am to be in this industry. You meet so many interesting people and if you work hard, you can really help people get ahead financially." While her business is split 50-50 between purchase loans and refinancing, Suzanne's average loan ranges between \$300,000 and \$1.2 million, affording her clients considerable breadth in terms of offerings. Her work with residential investors and small businesses also differentiates Suzanne, who readily caters to borrowers investing in the North Bay's booming real estate scene.

As a resident of Mill Valley, Suzanne makes it a point to give back to her local community. For seven years, she volunteered as a bartender at Mill Valley's weekly Friday night Music in the Park event. She is also an avid contributor to the area's Women's Shelter, in addition to WildCare in San Rafael, supporting the efforts of local wildlife and animal rehabilitation specialists. In her coveted free hours, Suzanne enjoys spending time with her dogs, visiting the spas in Calistoga alongside friends, and binge watching the latest TV hit. She also hopes to expand her travel horizons in the near future.

As for the years ahead, Suzanne has plans to continue her business's steady trajectory, with hopes to develop her processor on staff and mentor other up-and-coming loan officers ascending the ranks. Now, with an experience-sharpened professional acumen in her arsenal and a booming business model in place, Suzanne's drive and ethos is best summed up in her own straightforward words: "I love what I do."

Suzanne Diliberto

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