



Much like a prospective homebuyer, when Ohio native Brian Gething was searching for a career as his time at Kent State University drew to a close, he wasn't exactly sure what he was looking for. He knew he wanted to explore life in other parts of the country, so when he learned that a family friend was in the mortgage field in sunny Arizona, his curiosity was piqued, and he reached out to his industry connection. After receiving an introduction to the business, Brian, then a business major with a minor in finance,

saw an opportunity to apply his skills and education to a new profession.

In September 2007, only one month after graduating, Brian moved to Phoenix to try his hand in mortgage lending, after visiting and falling in love with the area. Little did he know, the industry was about to enter its roughest stretch in a generation, as the housing crisis was just about to dawn. Though his first days in the profession were trying, he discovered that his passion kept him going, and knew if he could keep his love of the industry intact through difficult times, the sky was the limit once the good times inevitably returned. "It was definitely an interesting first year in the business," Brian explains. "I am really passionate about the industry and helping people, and it's the reason I was able to get past the difficult times and have continued to grow every year since."

After working primarily with refinancing, Brian went on to join another firm where he focused on purchase loans. He began working with real estate agents and homebuyers and learned the tools and values that make up the foundation of his current business — The Gething Team of Peoples Mortgage Company, based in Phoenix's East Valley, servicing the entire state of Arizona. An impressive 95% of The Gething Team's business comes from referrals and repeat clients, a testament to the quality work they provide. "We take great care of our clients and referral partners and treat them like friends and family, always with their best interests in mind,"

says Brian. "We go the extra mile to make sure we are available when we're needed. We're responsive, set proper expectations, and we're proactive and consistent with our communication."

The Gething Team offers a wide array of loan programs, from well-known FHA, VA and conventional loans, to more specific programs suited to each client's unique needs. "About half of our clients are first-time homebuyers, so many of them find value in down payment assistance programs," Brian says. "We help people understand programs specific to our region, and even have access to a special assistance program which supports buyers who may have a lower FICO score or a higher debt-to-income ratio."

Honesty and integrity are guiding virtues for the Gething Team, but Brian specifically mentions patience as the one value he stresses most. "We work with mortgages every day," he explains, "but we know the average homebuyer may only go through this process once every ten years, or even longer. So we always take the time to walk every client through each step of the process and pride ourselves on making it simple for them to understand."

To give back to his community, Brian donates to the Wounded Warrior Project and Best Buddies, a local organization that works with individuals with intellectual and developmental disabilities. He also supports ICAN, a local program that provides after-school opportunities for East Valley children. In his coveted free time, Brian enjoys golfing, and spending quality time with his girlfriend and their dog, Buster.

As far as the future, Brian plans to continue to mentor other loan officers and pass along the tools he's mastered. He's excited about plans to expand his business to a second location in the Valley, and looks forward to further increasing his capacity to assist more clients in achieving their dream of homeownership. "There's a huge misconception out there that it's so difficult for someone to buy a house. That is truly not the case," he says. After working with Brian, more and more satisfied Arizona homeowners are learning this firsthand.



## Brian Gething

The Gething Team | Peoples Mortgage Company | Gilbert, AZ

480.818.5856 | [bgething@peoplesmortgage.com](mailto:bgething@peoplesmortgage.com) | [www.bgething.loans.peoplesmortgage.com](http://www.bgething.loans.peoplesmortgage.com)

NMLS# 218288 | Company NMLS# 6274 | Equal Housing Lender