

## Team Fontanetta Timing Is Everything

**T**iming — It is often said — can make a world of difference when introducing a new business or venture. That's why Ann and Frank Fontanetta waited until just the right moment to team-up with Fairway Independent Mortgage.

Frank was at the peak of a career that spanned over 25 years in the lending industry, having risen through the ranks from mortgage originator to company owner. Similarly, Ann was at the apex of a 20-year career, with

the office, Frank and Ann continued-on as team outside the office when they wed in 2013.

Meanwhile, Fairway Independent Mortgage had also been on a successful long-term business trajectory. Now ranked as one of the top 10 mortgage companies in America by Mortgage Executive Magazine, the company has funded more than \$50 billion in loans since it started more than 20 years ago; and over \$21 billion in 2017 alone.

**"It's not about the loans we do; it is about the hearts we change and the people we help."**

**Steve Jacobson, Founder and CEO**

the last 11 spent as Director of MSC Mortgage, the in-house lending arm of Michael Saunders & Company—the leading independent real estate firm on Florida's Gulf Coast; and 53rd largest by volume in the United States.

As luck would have it, much of Frank and Ann's experience had come from working in tandem with one another at Wells Fargo Home Mortgage, where Frank had been instrumental in forming the company's highly successful joint venture with Michael Saunders & Company. Afterwards, Ms. Saunders—who is famous for choosing top-flight managers to help guide her high-performance luxury real estate company—persuaded Ann to lead the new mortgage division that arose from the venture. No longer a team inside

With their depth of experience in Florida real estate and mortgage markets, it was almost inevitable that Frank and Ann would eventually cross paths with Fairway Independent Mortgage. When they finally did, Florida's economy was booming again after the Great Recession and its real estate markets were setting new records for solid and sustainable growth.

Fairway Independent Mortgage was fresh off one of its most productive years ever and Team Fontanetta—as seasoned in Florida real estate as any pair of experienced lending professionals could be—was ready to join forces with the company to begin serving the mortgage needs of home buyers throughout Southwest Florida. Let them help you.



### Ann & Frank Fontanetta

Financing a home is one of the biggest commitments you will ever make.

Let us help guide you throughout the entire loan process from application to closing and beyond.

We look forward to putting our mortgage service to work for you!



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