



SKIP WALTERS

FIRST SOURCE MORTGAGE CORPORATION

It's been a good year for Skip Walters and First Source Mortgage Corporation. The company's recently launched mutual fund trust has grown substantially, and its overall portfolio continues to grow, along with new business.

Walters believes that differentiating First Source from competitors means providing exceptional service, which includes everything from communication and commitment to education and empowerment. At times, his work boils down to confirming interest or disinterest within the same day – or, if possible, during the first call – as well as staying with the file through every step to make sure nothing

falls through the cracks.

Walters has also noticed that many residential brokers are entering the commercial lending space and often need more help in dealing with borrowers and setting expectations, which is something he is committed to helping with through education.

Walters has been nominated as a director of CMBA and appointed chair of education for the association. He plans to introduce education and sales courses specifically designed to help rookie agents fast-track to success. In addition, CMBA is also planning a number of symposiums and a trade show for the coming year.

SUZANNE FLEUR DE LYS-AUJLA

EQUITABLE BANK

Suzanne Fleur de Lys-Aujla has been regional business manager of BC for Equitable Bank since 2016. With her passion, her continued dedication to support brokers with education and her knowledge of multiple alternative solutions, Fleur de Lys-Aujla is a major contributor to the mortgage industry.

Fleur de Lys-Aujla thrives on building

relationships and is passionate about helping others. For her, a powerful motivating factor is witnessing the success of mortgage professionals in serving homeowners and consumers.

Fleur de Lys-Aujla is a co-founder of the BC Lender's Group and currently serves as its vice-chair. Over the past few years, she has served on numerous committees for Mortgage Professionals Canada and is an active director of CMBA-BC/MBABC. Fleur de Lys-Aujla is also the co-founder of Women in the Mortgage Industry, which has more than 3,600 members nationally



and was recognized as Best Industry Service Provider at the Canadian Mortgage Awards in 2016. **CMF**

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