

## ALEX CALDERON

Alex Calderon, Loan Consultant at loanDepot says, "I like working with people and seeing the results of helping them achieve their goals." "I'm passionate about my work because I enjoy helping people build bridges and move up in life."



After high school, Alex was juggling two jobs and college classes, when a career in real estate caught his interest. He approached a friend who was a seasoned real estate broker and asked him for an

opportunity. Just 20 days after obtaining his license, Alex closed his first transaction. At only 21 years old, he achieved what few have done and built a prosperous career for himself in real estate.

But after two years in the business, Alex noticed a disparity. "I realized the loan officers we were giving our business to just weren't moving fast enough," he recalls. "It triggered something in me, and I suggested that we add another gear to our business. We were missing an opportunity to serve our clients better."

Alex sought out the best mortgage training he could find and met with investors. The more he learned about lending, the more he liked it. His efficiency, integrity and practice of delivering on his promises quickly earned him the trust of his clients, and Alex's business continued to thrive.

When business slowed during the recession years, Alex seized his opportunity to return to college and complete his education. Then, life presented him with a grand adventure, and he made his way to the oil fields of North Dakota, where he worked as a safety advisor for a petroleum company. "I got to help train and teach employees on safety issues, and I experienced a good amount of success there and learned a lot. It was also an opportunity for inner growth, since I didn't have my family and friends around, and I spent a lot of time with nature. It detoxed and cleansed me in so many ways."

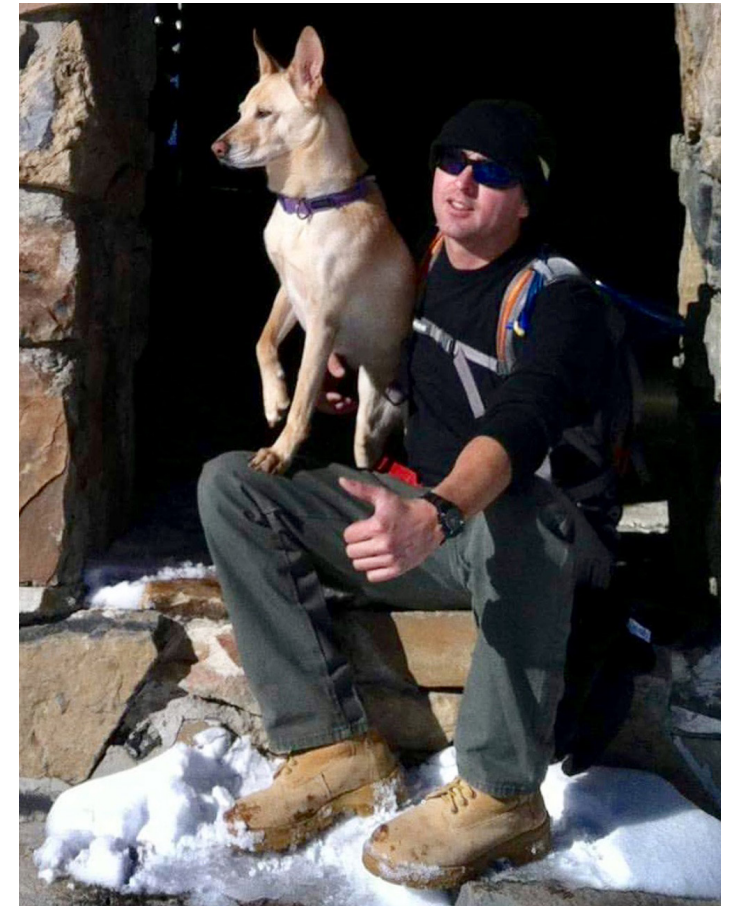
## BUILDING THE BRIDGE TO A SUSTAINABLE FUTURE

In time, Alex returned home to California and reconnected with his family. It was inevitable that he would also return to the industry he loves, and today he brings with him a fresh perspective and new skills he acquired during his journey. "Over the years, I've learned the importance of being a good listener," Alex says. "Also, asking the right questions and then analyzing what I'm told so I can provide options. I've also learned how important it is to be part of the solution in any situation, and not part of the problem. Utilizing critical thinking is essential to the loan process and helping people tap into possibilities they may not have considered before."

This positive, solutions-driven approach to mortgage lending makes Alex a perfect fit at loanDepot, a company reputed for its progressive loan products and forward-thinking culture. "There are so many things I'm excited about," he says. "Our state-of-the-art technology makes us so efficient, and the loan process much easier for the client. This is also a company that operates on core values that focus on the fundamentals. It's important to me to work with a company that is humble, but aggressive enough to be a leader in the industry. We have great training, strong compliance, and I am working with people with integrity."

Alex quickly establishes rapport with people, and his relaxed presence puts them at ease. He is patient when guiding first-time buyers through their financing options, and an expert at meeting the expectations of more experienced clients. As a former Realtor®, Alex understands the needs of his real estate partners and is proactive about communicating and moving transactions to a seamless conclusion.

When he's not at work, Alex loves to recharge by getting away to the mountains with his Lab-mix rescue, Ginger, at his side. "That's my happy place."



Nature is a great reminder that we really don't need things to be happy; happiness comes from within. I try to pay attention to my psychological diet and the things I'm thinking about to stay focused on the positive. Being outdoors helps me balance that part of my life and generate a different type of thinking."

Alex finds ongoing satisfaction in his work of helping people build the bridge to a sustainable financial future through home ownership. "Helping others is so rewarding," he says. "Owning a home can make a real difference in someone's life, and I love being a part of their success."

Alex Calderon  
loanDepot®  
3281 E. Guasti Rd. Ste. 550  
Ontario, CA 91761  
Tel: 951-316-3369  
Email: [acalderon@loandepot.com](mailto:acalderon@loandepot.com)  
Web: [www.loandepot.com](http://www.loandepot.com)  
NMLS ID 1602392



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