

COREY SCHUMACHER

Written by Haley Freeman



Many years ago, Corey Schumacher interviewed for a restaurant management job. As he was leaving the interview, a woman sitting in a nearby booth stopped him. "I want you to come work for me at Great Western Bank," she said. Corey told her he didn't know anything about banking. "Here's my card," she persisted. "Give me a call."

He did, and it was the beginning of a lifelong and gratifying career.

Today, Corey is a senior mortgage consultant at Kinecta Federal Credit Union in Newport Beach.

Kinecta is one of the nation's leading credit unions, commanding more than \$4 billion in assets on behalf of its 285,000-plus member-owners across the country. But Kinecta strikes the perfect balance between big institutional value and small neighborhood service.

"I heard great things about Kinecta, and I was interested in coming here because of the more service-focused environment," Corey explains. "I worked for big banks for so many years, and everything was built on volume. I'm more of a relationship Loan Consultant, so moving here was a nice change for me. I can spend more time with my clients and give them the service they deserve."

Corey has always focused on nurturing long-term relationships, and now, the majority of his business comes from referrals and past clients. People appreciate both his expertise and the time he willingly invests in their success.

"I don't mind being on call for people seven days a week. I know most people are working Monday through Friday, and they need someone to be available when they are. I'm always accessible, and they can count on me for honest answers. If it doesn't make sense to do a loan today, then I'll be the first to tell them. Trust comes when people know you have both the product knowledge and their overall financial best interests at heart."



Corey prides himself on working with Kinecta as a promoter of home ownership. "Helping people get a home makes me feel like an important person in my community. There is no asset more coveted, and nothing more personal than owning a home. I still love working with first-time homebuyers. The fact that I get to promote home ownership to somebody who hasn't felt that exhilaration before is especially satisfying. I take part in a lot of the events we sponsor, and I do a lot of homebuyer seminars. I have no problem working with somebody for a year to get them ready to make a home purchase."

As someone who has remained in the industry through many ups and downs, Corey's motto is, "It's never a bad time to buy a house." He says, "People ask me that question all the time, but I believe it's always the right time to invest in your family and future."

A SoCal native who is also a world traveler, Corey brings an international perspective to his mortgage practice. "I've visited 28 different countries so far. My wife is from Tokyo, so she has opened up a whole other side of the world for me. Typically, we go there once or twice a year to visit family. I think my years of travel have helped me deal with all types of people from around the world. It's important to me to connect with people and find some-

thing I have in common with them. A lot of times, it's that I've been to their country and understand their culture." Italy, Spain and Japan are among Corey's favorite destinations.

Looking back, Corey is grateful for that woman who flagged him down in a restaurant and offered him the chance at a new career. These many years later, connecting families to the American Dream is more than a job - it's a calling. "It's something I truly believe in," Corey says, "and I think that radiates in the service I provide. I love working in the positive environment at Kinecta, where we truly want to do loans and help people. It's part of our culture, and it magnifies the quality of our service."

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