

Written by Haley Freeman



Daniel Hartwell

Our goal is to be the lender of choice and the employer of choice by being a company that operates on sound principles of exceptional value, ethics and transparency.

"I love this quote, because it's who we are as a company," says Daniel Hartwell, sales manager for loanDepot in Riverside. "It's not just a statement on the wall. I've been around a long time in this business, and I've worked at a few places. This makes us something special."

# loanDepot®

## Exceptional Values, Ethics and Transparency

Daniel began his industry career working for a prominent title company at only 19 years old. He worked his way up from copy clerk to assistant title officer, and with a desire to stretch further, he transferred to a mortgage loan company. There, he excelled in roles from escrow to processing, and was noticed by the sales manager, who offered to teach him how to originate loans. Daniel grew with the company from broker to banker, eventually taking on the role of wholesale account executive for more than 100 Loan Consultants. As a retail Loan Consultant, Daniel has developed lasting relationships with homebuyers while also cultivating strong partnerships with area home builders and Realtors®.

A few years ago, Daniel met Richard Hedrick, now his branch manager at loanDepot. "I wanted to work with people in the industry who have integrity, and that can be hard to find. But I saw it in Richard and in the company. The technology and innovation at loanDepot also captured me. Through technology, loanDepot is simplifying the lending experience and redefining the industry. Our loan origination system is something Anthony Hsieh and his tech engineers created. It's the most amazing LOS I've ever seen. It's our main tool and is completely user-friendly. In addition, our rates are competitive and our fees are lower than the industry standard. We definitely have things to offer here that make you feel good about doing your job. You know you're giving the client something better."

Daniel leads a team of seasoned Loan Consultants, all with 10-plus years in the industry. His goal as a manager is to provide the tools, support and information they need to deliver unparalleled service to borrowers and business partners. "More than anything, my job is to stand by them and stay attached to processes and programs. A lot of managers lose touch with the real job their Loan Consultants are doing every day, and it's hard to lead when you're out of the loop."

Daniel also bolsters his team's confidence by providing the moral support they need to succeed. "Sometimes I think people just need someone to believe in them. It

took me awhile to learn that, but after somebody in my career encouraged me, I finally figured it out. Other than the things they taught me, it was their belief in me that pushed me further than anything else. We have a strong team, and their talents are pretty amazing. I'm blessed in being able to work with people who believe in me enough to follow me. That's probably the biggest compliment they could give."

While at the office Daniel is the dynamic leader of a successful mortgage team, at home he is a dad. "Outside of work, that's my life," he says. "My husband and I currently have six children, three we have already adopted and three who are foster children. Two have special needs and have grown by leaps and bounds with us. My husband previously worked with special needs kids in the San Bernardino County schools, and he resigned to be home with our kids. His love, determination and knowledge are amazing."

Throughout his professional journey, Daniel has personally demonstrated exceptional values, ethics and transparency, and he is proud to work with a company that shares his belief in delivering service with integrity. "The key to this business is creating relationships through excellent service. Clients aren't just a number here. We value them. We want to establish a personal connection and be their lender for life."

Daniel Hartwell - Sales Manager  
loanDepot®  
11801 Pierce Street, Suite 200  
Riverside, CA 92505  
Tel: 760.508.1145  
Email: [dhartwell@loanDepot.com](mailto:dhartwell@loanDepot.com)  
Web: <https://www.loanDepot.com/dhartwell>  
NMLS ID 459437



Rates, terms, and availability of programs are subject to change without notice. loanDepot.com, LLC NMLS ID 174457. Licensed by the Department of Business Oversight under the California Residential Mortgage Lending Act CRMLA 4131040.