



TRUSTED LENDING CENTER

Making Mortgages Work for YOU



“We have a loan that fits you.”

Trusted Lending Center is a mortgage company privately owned by Mountain Bridge residents, Michael and Katie Tranckino. Despite its growth and penetration into the mortgage world, the Tranckinos have kept it a family affair and have maintained their devotion to doing right by the customer. Trusted Lending Center practices fair and responsible lending through integrity and honesty. *Bridge Living* is honored to share what makes Trusted Lending Center a leader in the industry.

Katie grew up in Kansas City and lived on both the Missouri and Kansas sides of the state line. In 1999 she graduated from the University of Kansas with a degree in Organismal Biology. Shortly after graduation she began her career as a research assistant at KU Medical Center, studying the effects of a bioflavonoid called Apigenin, which was applied topically as a skin cancer preventative. She later moved on to work at the University of Missouri Kansas City as a research associate where she

researched the cause of Preeclampsia, a disorder affecting some women during pregnancy.

After a few years of working in academia, Katie needed a change and began a new career in the mortgage industry. It was because of this she met her husband, Michael, who was a loan officer. Initially Katie worked on closed loans in the Quality Control and Fraud Department and then moved from working a loan in post-closing to working on the loan to get it to close as a processor. While working in the mortgage business, Katie took an interest in real estate and began fixing and flipping not just her own homes, but also investment properties as well as a few personal rentals. During this time Katie was offered a position working for a husband and wife real estate team in Kansas City, Group O'Dell. Thirteen years later, Katie continues her work with Group O'Dell's. Real estate and home lending go hand and hand and with Michael's mortgage experience, knowledge and



sponsor spotlight
Content and photographs provided by resident, **Katie Tranckino** article written in collaboration with **Bridge Living**

know-how and Katie's mortgage and real estate experience, the Tranckinos felt led to open a mortgage company of their own. They knew they could provide better service at a better cost and the time was right to start the business. With a young daughter, Sophia, at home, both Katie and Michael wanted a business that would allow for family to be the top priority. Although owning and running a business is all-encompassing, The Tranckinos have figured out how to spend more time with Sophia just as they intended. Truth be told Katie and Michael are homebodies who enjoy being together more than anything. Foodies at heart, they love venturing out to discover new places to eat in Mesa. They attend CCV - East Valley and also are committed to serving their church in a variety of ways. With much hard work, juggling office and home, love and dedication to what they do, the Tranckinos have built a business that continues to succeed and grow.

As for their mission, Katie and Michael want their homebuyers to feel like a hero through the process. Guiding clients to make the best decision for their situation, is the primary focus of Trusted Lending Center. For some clients, this means getting as much house as possible without being charged a cent by Trusted Lending Center to get the loan. For others it means being counseled on the right time to refinance. The hope is to have every client become mortgage-free by placing them in the right loan and providing excellent interest rates.

Trusted Lending Center is unique in the relationships it creates with its clients for sure. It is also unique in what it offers clients. Katie and Michael have created a way for clients to pay no fees to the company and get a better rate than most other companies. 99% of mortgage companies, banks, and credit unions charge home buyer fees for things like processing and also charge higher interest rates. Trusted Lending Center, on the other hand, DOES NOT charge the borrower these fees and even covers the credit report! Other companies charge the client fees up front AND get paid for the loan when it is sold. The result is they get paid twice. TLC does not believe in this business practice and only gets paid by the investor when it sells the loan to the investor. Now licensed in 8 states including AZ, CO, IL, IN, KS, MI, MO and NM, Trusted Lending Center is proud to help its clients accomplish their home ownership goals.

If you or anyone you know has a mortgage or is looking to buy, give Trusted Lending Center a call! TLC can help homeowners refinance and can help with new construction and resale home purchases. In "mid loan process"? Don't worry. TLC would be happy to look at your paperwork to see how much money they can save you. It is worth the time to connect with Katie and Michael.

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