

# Meet Our Team

[WWW.THEBOERSMATEAM.COM](http://WWW.THEBOERSMATEAM.COM)

3200 E. CAMELBACK RD. SUITE 200, PHOENIX, AZ 85018



## JAY BOERSMA

*Senior Mortgage Consultant | NMLS #180660 | 480.206.8659 | [jayb@fairwaymc.com](mailto:jayb@fairwaymc.com)*

Jay has been in the mortgage business as a loan originator since 1996. He is passionate about helping families navigate the financial details of purchasing a home and works to continue to be a resource for future financing decisions. Jay has been a mortgage lender for over 25 years. He will spend as much time as you need to be sure you are educated about your options and have the tools to choose the best loan program for you! He expects that you will have an outstanding experience and will keep both clients and real estate agents updated and informed throughout the process. Jay has been named to the top 1% of Mortgage Originators in 2020 and is also certified in Reverse Mortgages and is a Certified Military Mortgage Specialist.



## TANA BOERSMA

*Senior Mortgage Consultant | NMLS #180661 | 480.206.4185 | [tanab@fairwaymc.com](mailto:tanab@fairwaymc.com)*

Tana assists Jay and our clients and business partners by supporting the team with her 22 years of mortgage industry experience. She has extensive knowledge of FHA, VA, Conventional and USDA loans and has worked in many capacities in the industry, including loan processor, underwriter and Operations Manager. Tana is also certified to help you with Reverse Mortgages and Renovation Loans. In their free time, Jay and Tana love being with their family and enjoy hiking and traveling the world together.



## CHAZ DUDLEY

*Loan Officer Assistant | NMLS #1232007 | 520.668.7040 | [chaz.dudley@fairwaymc.com](mailto:chaz.dudley@fairwaymc.com)*

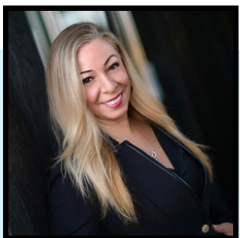
Chaz is experienced in serving clients with excellence. As a licensed loan originator assistant on the team, he is responsible for making sure clients have an amazing experience beginning to end. He helps clients to obtain their preapproval and prepare them for shopping for a home by answering questions and explaining the process as they go.



## HAILEY MANCUSO

*Loan Officer Assistant | NMLS #1495279 | 248.935.6410 | [hailey.mancuso@fairwaymc.com](mailto:hailey.mancuso@fairwaymc.com)*

Hailey has been a part of the team for 3 years and is an experienced team player! As a licensed loan officer assistant on the team, she helps to manage your loan process. You'll hear from her when you are in a contract to purchase a home and she'll be by your side until your home purchase is complete. Hailey reviews all of the documents you have submitted and works with you to make sure we have everything needed in order to be successful in the loan processing and underwriting stages of your loan. Hailey helps to ensure a smooth and stress free experience.



## ANNIE SHIRINIAN-MICHEL

*Branch Business Development Coordinator | 310.717.9969 | [annie.shirinian@fairwaymc.com](mailto:annie.shirinian@fairwaymc.com)*

Annie Shirinian-Michel is the Branch Business Development Coordinator at Fairway Southwest. On a weekly basis, you can find her accompanying our loan officers of Fairway Southwest to everything pertaining classes, events, meetings, and networking happy hours. She strives to build strong, lasting relationships with our industry partners while educating them on marketing and tech tools that Fairway has to offer. She is always #heretohelp!



## FAIRWAY SOUTHWEST MARKETING & BUSINESS DEVELOPMENT TEAM

*Haley Parker, Annie Shirinian-Michel, Jess Campbell, Natalie Orzol, Sara Sabow, Catie Valentine & Ashley Mergl*

We wanted to provide you with a packet to give a small glimpse of what our marketing Department can offer you, & what sets us apart from the rest. Other than closing the loan on time, our team will ensure that your clients & your business are supported through integrity, trust, & care. Our number one priority is to make the relationship aspect of this job feel simple and easy. We can't wait to help you grow your business!