

## Shaun Francis, Bespoke Lending Solutions Founder



**New York City, Dec 2, 2019 ([Issuewire.com](http://Issuewire.com))** - Shaun Francis is the co-founder of Bespoke Lending Solutions, a mortgage service that offers customized mortgage solutions tailor-made to the specific needs of the customers.

Shaun has an unprecedented track record of achieving and exceeding sales and team goals consistently in all markets. He has also been recognized belonging in the top ten percent producing broker nationally year over year within the broker network challenge. While their mortgage broker office

has been recognized as a top producing office within the mortgage broker network channel.

Before starting and growing his own company, Shaun initially started into banking as a co-op student at Simon Fraser University. He then successfully worked part-time at the Royal Bank of Canada and then after a while, he was finally able to work full-time while still balancing his studies.

During his time at RBC, he received multiple promotions in different positions. From an account manager to senior account manager and then becoming a mortgage specialist. He was able to fund more than \$100 million in mortgages and executed in excess more than three hundred individual mortgage transactions. He was also consistently ranked in the top-performing quartile based on dashboard results. All while landing as one of the largest in-house realtor offices in BC and establishing an exclusive referral bank relationship with the realtor office.

After a decade, while working, he also completed his MBA with a focus on Finance and Advanced Strategy Implementation at the Northern British Columbia. At this moment, Shaun wanted to look for a new role and new opportunity. Despite the security that his current job has, Shaun shortly left his career and became the Director of Business Development for a mortgage lender. However, it didn't work out.

Shaun was able to realize that despite the wrong turns and bad decisions, he is passionate about what he does as long as it means growth even when it's uncomfortable. So, in January 2018, Shaun co-founded Bespoke. Shaun currently has almost 15 years of experience in the financial services and mortgage industry. From his time at RBC in various roles to Director of Business Development for a mortgage lender in addition to an educational background in finance. He has the experience, relationships, and education to anticipate your every need and earn your trust and provide peace of mind. The solutions he can provide can range from debt management, interest savings options, cash flow enhancement, and tax planning considerations.

Shaun provides customized mortgage solutions tailored to your specific needs whether you're a first-time homebuyer, investor, business owner, builder or an individual who doesn't fit the guidelines of traditional banks. Shaun works and has access to various lenders such as banks, credit unions, trust companies, and private lenders.

As part of his commitment to his clients and as a service to them he assists with various services such as purchases, mortgage renewals, pre-approvals, refinances, switches, equity take-outs, and yearly financial reviews.

To this day, Shaun has grown a team of three to a thriving group of strong eighteen brokers who are now producing \$200, 000,000 in revenue yearly. He has outstanding listening, verbal communication, and interpersonal skills to lead among the teams and growing relationships with the key centers of influence such as realtors, accountants, lawyers, and individual end-user clients.

With one of Shaun's key areas of expertise, he established creative marketing campaigns to attract, grow, and retain a diverse customer base to deliver financial solutions to. He also developed a proven system to ensure data integrity and a high level of customer service is maintained for new and existing customers. Also most notably, planning and reporting. By using the company reports and data, Shuan created and developed an annual strategic business plan to increase business performance and output.

Outside his professional work, he volunteers at the Cmolik Foundation. He serves as the mentor, advisor and role model for a young adult who has overcome adversity and by overcoming that adversity, has won a scholarship award for post-secondary education. He has done volunteer work at the We Day

Vancouver in 2013, Winter Olympics in 2012, and Red Cross Chapter Vancouver in 2006.

Shaun also loves to participate in crossfit, watching live music concerts, watching live on location NFL and NBA sports events, travel globally, try out new cultural restaurants, and reading articles in the Economist and Quora, and watching Shark Tank.

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