

# Jim Barnett

**Experience Matters.**

**Trust is even more important.**



As the strategic lending partner to many organizations, Jim Barnett's comprehensive approach to financing has proven to be invaluable.

Jim Barnett has been assisting individuals and families with their home financing needs for over a decade. As a Certified Mortgage Planning Specialist, his business goal is to instill a level of service, trust and value so his clients have the WOW experience. With his commitment to excellence, he is truly passionate about making a difference in his client's financial portfolios. By educating clients on the loan process, helping clients understand the products available and how to manage their debt portfolio, and honoring his commitments to his referral partners, Jim has built his business 100% by referral. Additionally, Jim continually offers a multitude of financial education seminars that help his clients, referral partners, and the local community to understand the ever-changing financial markets and the importance of managing debt. Jim is truly viewed by his clients and partners as a trusted advisor and is regularly consulted on matters relating to housing and financial strategies. He is an advocate of educating consumers and advises his clients on how to best structure their home loans to accomplish ALL of their short and long-term financial goals. As a result, Jim's valued clients become enthusiasts of his business and actively promote their positive experience to others.

Jim has built a thriving mortgage business based on strong client and referral partner retention strategies that have allowed him to fund over \$500 million in production. He heavily endorses the use of systems to allow his professional partners to spend more time relationship building and prospecting and less time over-thinking and caught in minutia.

With his proven strategies on how to convert more contacts into sales using systems, Jim designs his referral partner relationships with strict criteria. His unique approach to cultivating relationships using Purpose, Impact, Passion and Inspiration as his key ingredients, has blessed him with the finest business professionals to be included in his Circle of Advisors. Jim creates a tremendous value in his ability to enhance his professional partner's maximum capacity and he continually volunteers his time in coaching them on how to create and sustain a yearly business plan. He uses straight forward tactics in the form of service, information and education. With these three constants, he has built a "Cyclone of Value" to enrich the lives of others. Jim considers himself a "relationship specialist" and has spent his career successfully building and sustaining strong client, REALTOR®, and other professional relationships.

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## Relationship Matters.

Jim has a fun-loving, charismatic spirit that brings fresh perspective to the often serious subjects of finance and life design. His insightful, evocative and inspiring addresses with many local audiences have received outstanding reviews. Jim uses his own experiences to energize new ways to enhance personal performance, relationships, and to bust stress. Jim has personally been trained and certified by Douglas Andrew, the author of Missed Fortune, Missed Fortune 101 and The Last Chance Millionaire, to teach the principles from his books.

In addition to managing a busy mortgage practice... Jim is also the CEO and founder of The Advisors Network™, where he has helped turn creative ideas into reality and is a consummate motivator for anyone endeavoring to take every aspect of life to the highest pinnacle of success, with maximum personal performance, intensity and gusto. Jim applies his wealth of knowledge to help solve the day-to-day challenges of work/life balance in an era of increased personal accountability. In addition to writing, teaching and consulting, he continues to influence and inspire strategic directions for several other companies and individuals to pursue a generous and abundant life. Most importantly he is known as a vibrant example of life balance and one who places values before profit.



Jim is married to his wonderful wife Jennifer and they have a beautiful daughter Alexandra. Jennifer and Alexandra mean everything to Jim and he is grounded every day with the blessing of natural influence of a solid foundation at home.

Jim is a graduate of Arizona State University with a degree in Public Relations. For over 20 years, he has been an identifiable voice throughout the valley of the sun, having served as the Public Address Announcer for professional sports franchises in the greater Phoenix area. Jim has held the position for the Phoenix Suns of the NBA, Arizona Rattlers of the AFL, Phoenix Mercury of the WNBA, Arizona Sting of the NLL and Arizona State University in the NCAA. He is currently the in-arena host for the Phoenix Coyotes of the NHL at Jobing.com Arena in Glendale and remains the voice of the Arizona Interscholastic Association State Championships held at Jobing.com Arena and University of Phoenix Stadium in Glendale. He is also a professional voice actor with more than a thousand credits to his resume within the television, radio, internet and video game industries.

As you can see, he has many interests that keep him going. Life is made up of all the moments we create and afford ourselves, but above all he tries to enjoy each and every day by surrounding himself with great people in relationships with family and friends, as well as business associates.

**Jim Barnett, CMPS®**  
Certified Mortgage Planning Specialist  
**623-594-7600**