

TOP AGENT MAGAZINE

VINCENT J. FIORDILINO

Vincent Fiordilino loves helping people achieve the American Dream. Having been in the mortgage industry for 21 years, he's seen many lives changed forever. "Watching them cry tears of joy at the closing table is such a rewarding feeling," he explains. Vincent has always had a penchant for helping others. He initially wanted to pursue a career in physical therapy. While he was in graduate school, a family friend reached out to Vincent to help him in his business venture. "He wanted to buy investment properties in Florida, and he wanted me to manage them." Taking him up on the offer, Vincent got to work while he was still earning his degree. But he noticed how unpleasant the mortgage experience was for his friend, and saw an opportunity to improve upon it. "So I went and got my license strictly for the ability to do our own mortgages on the properties we were buying." Vincent soon became passionate about it, and after graduating from his physical therapy program and working in health care for a few months, he decided to become a full-time loan officer instead.

Today Vincent is the Florida Area Manager at Celebrity Home Loans, LLC. He oversees and produces within his branch in Jupiter, while also overseeing six other branches in the state. His office consists of over a dozen loan officers, two sales managers and four support staff. While Vincent assists all types of buyers, his specialty is VA loans and mortgages for essential workers like teachers, first responders, nurses, and more. "We created a program called Mortgage for Heroes over 10 years ago specifically designed for this group of people so they could have access to some of the benefits that VA loans provide even if they are not veterans."



No matter who he is helping, Vincent provides the highest level of service possible, guiding them through each step. "My philosophy has always been 'People Over Profits,' and it's something I instill within my team as well," he explains. "We've always done the right thing by people, even if it meant taking a loss on a file." When working with buyers, Vincent takes a consultative approach, explaining the details to them and allowing them to make decisions. Rather than

telling them how much they should borrow and what loan they should take, he gives them all the facts and information so they can choose the best path for their individual needs.

Community is an integral part of Vincent's life and work, so he makes sure to always give back. He has been heavily involved with the Leukemia Lymphoma Society after losing his father to leukemia 13 years ago. "Since then, my sister and I have done a lot of fundraising for the Leukemia Lymphoma Society," he explains. Spearheaded by his sister's efforts, their family has hit the \$1.4 million mark in funds raised for the cause in honor of their father. Vincent is also active with Jupiter United Soccer and Boynton Beach Knights soccer association as a board member, and sponsors several teams and youth players.

Steady growth is in Vincent's future, as he is hoping to expand his production by 15% each year. He looks forward to seeing the industry gain stability and offer more affordable programs so home buying is more accessible. Along the way, he's going to continue enjoying his path. "Putting a smile on someone's face is the ultimate goal, the fact that I can make a living doing that is just the icing on the cake."

For more information about Vincent Fiordilino call 561-373-7369, email myjupiterlender@gmail.com, or visit myjupiterlender.com