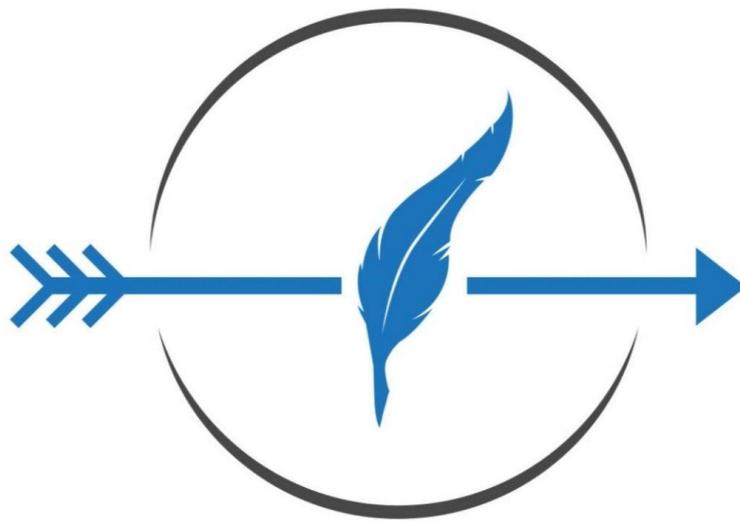


The Top 6 Critical Mistakes to Avoid When Starting Out as a Signing Agent!



NSA Blueprint Certification

Nice to meet you. I'm Jon!



Welcome!

Jon Snedeker is a passionate Notary Signing Agent who has personally facilitated almost 10,000 real estate closings across multiple states. Today, he still works frequently with some of America's best title companies, lenders, and signing service companies nationwide!

Jon has more than a decade of experience closing transactions including: purchases, refinances, seller packages, equity closings, reverse mortgages and more.

A fascinating story of how he beat the odds in his corporate role, rising to become one of the top bankers in the entire state of Florida, then moving on to pursue his own American Dream and become a full-time Notary Signing Agent!

Jon loves paying it forward to aspiring entrepreneurs and Notary Signing Agents, providing valuable tools so they can get from A to B faster than they can on their own.

In college, while Jon was captain of his Lacrosse team, he earned Academic All-American honors and became a Delta Mu Delta International Honor Society Member for Business Administration.

In creating Notary Signing Agent Blueprint, Jon has combined his expert training, his passion for real estate, and his real world experience to create a program like no other, which allows anyone to get started and excel in this business. Jon created the unique Start Right, Market Right, and Sign Right systems!

Jon brings his authenticity and insight, helping **you** get further... faster!

Dear Friend,

Congratulations on taking yet another step with continued learning and making it happen as a Signing Agent!

School is never out for the successful!

I am deeply grateful you chose to spend some time with me. My hope is this PDF paints a colorful picture for you with **critical mistakes to avoid** when starting out as a Signing Agent, so be sure to keep an open mind and read until the end.

As you guessed it, these are some very common mistakes I see newer Signing Agents or “newbies” make **every single day all across America.**

It is my pleasure to serve you, and welcome you to another FREE Notary Signing Agent Blueprint resource!

Jon Snedecker

Our Entirely Free Training - <https://event.webinarjam.com/register/1/k3oros2>

Why do people find me from all across the country?

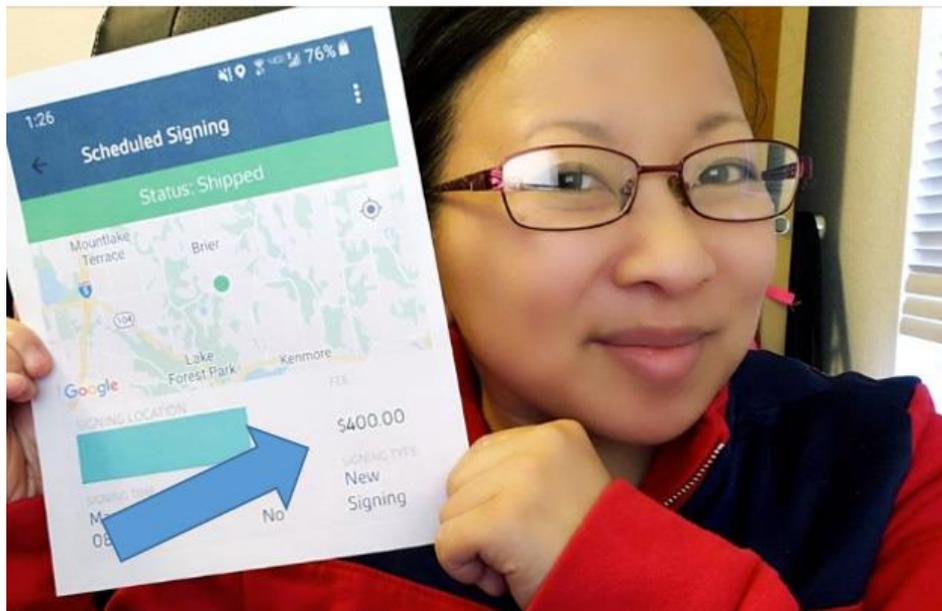


Andi S

★ Rising Star · March 7 at 9:25 PM

Jon Snedeker, You asked for it, you got it!!
(I'm totally framing this one)

To all of you NSA's out there... GO GET YOURS!!
I believe in you!! Happy Signing! 🙌👷



15

5 Comments Seen by 58

Why do people find me from all across the country?



Jose L. S [redacted]



12 hrs

Got my first order!! \$300 smackaroos! It's about 2 [redacted] Loan. Jon Snedeker, Wish me luck, it's tomorrow at 10am. DING, DING!!

Documents Save/Print

Confirmed Pay	\$ 300
---------------	--------

Hiring Company [redacted]

Order Contact

Name	[redacted]
Phone	[redacted]
After Hrs	[redacted]
Email	[redacted]

Order Details



You and 10 others

8 Comments Seen by 48

Why do people find me from all across the country?



Arlena R. [redacted]

4 hrs

I'm so so so proud to tell you my groupies that my first month I have (33) thirty three signings! \$175 out and \$125 inside the office, THANK YOU Jon Snedeker 🍀 you gave me lots of confidence...

   You and 28 others

5 Comments

Top 6 Critical Mistakes to Avoid as a Signing Agent

1. Signing up with 100 companies to get loan signing opportunities from.

“Ya, just sign up with 100 companies, that’ll do it.”

Horrible advice, and what is considered “the norm” as we see and hear about it daily.

Why it is a bad idea? Simply because you become a nobody to everybody. You’re a number, or name on an excel sheet, and that’s it. Of course you are amazing, but they won’t know it or feel it.

Here’s a huge clue... You want to be a somebody (or “go to”) to a small set of thoughtfully hand selected companies.

Besides, how are you going to track and manage working with 100 companies at once? Ridiculous.

2. Using only 1 signing platform to get orders from.

“Ya, just use _____ to get all your signings, that’s all you need.”

Putting all your eggs in one basket?

Hmmm...

By doing so, you’re choosing to: limit your income significantly, give yourself way more risk, and simply go down a path of not reaching your highest potential.

No Bueno.

Here’s a clue... Popular platforms are NOT the best platforms. Use more than 1 company to open things up to more opportunities, more pay, and less risk.

You deserve that don’t you? I thought so!

3. Tolerating low paying companies, or anything under \$75.

PING PING!

::Opens Phone:: "UGH, why do they keep sending me \$30-\$60 signing orders??"

100% of Signing Agents will get frustrated with this when they don't know what they're doing. Classic "newbie" mistake.

Companies will continuously send you opportunities that are FAR lower than standard fees, and do everything in their power to convince you to take them.

99% of Signing Agents will let it happen over and over and over again though...

I'm here to tell you to draw the line in the sand today, raise your standards, and do not ever, EVER, tolerate this.

A tremendous influence on the trajectory of your career is the price you take signing orders for. Do not let them suck you in. You'll be sorry, trust me.

Here's a clue... You are what you tolerate.

4. Being everything to everybody.

"If I'm a Notary doing loan signings too, I'll just do everything anyway!"

Makes sense on paper. You're a Notary, You're a Signing Agent, why not just do everything?!

You phone rings to notarize a will, and you head to that appointment. Then it rings for a loan signing, and you go there. Then it rings for an inspection, and take care of that. Then it rings for a school form, and off you go!

Here's a clue...

In reality, every second you spend that is NOT on your Loan Signing Agent business, you are losing money. How can I prove it?

You see Signing Agents get paid \$75-\$200+ PER signing. Signings take about 30 minutes when you're trained really well. Your regular loan signing clients will depend on you everyday to be available and to help them out. Do 2 3 4 5 signings a day and you've got a really nice \$\$ haul. Easy peasy.

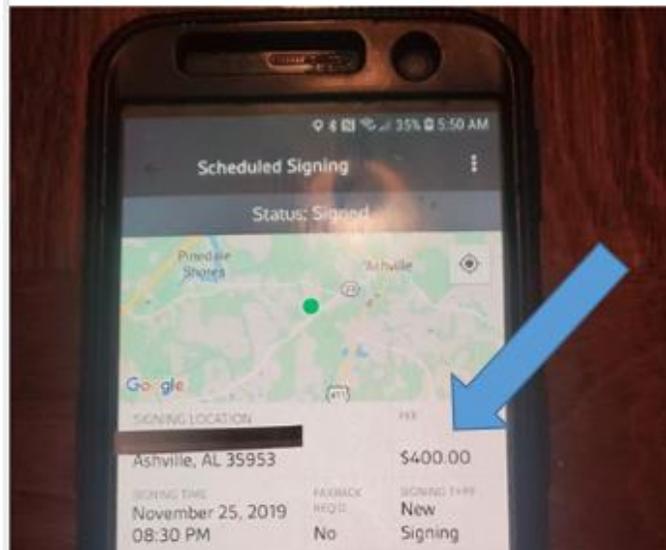
What happens when you say to them, "Sorry, I am booked at another appointment." And this is your \$40 appt you went to. They move on to the next notary as you realize you just shorted yourself around \$100 for your time.

My point is this. Six Figure Signing Agents exclusively work on Loan Signings and nothing else. They build that business doing \$125 loan signings or higher, [NOTHING else].

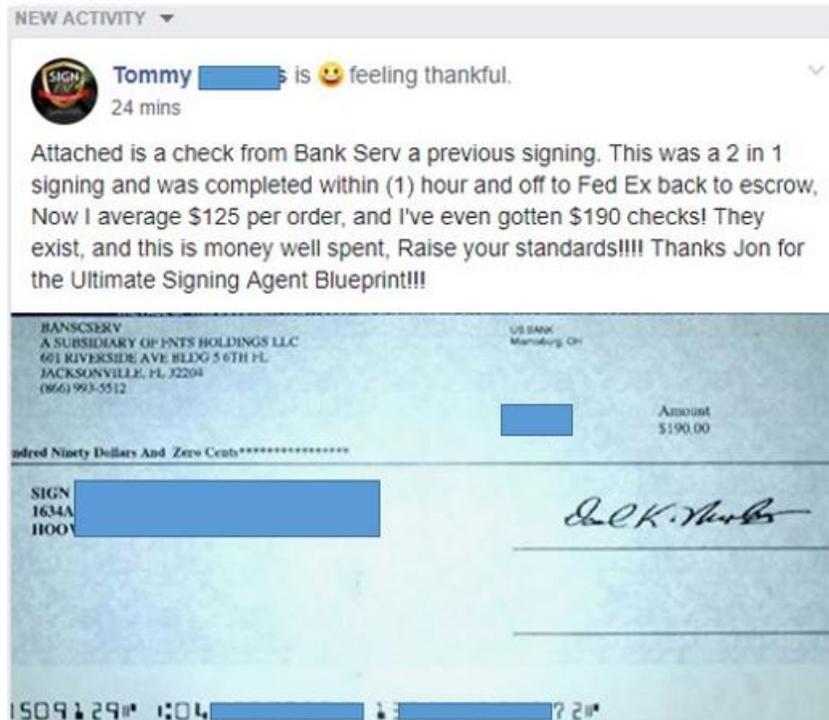
People who struggle to get traction with Loan Signings are "chasing their tail in circles". They take \$40 and \$50 non loan signing offers regularly, and are completely missing the boat on the higher paying orders all around them.

We literally just had **a team member of ours cash a \$400** check for a loan signing. 30 minute signing. How? He's following my system. It's not just me having success, our entire team is replicating my model. Don't believe me?

initial fee, time of night and location. Due to principles learned in Blueprint system you start thinking from a mindset of abundance. I am very confident as Signing Agent in my signing ability to submit error free work. I been with client of this particular SS since March 2019, so they know my signing reputation and PAID ME MY MONEY!!!! \$400.00 is my personal best or a single signing. I am going to commemorate this moment by framing this milestone. A lot of my signings are higher now. I have increased my prices across the board prepping for 2020. The Year 2020 will be my 6 figure year!!



“Ya, but Jon, it’s impossible to get orders over \$100, they just don’t pay.” Oh no?



I would simply encourage you to do what it takes to raise your standards.

5. Not reverse engineering your goals immediately.

“I’m going to give it the good ol’ college try and make this happen.”

Look, most people don’t have a concrete plan when starting out.

Here’s a clue...

Take your end result, and work backwards.

I’m gonna say if you’re still reading this here, you’re probably wanting to be a Six Figure Signing Agent.

So let me hammer this point home for you...

100K a year = \$1923.08 a week.

If you did \$100 Signings, you'd need 19 of them per week.

But if you did \$125 Signings, you'd only need 15.

And if you did \$150 Signings, you'd only need 13. That's 2.53 a day on average.

If you don't know what you're doing, signings will take you 60, maybe even 90 minutes.

But when you do know what you're doing, they should be around 30 minutes, allowing you to absolutely crush it fitting way more in your schedule 5-6 days a week.

6. Not having any REAL strategies to maximize income.

"I thought you just waited for them to call you, no? Isn't that how it works?"

Wishing you get calls is not a strategy. I repeat, it is NOT a strategy.

Here's a clue...

Look. You need a concrete plan to get these \$75-\$200+ signings sent to you on autopilot every single day. A-U-T-O P-I-L-O-T.

And... I can't exactly "give away the farm" here in this free document.

But... I want to ABSOLUTELY deliver for you.

So here is one of my absolute favorite strategies that NO ONE has ever talked about before, in over a decade in this business.

You ready?

I call it... balance by start time.

"Sure Jon, just take orders for when you're available right?" Well yes, but it's much deeper than that.

Remember when I talked earlier about hand selecting companies to work with?

When you use the strategy of "balancing by start time", what that means is you are ONLY hand selecting companies to work with, based on the popular signing time requests they have.

For instance. I've specifically layered several companies to work with, who will give me regular opportunities at 8am, 9am, 5pm, and 6pm, allowing me to have a 4 signing day (\$350+) with literally most of the day off (home at 945a, leave at 440p to go back out).

"But Jon, how are you home by 945a when you have a 9am closing??"

I sneak in that closing at 840/845a, allowing me to finish by 915/920a, and get home by 945am for a second cup of coffee.

Not too shabby right?

The 8am opportunities are all from the same company, and regularly schedule those 8am jobs on a daily/weekly basis. The same with the 9a and 5 and 6pm jobs. So...

If you have a "day job" at 10a-7pm, you're hunting to work for those early am scheduling companies. Get started part time in the gaps, shift to full time.

If you have a "day job" at 8a-4pm, you're hunting to work for those pm scheduling companies. Get started part time in the gaps, shift to full time.

If you work overnight, you are filling the gaps in your schedule. Get started part time in the gaps, shift to full time.

Do you want to know how I made almost \$1000 in just one day doing loan closings?

I started part time, moved to full time, and strategically took on hand selected companies only. I became the go to for my area, and exclusive focused on loan signings only. I said yes to opportunities that made sense, and no to the ones that didn't. I didn't overcomplicate anything, or listen to people who I wouldn't trade places with. I did not get distracted one bit, I knew "less is more".

Here are more **BONUS** mistakes to avoid.

I told you my goal was to deliver today!

7. Only doing one type of loan transaction regularly.

NEVER do “just” refinances only. You need to layer in several different types of transactions, and be thoughtful by how you do that.

8. Not having an abundant mindset.

For you to win, does NOT mean someone else has to lose. Most Signing Agents pout when another local Signing Agent gets a Signing Order. They rationalize that “if they get it, then I can’t get it.”

And on the surface, sure, that makes some sense doesn’t it?

But what If I showed you some magic...

You see, there are millions of transactions and we proved it to you in our in Webinar & Free Training Replay (linked below).

There is NO shortage of business, unless you have no idea what you’re doing. (And that is ok too, we help with that.)

99% of Signing Agents will see their local peers as competition, but I’m here to tell you they are not.

Did you know you could actually get signing orders FROM them? It turns them from NO business to you, into a brand new business stream. And it’s a win/win.

You need to have the abundance mindset. It’s something that is generally not natural, it’s TRAINED. You are only in competition with becoming the best version of yourself.

9. Not realizing "less is more".

The more activities you cram into your day building your business, the further away your time goes from what "really matters".

People are crazy trying to do TOO much.

They want this fake sense of accomplishment.

"Oh I am just SOOO busy today with work", running around in circles, overworked and underpaid.

Look.

LESS IS MORE.

Our team does 4 activities on a weekly basis. 4. **Please see this clue, FOUR.**

10. Saying you don't have enough _____ to get started doing loan signings.

I could cry on this one... (Vulnerable info here)

When I started as a Signing Agent, it was 2008, and I was \$65,000 in the hole in student loan debt. I was sleeping on a mattress on the floor, feeling sorry for myself wondering what I was going to do. \$700+ month payments JUST on the student loans. Almost behind on the rent to my parents, and I lived with them. I didn't have a pot to piss in, flat broke. Car breaking down all the time. Had a full time job, no time. I was like 22 at the time, young, inexperienced, with the chaos of 2008 was a new normal. I had everyone telling me I was crazy to get into a real estate related business at the time. I had EVERY reason not to get in this business.

My stomach hurts just thinking about those days, and yes, if you didn't notice I carry that chip on my shoulder every day. Look...

The #1 absolute WORST MISTAKE you can make on this entire PDF... is this one. "I don't have enough _____ to get started".

My email is constantly filled with sad stories, and endless reasons why people's dreams are never to be realized.

I can't do it because of this, or that, or the other thing.

They rationalize and "color that in". They paint their own picture of why it WON'T happen. Why it CAN'T happen. Why it will NEVER happen...

Every excuse you can think of... I've heard it. Ten times over.

Every day across America... People miss out on thousands of dollars every single month (even part time) because they don't get started. They don't take the first step. I even know \$5,000+ a month PART TIME Signing Agents.

You can't let ANYTHING get in your way. No more excuses.

You need a mindset shift. It's subtle, but it's very important.

Ready? It's ALWAYS...

How CAN it happen?

What NEEDS to happen?

How can you color THAT in, and make it happen?

You will find the time and the money if you want it bad enough. If not, you won't.

Your "shoulds" need to become "musts".

I am absolute PROOF that YOU can do this. You are worth it.

TODAY is your day, and it's time to win! Let's have your best year ever.

To YOUR Success.

Jon Snedeker

TeamJon@NSABlueprint.com

Additional FREE Resources for you

Our Free 90 Minute [Webinar & Training](#) Replay.

Learn how to get the \$75-\$200+ loan signing orders sent to you on autopilot so you never have to go back to your "day job" ever again.

America's #1 Signing Agent Private [Facebook Group](#). Join us today!

Our [Blog & Resources](#).

Subscribe to our [Youtube](#) Page