

About **HARLAN ACCOLA**



Harlan Accola and his wife Brenda have lived in the Marshfield, Wisconsin area for over 30 years. They have four grown sons, Ben, Josh, Luke and Isaac and three grandchildren.

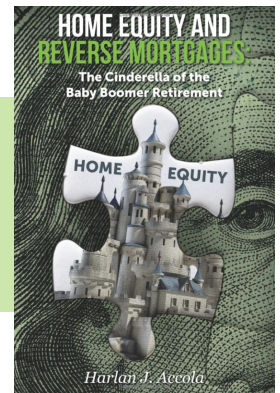
Harlan has been in the mortgage industry for over 20 years and has worked with all types of loans. His specialty and favorite has always been working amongst the 62 plus age group with over 1,000 Reverse Mortgages which has been the most rewarding part of his career. He is now the Reverse Mortgage Director for Fairway Independent Mortgage Corporation.

His presentations will give you a very different perspective. He often asked his clients and professional partners, "If what you thought you knew about mortgages and financial planning was wrong, when would you want us to tell you?"

The goal of Harlan and Fairway is to change the way retirement is done for baby boomers in this country. There is a perfect storm and a retirement crisis that can be avoided if we properly manage the trillions of dollars in home equity.

Founded in 1996 by Steve Jacobson, and named by a childhood best friend, colleague and forever member of the Fairway family, Randy Cross, Fairway Independent Mortgage Corporation is a mortgage banker headquartered in Madison, Wisconsin and Plano, Texas. **At Fairway, customer service is a way of life.** Fairway is dedicated to finding the best rates for customers and also offers some of the fastest turn times in the industry. The goal is to act as a trusted advisor, providing highly personalized service and helping through every step of the loan process. It's all designed to exceed expectations, guarantee satisfaction and earn trust.

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Harlan Accola

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*“Our way is the **FAIR WAY**”*

