

Mortgage Broker Moment

Having fun and helping people, Karen Blomquist embodies the modern Alberta mortgage broker.

Karen Blomquist laughs and says she chose “the best career nobody’s ever heard of.”

Four years ago she left a lucrative position in telecommunications to become a mortgage broker with the office of Mortgage Intelligence in Calgary. “Most of my friends didn’t even know what a mortgage broker was,” she says. “And I run into that all the time. Doctors, lawyers, well-educated people, they don’t have a clue what we do.” But, like most brokers, Karen is good with numbers and loves to help people, so her list of satisfied borrowers –from all walks of life – keeps growing.



She says her first step with all borrowers is to get them to talk honestly about their life goals and how purchasing real estate, whether residential or commercial, fits into that picture. “I do a needs analysis, find out what their goals are, whether or not they want to travel a lot and keep their payments low, or live modestly and pay down their debt faster.”

Karen then applies her personal skills and industry tools to find the mortgage that’s best for the borrower. Because she examines the rates and terms from dozens of lenders, and then negotiates on behalf of the borrower, she knows she has crafted the very best mortgage available for that situation.

Karen is often surprised when, after working with borrowers, she receives gifts or thank-you cards expressing their gratitude. “This is the biggest compliment I have ever experienced in any industry,” she says.

Karen’s satisfaction comes from helping her borrowers and from those in the mortgage broker profession. “I’ve had a wonderful mentor in Sherry Jenkins, who is also with Mortgage Intelligence. She is absolutely the reason I’m as successful as I am today.”

Karen says the generosity of people like Sherry Jenkins is found throughout the industry. Karen was asked by the Alberta Mortgage Brokers Association to chair a fundraising campaign benefiting the Calgary Real Estate Board’s Heart to Home foundation. Her committee of eight AMBA members raised over \$80,000 for the Crestwood Affordable Housing Project in SE Calgary.

As satisfying as the mortgage broker industry is to Karen, she also wants to help Calgary consumers get satisfaction from it. “When you’re choosing a mortgage broker, trust your gut. Make sure you’re feeling comfy with them because you’re sharing a lot of personal details of your life. But you should feel confident about giving them your plan because the more info we have, the more we can help.”