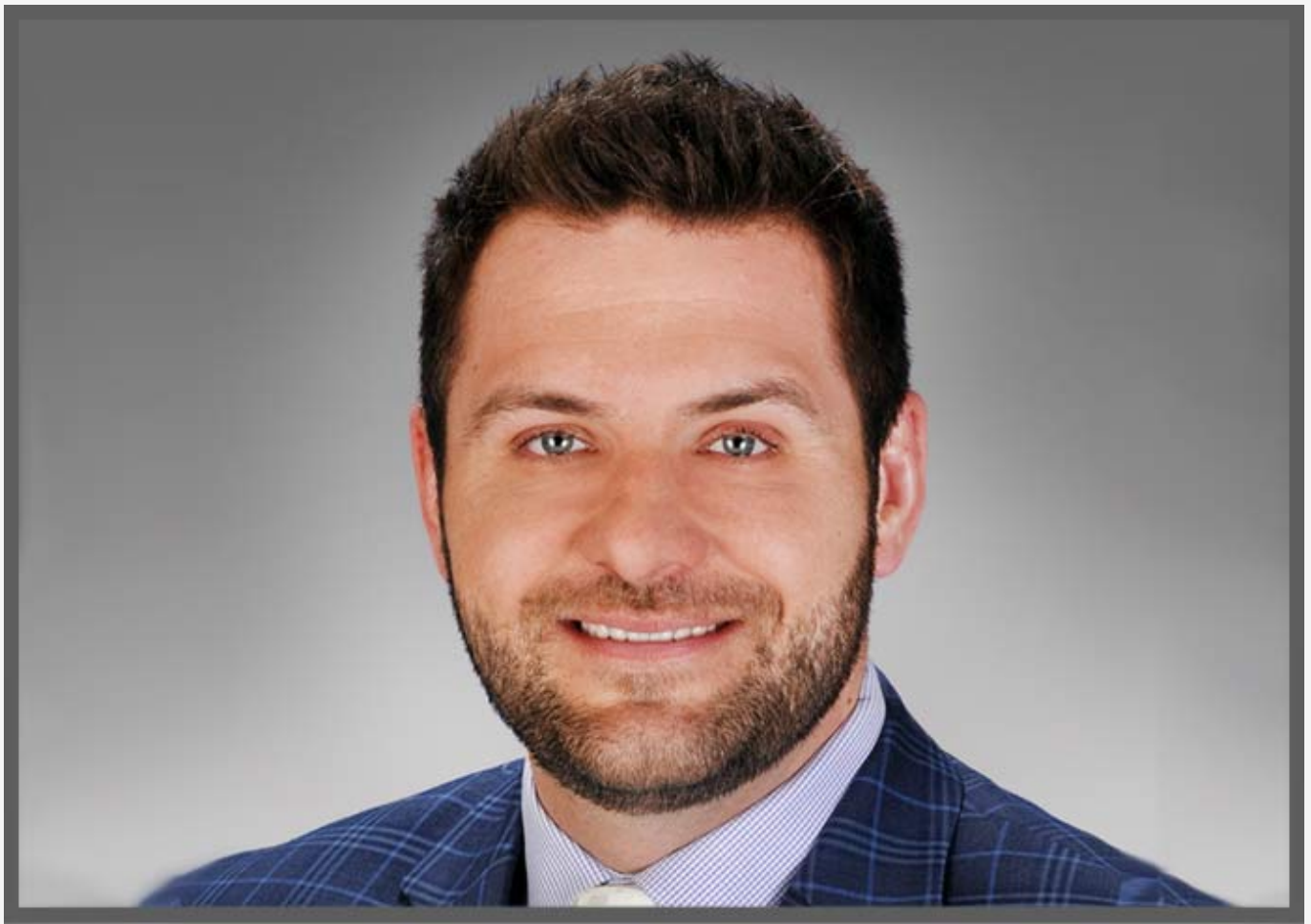


# Mid America Mortgage Promotes Michael Cooksey to Executive Managing Director of Production

ADDISON, Texas, Aug. 22, 2019 (SEND2PRESS NEWSWIRE) – Mid America Mortgage, Inc. (Mid America) announced today that it has promoted Michael Cooksey, founder of Mid America’s most successful branch The Cooksey Team, to Executive Managing Director of Production. In this new role, Cooksey will be responsible for overseeing and ensuring the success of Mid America’s current network of retail branches nationwide, as well as recruiting and on-boarding new branches. In addition, Cooksey will continue to manage The Cooksey Team, which generates roughly \$300 million in annual origination volume.



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“Mid America has always strived to be a different kind of mortgage company, due in large part to the entrepreneurial spirit that the firm has maintained since its inception,” said Mid America Owner and Chief Executive Officer Jeff Bode. “As head of Mid America’s most successful branch, Michael Cooksey has succeeded by establishing a unique vision and mission for his branch and developing essential leadership and management skills amongst his team members, which has allowed those professionals to grow and develop their own teams under The Cooksey Team and Mid America Mortgage umbrella. In his new

role, Cooksey will be able to deliver this same mentorship and coaching to all Mid America branches to help them drive growth and achieve their goals.”

Since joining Mid America, Cooksey has received numerous awards for excellence in the industry, including the 2017 HousingWire’ “HW Insiders” award, the 2017 National Mortgage Professional “40 Under 40” award and the 2018 Mortgage Professional America “Hot 100.” award. Additionally, The Cooksey Team was named one of North Texas’ “Best Places to Work” by the Dallas Business Journal in both 2017 and 2018.

Under Cooksey’s leadership, The Cooksey Team has achieved year-over-year growth in volume and profitability for the last six years, including a 30 percent increase in both overall volume and in the number of loan units closed in 2018. By using Mid America’s internal eClosing platform and leveraging Fannie Mae’s Day 1 Certainty™ program, the branch decreased its cost to originate by 14 percent last year, resulting in a 36 percent increase in branch profitability. These results translated into financial success for The Cooksey Team’s production staff. More than 80 percent of Cooksey Team loan originators (LOs) increased their production in 2018, with some achieving as much as 100 percent growth over 2017.

“Leading by example has always been a core tenant of my personal management philosophy. It’s something that I have put into practice daily as head of The Cooksey Team and that I will continue to do in my new role at Mid America,” Cooksey said. “For me, it’s not just enough to help a branch close more loans. The real growth happens when branch managers are equipped with the coaching and leadership skills necessary to develop their own brand and actually build a better business. Mid America truly allows branches to create and maintain their own culture, and it’s my job to help them find what those things are and then help them create the roadmap in which to get there.”

Mid America Mortgage is an Equal Opportunity Employer. Qualified applicants will receive consideration for employment without regard to race, color, creed, religion, ancestry, sex, sexual orientation, gender identity or expression, national or ethnic origin, age, disability, protected veteran status, marital status or other characteristics protected by applicable law. For more information on joining Mid America Mortgage, contact Michael Cooksey at or (972) 767-5701 or [michael.cooksey@midamericamortgage.com](mailto:michael.cooksey@midamericamortgage.com), or visit <https://www.midamericamortgage.com/careers/>.

## **About Mid America Mortgage, Inc.**

Mid America Mortgage, Inc., Addison, Texas, is a multi-state, full-service mortgage lender serving consumers and mortgage originators through its retail, wholesale and correspondent channels. We offer a wide range of residential home loan programs to meet the needs of most home buyers and homeowners and are also the nation’s leading provider of Section 184 home loans for Native Americans. Learn more at <https://www.midamericamortgage.com/>.

In operation since 1940, Mid America has thrived by retaining its

entrepreneurial spirit and leading the market in innovation, including its adoption of eClosings and eNotes. Click n' Close is Mid America's ultra-secure, digital mortgage approval and closing process that gets home buyers from application to closing within two weeks. With just a few clicks at closing, Click n' Close puts keys in the home buyer's hand in 15 minutes or less. Apply online at <https://clicknclose.com>.

Named a 2018 "Top Mortgage Workplaces" winner by Mortgage Professional America and a 2018 "Top Mortgage Employer" by National Mortgage Professional, Mid America is looking for tech-savvy, service-oriented mortgage professionals to join our growing team. We are dedicated to providing our employees with industry-leading tools and technology to deliver a great package of competitive pricing, programs and knowledgeable service. Want to join our team? Visit <https://www.midamericamortgage.com/careers/>.

Twitter: @midamericamtge

\*PHOTO link for media:

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