

**John "Steve" Lanier, III  
(LA Instructor #5546)**

**J. S. Lanier III**

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**WORK HISTORY**

Aug 2013 – present	SOUTHWEST FUNDING LLP 3945 N I-10 Service Rd Ste 100G Metairie, La. 70002 Senior Loan Officer LREC approved instructor for Real Estate Finance
AUG 2010 – Aug 2013	JONSUE MORTGAGE 4051 Veterans Blvd., Suite 444 Metairie, LA 70002 Senior Loan Officer
JAN 2005 – PRESENT	BROKER'S HOME/ACTIVE MORTGAGE 4051 Veterans Blvd., Suite 400 Metairie, LA 70002 Loan Officer
OCT 2003 - JAN 2005	ALLIED HOME MORTGAGE 3801 N. Causeway, Suite 301 Metairie, LA 70002 Loan Officer
AUG 2001 - OCT 2003	ALTERNATIVE LENDING SERVICES 300 Jefferson Hwy, Suite 102 New Orleans, LA 70121 Loan Originator
NOV 1999 - AUG 2001	CFG MORTGAGE 2200 Veterans Blvd., Suite 207 Kenner, LA 70062 Loan Originator
JULY 1999 - NOV 1999	NATIONAL MORTGAGE LINK 3412 N. Causeway Blvd., Suite 600 Metairie, LA 70002 Vice President/Loan Originator, conducted training for real estate agents.
JAN 1998-JULY 1999	RESOURCE ONE MORTGAGE GROUP/ HOMEBUYER'S RESOURCE GROUP

3340 Severn Avenue, Suite 340  
Metairie, LA 70002  
Loan Originator, conducted training for real estate agents.

JAN 1996 - JAN 1998      ACCESS MORTGAGE COMPANY  
4323 Division St., Suite 102  
Metairie, LA 70002  
Production Manager, originated mortgage loans, conducted training for real estate agents.

NOV 1993 - JAN 1996      MOLTON, ALLEN, & WILLIAMS  
2800 Veterans Blvd., Suite 355  
Metairie, LA 70002  
Originated mortgage loans, conducted training for real estate agents.

JUNE 1991 - OCT 1993      NORWEST MORTGAGE, INC.  
3925 N. 1-10 Service Road West #109  
Metairie, LA 70002  
Originated mortgage loans, conducted training for real estate agents.

OCT 1988 --JUNE 1991      FIRST UNION MORTGAGE CORP.  
4500 N. Clearview Pkwy  
Metairie, LA 70002  
Originated mortgage loans, conducted training for real estate agents.

FEB 1988 -. OCT 1988      LOUISIANA FEDERAL SAVINGS BANK  
3041 N. Causeway Blvd.  
Metairie, LA 70002  
Originated mortgage loans, conducted training for real estate agents.

OCT 1987-- FEB 1988      FIRST LOUISIANA MORTGAGE  
3332 N. Woodlawn  
Metairie, LA 70006  
Originated mortgage loans.

APRIL 1985 - OCT 1987      MERITOR MORTGAGE  
111 S. Jefferson Davis Pkwy.  
New Orleans, LA 70115  
Originated mortgage loans.

SEPT 1983 - APRIL 1985      LOMAS & NETTLETON  
44251-10 Service Road West #109

Metairie, LA 70002  
Originated mortgage loans.

May 1977 -- SETP 1983      CREST SUPPLY COMPANY  
654 Papworth  
Metairie, LA 70005  
Office Manager, designed and sold kitchen cabinets and  
appliances.

**EDUCATION AND SPECIAL INTEREST**

SEPT 1974 - May 1077      LOYOLA UNIVERSITY, Bachelor's Degree  
Major: U.S. History, Minor: Business Management

May 1971 -- SEPT 1974      U.S. MARINE CORPS, SGT E-5  
Marine Air Reserve Training Development  
N.A.S. - New Orleans, LA

SEPT 1968 - May 1971      ARCHBISHOPRUMMEL HIGH SCHOOL

**ADDITIONAL QUALIFICATIONS**

OCT 1988 - PRESENT      CONTINUING EDUCATION INSTRUCTOR for the Real Estate  
Community thru (1) New Orleans Metropolitan Association of  
Realtors, (2) Prudential Gardner Realtors, (3) Louisiana Real  
Estate Commission, (4) WCR, (5) Weber Realty, and (6) Keller  
Williams Realty.

OCT 1988 - PRESENT      FAST START: New Agent Training, instructor for Prudential  
Gardner LA Properties.

*NOTE:* The manuals for these classes were written and developed  
by myself, J. S. Lanier.

The course numbers at the LA Real Estate Commission are:

Finance I - for 4 hours Continuing Education

Tracking No. 6910

Finance II - for 2 hours Continuing Education

Tracking No. 9632

1988 - PRESENT      HOMEBUYERS SEMINARS  
Jefferson Housing Foundation  
Gertrude Gardner Realtors, Inc.  
Prudential Louisiana Properties  
Weber Realty Group  
Century 21  
N. O. Metropolitan Association of Realtors

Jefferson parish Retired Employees  
RE-MAX Realtors  
Mortgage Bankers Association of New Orleans

In addition I have originated Conventional, FHA, VA, and USDA loans since getting into the business in 1983. I have originated Reverse Mortgages over the last three years.