



## Vermillion Consulting Inc. Company Fact Sheet

Founded in 1995 by 24-year mortgage veteran Dale Vermillion, Vermillion Consulting is a sales, leadership, and life management training company dedicated solely to the mortgage lending industry. Located in Grayslake, Ill., Vermillion Consulting educates mortgage originators, wholesale account executives, sales managers and business owners on how to integrate positive life skills and consumer-proactive business practices that yield higher closing rates. The company provides interactive software, DVDs and audio that supplements Dale Vermillion's live training sessions and in-person consulting services.

**Founded:** 1995

**Principal:** Dale Vermillion, founder, president and CEO

**Website:** [www.dalevermillion.com](http://www.dalevermillion.com)

**Headquarters:** Grayslake, Ill.

**Key Clients:** Vermillion Consulting has worked with more than 250,000 mortgage originators and more than 140 mortgage businesses to date

### Public Relations

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**Products:** From both a holistic and professional approach, Vermillion Consulting educates mortgage professionals at all levels on how to improve their performance via paid speaking engagements and seminars. In addition, Vermillion Consulting offers interactive software that supplements and reinforces lessons taught during live events including:

Mortgage Champions™ (series one, two and three)- an audio and video training platform that teaches mortgage originators an effective, consumer-proactive sales approach

CreativEquity®- an interactive corporate program for residential retail mortgage brokers and loan officers delivered through live, interactive training sessions, consulting services and ancillary training tools

CreativEdge®- similar to CreativEquity, CreativEdge provides training and consulting services for wholesale

mortgage businesses, their account executives and sales managers

LifeEdge™- a series of training tools, offered at no charge, created to communicate the values based on Vermillion's personal faith and beliefs

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