



**Mutual of Omaha**

MORTGAGE



Mary Jo Lafaye, Housing Wealth Consultant, nmls# 246222

Mary Jo Lafaye is a licensed Home Equity Retirement Specialist with Mutual of Omaha Mortgage. Mary Jo has accumulated 16 years in the reverse mortgage field, including five years with Wells Fargo Home Mortgage. During this time she earned numerous awards, including Wells Fargo Leader's Club Member with highest customer service scores. She was chosen to train Private Bankers and Wealth Management Advisors on the most effective ways to employ this repayment-deferred, non-recourse line of credit as a retirement planning and cash-flow management tool to create more sustainable income throughout retirement. Mary Jo is well-known as a trusted resource for retirees – she has taught HECM concepts to real estate finance students at the College of San Mateo and to those seeking their SRES designation. She has participated in panel discussions and delivered hundreds of seminars and talks to groups ranging from the Retired Firemen's Association, Kaiser Permanente, Rotary Club, CPA Discussion Groups, CalCPA, SILVAR, SAMCAR, FPA, MAR, NorBAR, NAPFA, PFAC, Marin County Bar Association and many more.

Mary Jo enjoys educating and working with mature homeowners, their families and their trusted advisors to secure long-term sustainable retirement solutions. She is also certified to offer complimentary one and two hour Continuing Education (CE) classes for CFPs, CPAs, and Realtors.

Originally from Houston, Texas, Mary Jo has made the West Coast her home for over 28 years. In her spare time, she enjoys cycling, hiking, yoga, cooking, and traveling with her children. She is also conversational in Spanish, having traveled extensively throughout Mexico.

*For a list of upcoming events:*

[www.62CashFlow.com](http://www.62CashFlow.com)

*To read academic and scholarly research:*

[www.62CashFlow.com/published](http://www.62CashFlow.com/published)

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