

HousingWire Names TMS SVP Joe Villani 2019 Rising Star

Recognized for being one of the most influential correspondent professionals

Melville, N.Y. (June 3, 2019) — HousingWire, a leading mortgage trade publication, named TMS Senior Vice President of the Correspondent Division Joe Villani a [2019 Rising Star](#), recognizing the tremendous impact he has made on the correspondent team and the industry as a whole. The prestigious award spotlights industry professionals who have become leaders in their respective fields and have made an outsized impact on the industry and their businesses.

“I’m very honored and excited to receive this esteemed award. It takes years to be an overnight success, and I am proud to be part of a company that’s making huge waves in an industry that’s ready for disruption,” said Villani.

Since his start at TMS, Villani has consistently been one the highest performers on the correspondent team every month. He has also been ranked as the highest performer for the year every year since he started, bringing in 113% more loans than the next highest performer in 2018, and he’s averaged more than \$2 billion a year for 3 consecutive years. For the past three years, Villani generated 30% of all correspondent production at the company thanks to his consultative client-focused approach.

By learning to continuously challenge himself throughout his career, Villani has helped fuel the company’s fast growth, becoming a vital factor in TMS ranking a top 15 Correspondent Investor. He has also mentored and developed future correspondent leaders to change the landscape of correspondent lending from one that focuses on rates to one that sees there’s a home and person behind every loan.

Villani has more than 15 years of experience in the financial services industry and learned early on that the keys to success are creating quality relationships, providing trustworthy customer service and truly understanding your industry. It’s with this foundation that Villani has been able to create steadfast relationships, with the byproduct of that being amazing volume.

This only the beginning for Villani, as he is well on his way to set new records for the year and continues to be radically open-minded to helping build TMS into a top 10 correspondent investor.

About TMS

TMS (The Money Source Inc.) is a different kind of company that does business in a different kind of way. Founded in 1997, with a mission to Grow Happiness, TMS is a privately owned fintech company that focuses its operations on the growth of its national correspondent, servicer and subservicer divisions, providing game-changing products, innovative technology and a rock star customer experience to borrowers, clients and team members in their pursuit of happiness. TMS is licensed or exempt from licensing in all 50 states and the District of Columbia. For more information, visit TheMoneySource.com. NMLS# 6289.