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ANNIE L'ALTRELLA

Annie L'Altrella is the Principle of L'Altrella Lending Group, LLC and is a Certified Mortgage Planning Specialist (CMPS). A self-starter and self-learner, L'Altrella has been in the mortgage and loan industry for over 11 years and is passionate about what she does.

L'Altrella believes in continuing education, not only for herself, but also for the rest of her 9 person staff. "It's critical for us to keep our finger on the pulse of the national trends and understand how this influences the financial, loan, and real estate markets on a local level," explains L'Altrella. "I feel that it's important for all us at LLG to have inside knowledge of where the industry is headed, so that we can interpret the facts with a local financial forecast for our clients here in Connecticut."

L'Altrella's work style is one based on personal relationships and patience, taking the time to thoroughly work through financial options and products with her clients so that they understand what financial tools will work best for them on an individual basis. She studies the market data and then tailors specific mortgage and financial plans according to the needs of each client. L'Altrella finds that it is through her due diligence that she and her clients can realize their long term financial dreams, whether it is to purchase a new home, refinance, avoid foreclosure, pay for an education, or land that second dream home in Florida.



L'Altrella became a certified mortgage planning specialist over 5 years ago. Only 1% of all mortgage professionals in the U.S. hold the title of CMPS like L'Altrella does, making it a prestigious license within the industry. The CMPS program emphasizes the true value of a mortgage as a financial instrument, as opposed to the outdated notion of selling a mortgage package as a commodity. Certified mortgage planning specialists are different from typical brokers because they actually advise their clients on financial planning issues and counsel on how to erase debt, repair credit and reach financial stability.