



FEMALE LENDING TEAMS TAKE CENTER STAGE WITH MOTHER'S DAY NEAR - THE MORTGAGE NOTE

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Photo: Dawn Morgan and Melena Miller

This Mother's Day, mother-daughter lending teams across the country will be celebrating their teamwork, business success, and love for each other. We spoke with two mother-daughter lending teams who said their unique platform gives them an advantage in a competitive market.

Senior Loan Originator Dawn Morgan started working with her daughter, Melena Miller, an associate loan originator, in 2018, and they joined forces as the mother-daughter team [Melena Dawn Mortgage Group](#) in Parkville, Missouri, on May 1, 2023. They just celebrated their one-year work anniversary.

"A mother-daughter lending team like ours brings a unique blend of experience and fresh perspective," said Morgan. "With my two decades of expertise and Melena's six-plus years of working directly with clients while mastering the intricacies of mortgage guidelines, we offer clients the benefit of seasoned wisdom combined with innovative approaches."

She said their bond adds an extra layer of trust and understanding, making the homebuying journey personal and supportive.

"Our shared commitment to excellence, coupled with our deep understanding of the industry, positions us as trusted advisors who go above and beyond to help clients achieve their homeownership goals," Morgan said. "My wealth of industry knowledge serves as our foundation, while Melena's fresh outlook keeps us agile and forward-thinking."

Morgan said they collaborate closely, leveraging each other's strengths to navigate challenges and uncover opportunities. She credits their success to having a passion for helping people achieve homeownership.

Jeanne L. Wiles, Broker/Owner with [LW Integrity Funding](#) in Amherst, New York, said she was fortunate enough to collaborate with her mother Roberta "Bobbie" Lindner for over 22 years in the mortgage industry, and it was an incredible journey. Her mother passed away in 2020.

"The bond between a mother and daughter is truly special, especially when it extends into the workplace," said Wiles. "Not only did I have the privilege of learning from her extensive experience, but her mentorship also taught me invaluable lessons in patience, unconditional support, and mutual respect. Together, we formed a formidable team, driven by our shared goal of helping clients achieve

their dreams of homeownership.”

Wiles said their journey wasn’t without its challenges.



“We faced hurdles early on when my mother was navigating health issues, while I was balancing the responsibilities of raising a family,” she said. “However, our partnership thrived as we supported each other both personally and professionally. Despite the seriousness of our industry, we found moments of joy and silliness that made our collaboration even more rewarding.”

Together, Wiles and Lindner brought a unique blend of expertise, compassion, and dedication that resonated with their clients and gave them a competitive edge in the industry. In 2018, when Wiles took over the company as the sole owner, she was prepared to run the company as she does now.

“Our combined years of experience, coupled with our unwavering commitment to our clients, set us apart,” said Wiles. “At the heart of our company’s mission lies the belief in empowering individuals and families to achieve homeownership, a goal wholeheartedly embraced.”

Mother’s Day is Sunday, May 12.