

Richard Thorpe, Divisional Vice President, Reverse One
CrossCountry Mortgage



Richard Thorpe has over 33 years of experience in the mortgage industry with 20 of them being directly in the reverse mortgage space. He is a proven sales leader that takes a company to new heights in terms of sales. Over the years, Richard has held leadership roles for top companies, such as The Bank of New York, EverBank Reverse Mortgage, MetLife, Security One Lending, Reverse Mortgage Funding and most recently with CrossCountry Mortgage. It is here that Richard is growing the salesforce from a startup reverse department to the soon-to-be top retail sales team in the industry. He moves forward with the attitude of “Whatever it takes” supporting his team to get the job done. He is committed to creating a sales environment that will allow his sales team to excel.