



Monda Raquel Webb

Consultant, Monda Media LLC
Realtor, Berkshire Hathaway Homeservices, PenFed Realty LLC
Formerly Business Development / Project Manager, EarnUp



WHF Member Spotlight – February 2019

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Hometown

Silver Spring, MD

Fun Fact

I am named after the first work day of the week (without the “y”) and film star Raquel Welch.

Walk me through your journey in the financial services industry and how your career has evolved to your current position.

My financial services industry journey began in the Emerging Markets Division of Wells Fargo Home Mortgage, formerly Norwest Mortgage. I was hired as a CRA trainer. Eventually, I wrote and published a magazine for the Community Development Managers to keep them abreast of current trends and best practices. I then joined Fannie Mae as a contractor in 2001-2003 for technical writing. I wrote over 100 articles for the newly created home portals for BET.com and Univision.com. I was hired in 2003 in the eBusiness Division and created / curated content for a new web page solely for Brokers, entitled the Broker Orientation Center (BOC) which featured daily rates, broker success stories, economic trends, etc. I then moved to Single-Family, Multi-family, and ended my tenure there in 2017 with Making Home Affordable (MHA), helmed under President Obama’s administration. I began work at EarnUp in April 2017 to execute against a SOW and newly minted partnership with Freddie Mac. I’ve been a licensed Realtor in Washington, DC and Maryland since 2003, and consider myself a mortgage finance trifecta, with extensive background in the primary, secondary, and residential sectors. I believe my experiences in all three disciplines have made me a more compassionate and empathetic woman of service.

What do you love most about what you do?

The positive impact on others, whether they’re purchasing their first homes or learning new ways to get out of debt. We all have an inalienable right to an amazing quality of life, and I feel good knowing I played a small part in helping them to get there.

Hobby

Storytelling through books and film. I've self-published four books and written and directed two films: (1) Zoo (Volkerschau), which has won 11 awards in the domestic U.S. and abroad, including Jakarta, Bali, and Spain, and (2) "Pooch Sitter" which is now on the film festival circuit.

Please describe your involvement with WHF.

While I was a speaker at the 2018 Annual Symposium, due to my former travel schedule (75%), I was unable to attend many other events, but I benefit from the informative newsletter. I look forward to getting more involved and am excited about the upcoming Congressional Reception since my contract with EarnUp ended on January 31, 2019.

What have you gained from being a member?

I deeply appreciate two things about WHF (besides the newsletter (smile)) and that's the dedication to keeping members updated about the House and the Senate and how the financial services industry is impacted. Many of us are on information overload - but the care, synthesis, and analysis of WHF is invaluable. I've also been able connect with other members at conferences and events, and tremendously enjoy the camaraderie and commonalities we all share. WHF has a membership of lots of very smart, kind, women -- I can only grow from being associated with such a good group.

How do you make the best use of your day? (think techniques to enhance productivity, time management, time out, meditation/prayer, etc.)

This is a great question and how I make the most use out of my day morphs as I "mature". It's important to know who you are and your limitations. Because I traveled so much, I've become a touch more realistic, and a fan of the things you can do anywhere, such as remote work, exercise, and good food decisions. I'll start my day with prayers. I'll write down my "to do" list and prioritize by number. I'll also be sure to leave enough time to do absolutely nothing for about half an hour. The "to do" list is my guide, and I will only put a few things on there. I read once where we as humans can do more than one thing at once, we just can't concentrate on more than one thing, of which I'm acutely aware. Accountability is a big deal to me, and I can't hold others accountable if I don't aspire to achieve daily excellence myself. It's also important to know when to phone it in. There are countless evenings I fall asleep over my computer. That's not ok. So I've learned to shut down and carry the task to the following day. I make a concerted effort to get at least six hours of sleep a night.

Who or what inspires you?

I'm inspired by strong, fiery women who fight for a better humanity, don't bend to the status quo, and march to the beat of their own drum (my mom, Rebecca Steele (NFCC), Desiree Patno (NAWRB), Marcia Davies (MBA mPower), Maria Griffin (HomeFree USA), Tami Bonnell (Exit Realty), Dr. Chitra Dorai (Amicus Brain), Maxine Waters, Elizabeth Warren, Ruth Bader Ginsburg, Alexandria Ocasio-Ortez, Michelle Obama, Shonda Rhimes, Oprah Winfrey, Former DC Mayor Sharon Pratt, and lots more!)

What is the best advice you have ever received?

Don't dim my light for anyone. I have a 20-gallon personality. I spent a large portion of my life dummying down so others could feel comfortable. I got really good at it. But now I make no apologies for who I am and my capabilities. I'm not bitter or sad I spent so many years not owning my power, I'm just reflective of all the time and energy I wasted assessing a person's personality and adjusting my light to fit their palette -- it's way too much. Now I'm happy getting to know me and operating from 100% authenticity. It's a breath of fresh air each and every day I can be authentically me.

Who do you look up to the most and why?

This is a tough question. I suppose, aesthetically, I look up to the Creator. In my belief system - God created everything. Everything. Whatever I know and love, what I appreciate, friends, family, networks, etc., we are all inherently connected and created by God. He is the genesis. Even when I have a teachable moment, or a tough lesson, I learn from it. I call them blessings. I'm blessed in the lesson. I also look up to my mom. As a single parent, she worked, and worked, and worked, very hard to ensure I had a good quality of life as a latchkey kid. She's still a force and follows my every move to proffer advice and ensure my protection. In short, she's a helicopter mom, always hovering. But at this age, I'm thankful for it, and her. So I say to every woman out there that loves beyond boundaries, "hover on!"