



YOUNG GUNS 2017



EDDIE HARRISON, 34

CHG Integrated Wealth, Coolangatta, Qld / FAST

\$35,051,729

"I first met Eddie in March 2015 through a mutual friend... what struck me with Eddie is he was always asking questions and taking on board the advice I gave... The deals started to flow within the first 30 days, not just residential but leasing and the odd commercial deal as well. What's important to note Eddie was enthusiastic from day one in being the 'personal banker' for the client, hence residential, leasing and commercial lending. I believe Eddie will have a long and successful career in the broking industry and believe he would be a worthy winner of the MPA Young Gun award." – **Scott Unicomb, Qld state manager, Macquarie Bank**



PADDY O'SULLIVAN, 31

Mortgage Choice, Nowra, NSW

\$31,900,000

"Paddy O'Sullivan is an excellent mortgage broker... Paddy and his team have produced some exceptional business results. His volumes are not only impressive (given the short amount of time he has been in the business), but they are inspirational... That said, Paddy's results are also unsurprising. He is a driven, hard-working individual who is passionate about helping his local community. And his business has flourished as a result. I know Paddy will be a face to watch in the future and I look forward to watching him grow and evolve as a mortgage professional." – **David Ewens, NSW state manager, Mortgage Choice**



NICK JACOBS, 28

Shore Financial, North Sydney, NSW / AFG

\$33,500,000

"Nick started at Shore Financial about two years ago and since then he has progressed dramatically. He has a degree in Agricultural Economics at the Sydney University and he brings an in-depth knowledge of macroeconomics and the potential effects on the lending landscape. He is diligent and a very hard worker and has been one of our best employees since we started our business. I would highly recommend Nick for this award as he has started a new career and has become one of the best loan writers in our business." – **Theo Chambers, CEO, Shore Financial**

NEW BROKER COSTS: A RECRUITER'S VIEW

Zak Wilford is the founder of WorkInFinance.com.au, a specialist recruiter working with finance brokers. He's previously worked at Finsure, LoanKit and 1300Home Loan.

MPA: Are training/insurance costs severely hindering new brokers?

Zak Wilford: Of course they are, but this is only an issue because of the lack of visibility in the industry.

What I mean by lack of visibility is, because there is so much competition for market share, when it comes to recruiting brokers a lot of big aggregators will allocate a lot of money to building their employee brand to attract new people.

They then charge a fee for the Cert IV

and training plus a mentor program.

For a new entrant that doesn't know any better this is passed off as the standard cost of entry, but it isn't the case. Groups I work with are more than happy to financially support a new entrant, to front the cost of the Cert IV and other things in order to bring on the right person.

To buy into an Aussie academy course and pay up front to then be left out in the cold receiving monthly phone calls from a mentor sounds laughable when you compare it to groups I work with that invest real time and

money and ask for nothing up front but commitment. Groups I work with are happy to pay salaries and retainers and even front the upfront costs sometimes to make sure they get the right person. The thing is the smaller groups can't market themselves as well.

