

The Professional Broker Seminar Series

- ▶ **The Psychology of a Loan**
- ▶ **The 5 Drivers of Revenue Growth**
- clients believe only 8% of broker firms provide superior service - are you there yet?
- ▶ **Efficiency in Business Operations**

Why should you invest in this Seminar Series?

- ▶ Two of Australia's most experienced speakers are presenting this series of seminars as part of their Australia wide tour
- ▶ As the economy improves and rates begin to rise learn how you can prepare yourself and your business for the times ahead
- ▶ Learn techniques to maximise both your business and personal returns - many delegates at previous workshops were bowled over by how much they learned
- ▶ The workshop will be full of "how to do it" details - at the end of the session you will have received easy-to-follow money-making ideas that you can implement immediately
- ▶ Earn 3 CPD points for attendance at this 3½ hour seminar, commencing 10 a.m., concluding 1.30 p.m., with refreshments provided
- ▶ Rarely do seminars of this calibre extend to Australia's regional centres. Choose from:

- **Wed 23/6/10 or Thurs 24/6/10**
Venue: Enterprise House,
136 Enterprise Road, Unley
10am - 1.30pm



Free CD

All registrations will receive a complimentary CD of the Mortgage Broker '52 Week Marketing and Business Planner Kit'



Peter Heinrich started

The National Finance Institute with the objective of forming the industry's leading training organisation. Peter was one of the pioneers of mobile lending, as one of Australia's first mobile lenders back in 1980. He has personally written almost 7000 Mortgage loans and 300 Commercial loans. He is a Fellow of FINSIA, a Fellow of the Australian Institute of Mortgage Brokers and a Fellow of the Institute of Financial Services. Peter is a widely sought after public speaker, with a vast array of proven examples, real-life case studies and industry-specific strategies to share with his audiences. Peter was a guest presenter at the Australian Mortgage Summit 04 and 05 and has spoken at numerous national conferences and professional development workshops. He is also the co-author of the best selling **Australian Mortgage Marketing Handbook**.



Doug Mathlin has worked in the

Mortgage Industry since 1995 in various Learning and Development and consulting roles before starting **FrontRunner**. FrontRunner is a Sales Training and Sales Management Training Company specialising in the development of Mortgage Broking businesses. Established in May 2004 FrontRunner identifies industry best practices from the USA, Canada and Australia and tailors them into programs for clients. The company was an industry first with a focus in training and corporate development and was specifically formed to bring much needed change and reform to the business practices of individuals and companies operating within the financial services sector. FrontRunner's goal is to help clients to improve, design and/or grow their business.



REGISTER NOW!
Seminars limited to 50

PROFESSIONAL BROKER SEMINAR SERIES REGISTRATION FORM



The National Finance Institute

Phone 1300 765 400 Fax 07 3822 6003

Name (please print)			
Postal Address:			
		Post Code:	
Phone:	Bus. Hrs:	Mobile:	
E-mail:			

Seminar

Please register me for the Professional Broker Seminar Series as below:

<i>Please choose one of the dates below:</i>	
ADELAIDE - Venue: 136 Greenhill Rd, Unley <input type="checkbox"/> Wednesday 23rd June 2010	ADELAIDE - Venue: 136 Greenhill Rd, Unley <input type="checkbox"/> Thursday 24th June 2010

My tax invoice/receipt should be made out as per my details above,

OR:

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Payment

Direct Deposit Banking details: The National Finance Institute, BSB 114 879, Account 003 139 833

Cheque Made payable to The National Finance Institute

Credit Card: Type: (Amex/Visa/Diners/MasterCard) **Amount: \$139 pp** (incl GST)

Number:

Expiry Date: Name on Card:

Signature: Date:

All information provided by the applicant on this form is subject to the Privacy Act 1988

Important Notice To Applicants For Credit (Section 18(E)(1) Privacy Act 1988 / Notice of disclosure of your credit information to a credit-reporting agency. (Privacy Act 1988). NFI may give information about you to a credit reporting agency where NFI is a current credit provider to you or has provided a service and payment is overdue by more than 60 days or following notice given to show that your intention is not to comply with your credit obligations.

Please forward this page to NFI

By facsimile to **Fax: (07) 3822 6003**

Or mail to: **PO Box 1354, Capalaba Business Centre, Brisbane Qld 4157**

Or email to: enquiries@financeinstitute.com.au