

**Andrew Tan**

Masters Broker Group  
Level 1, 1 Queens Road  
MELBOURNE, VIC 3004  
1300 654 419  
0419 511 823  
[andrew@mastersbrokergroup.com.au](mailto:andrew@mastersbrokergroup.com.au)  
[www.mastersbrokergroup.com.au](http://www.mastersbrokergroup.com.au)



**Since 2003, Andrew has guided mortgage brokers to successfully build more profitable and sustainable businesses.**

Mortgage broking can be one of the most financially and personally rewarding industries to enter. To achieve real success, you must love working with people and have self-belief, passion, drive and determination.

Learning about the mortgage industry can be a steep learning curve. You need to master the complexities of compliance requirements, customer relationship management, mortgage software packages, client and referrer communications, agreements, business planning and financial management.

To achieve real and lasting success as a mortgage broker, you need the right tools and the right guidance to use them effectively.

Andrew has a very successful track record of transforming new-to-industry mortgage brokers grow highly successful businesses. His innovative use of technology and systems has helped many mortgage brokers make their businesses more profitable and robust.

**About Andrew Tan**

**As a qualified mechanical engineer, Andrew began his career in operations research and manufacturing systems. But it was clear that he would need to create his own opportunities to achieve the level of financial security he wanted for himself and his family.**

Andrew has specialist expertise in debt structuring, gearing strategies, debt recycling, and mortgage minimisation.

Having decided to go self-employed, Andrew entered the mortgage industry in 1997 as co-founder of what was to become a very successful mortgage broking company, Capital Power Pty Ltd. Utilising his engineering expertise, he instigated many pioneering processes that resulted in faster application-to-settlement turnaround times and improved customer experiences.

In 2003, Andrew co-founded Members First Broker Network Pty Ltd, a mortgage sub- aggregator which soon became one of the most successful super-groups within PLAN Australia. By 2012, Andrew's company had a mortgage portfolio of around \$2 billion. The business was acquired by Ballast Finance Pty Ltd in 2011.

His influence and guidance has had a tremendous effect on transforming mortgage brokers and their businesses become very successful in the industry.

**Andrew's professional qualifications include the following:**

- Diploma of Financial Services (Finance/Mortgage Broking Management)
- Diploma of Financial Services (Financial Planning)
- Bachelor of Engineering (Mech) Hons
- Certificate IV Training and Assessment