



**Glenn McKissack**  
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*I have been involved in the finance industry since 1979, having previously worked for an Australian “Major” for over 23 years in a range of supervisory, lending and management positions.*

*Since the formation of Loans Actually in 2004 I have been the CEO and mentor, actively overseeing the development of my Loans Actually members. With our Broker Development Program we have now stepped up a level through the appointment of an MFAA Certified Mentor whose sole objective is to develop a new to industry broker into a professional credit adviser, capable of producing to a higher standard within the shortest possible timeframe.*

*As I have a passion for training and development I enjoy actively participating in this program where, by also being an MFAA Certified Mentor, I can add additional value when drawing from my own experiences.*

*Our Broker Development Program is structured and provides a complete learning and development process, covering all facets of mortgage broking from start-up to future expansion. 8 Modules, complemented with our own Loans Actually group activities ensures you receive plenty of real life training and education.*

*Working smarter is how I like to operate and I am always on the lookout for improved systems and procedures that will make the lending process smoother for my clients and members. With our Mentor Program I believe we achieve this objective.*

*And seeing others who I associate with achieving success gives me the greatest satisfaction.*

*I hold a Diploma in Financial Services (Finance/Mortgage Broking Management), a Certificate IV (Business Administration) and a MFAA Certified Mentor Certificate (having completed the MFAA Certified Mentor “Train the Mentor Program”).*