



## Mentoring with Joanna Clary

What would it be like if you could maximize your personal and professional potential and create a successful new career in mortgage broking?

Partnering with Joanna to work in a thought-provoking and creative way can help you turn your goals into gold and take your career to another level.

Joanna is an experienced mortgage broker, consultant, coach and facilitator with over 25 years' experience working in the mortgages industry. She brings a great combination of strong mentoring and coaching skills and extensive business, leadership and life experience to help you think outside the box, implement new strategies and increase your sales effectiveness. She has a strong background in both sales and operations, leading large and small teams, and understands the challenges of running entrepreneurial businesses.

Joanna is naturally collaborative and approachable yet challenging. She understands that success means different things to different people, and works to your individual needs and goals. Clients often describe Joanna as a facilitator of change

who holds her clients accountable to enact the change they commit to and implement agreed actions. She is outcomes oriented.

If performing to your absolute potential is important to you, and you are committed to being actively involved in the mentoring relationship, Joanna is the right mentor for you. Just bring an open mind and a hunger to move forward.

### What's included in the 2 year program:

- Monthly 1:1 session
- Monthly peer group coaching
- Group conference calls
- Email and phone support
- Plus more.....

### Courses and Certifications

MFAA Approved Mentor  
Level 3 Organisational Coaching IECL  
Diploma of Mortgage Broking  
Graduate - Australian Institute of Company Directors  
Graduate Certificate of Management  
Certificate IV in Training & Assessment

### Professional Organisations

ICF - International Coaching Federation  
Institute of Company Directors  
MFAA - Mortgage Finance Association of Australia

### Let's chat

Call Joanna on **0413 478 786** or email **[mentoring@telosfinance.com.au](mailto:mentoring@telosfinance.com.au)**