



Karen Hambleton-O'Grady

Principal Mentor and Co-Founder of the MFAA Mentor Programme™



I am delighted to be a part of the MFAA Two year Mentor programme. This programme helps the new mortgage broking entrant become:

- Business ready
- Client ready
- Sales ready
- Product ready

My background firstly was in Training and Development. I have travelled extensively training various business people (in all walks of life) delivering effective thinking seminars and sales behaviour education. Then working as a successful mortgage broker and I am still writing mortgages. The next step was to write a mortgage training programme of my own. Co-writing the MFAA Mentor Programme and writing the Train the Mentor course for the MFAA to train others to become certified mentors was a huge honour.

I have been a mentor to mortgage brokers in the finance industry over many years and delivered skills and competency training as well as written learning guides for sales, training and finance courses.

I am a hands on resource for any sales person to help them build their sales skills to create strong, sustainable business growth. I have also spent considerable time working with challenged youth and assisting them to see and achieve their potential.

I have a Bachelor of Arts Degree in Training and Development and additional qualifications in Finance and Training. I teach Certificate IV in Financial Services (*Finance/Mortgage Broking*) and Diploma in Financial Services (*Finance/Mortgage Broking*) as well as the national Training and Assessment (Train the Trainer) package.

I have a passion to see people have the right skill sets at their fingertips so that they can succeed in anything that they choose to do.

I am always happy with the feedback that I receive is that when the concepts and behaviours I teach are put into practice, then it is easy to see why success follows.

As a co-founder of the MFAA Certified Mentor Programme™ and trainer of the Train the Mentor Programme; I urge you to utilise the skills of a MFAA Certified mentor™.

They have

- Real industry experience
- Chosen for their professionalism
- Have the backup of the peak Industry body MFAA
- The co-founder (me) as their coach and backup mentor whenever the need it
- They attend regular professional development to keep current so *you* are always current
- They have invested in continuous improvement for their own businesses so that you reap all of the benefits

Each one of these mentors has the skills and structure to make you ready in your mortgage broking career.

They will help you to enter into a profession with a true pathway to create a sustainable business and growth in that business for the future.

If you are serious about entering the mortgage broking business then get serious about making contact with myself or any MFAA Certified Mentor™

Regards

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www.simplymentoring.com.au