

## Matthew Brennan

Matthew Brennan has blended 10 year's mortgage broking experience, as well as over 30 year's experience in sales, sales management, general management and exemplary customer service and created a service offering that is Vivid Financial Services.

This experience has enabled Matthew to adapt the principals of the sales process to the financial services platform resulting in a seamless and highly successful offering to Vivid Financial Services clients.

Matthew successfully gained his Mortgage Broker's accreditation in 2006 when starting out in his own business, providing mortgage lending to a diverse mix of clientele.

Matthew was in his own business for 5 years, during which time he built relationships with some of NSW's major home builders including Jennings, Wincrest, Cosmopolitan Homes and Rawson Homes as well as some smaller boutique builders, working with first home buyers.

Spending time in their sales offices offering mortgage advice and confirming borrowing capacities, Matthew proved to be a valuable asset to the builders' sales people when negotiating with their clients.

In 2011 Matthew was offered an opportunity to be in the start-up NSW team for a major investment services company offering property and financial advice to experienced investors and first time Mum and Dad investors. During this time, Matthew used his skills in mortgage assessment; enhancing his skills in the area of mortgage structure and investment portfolio planning.

As a result of Matthew's success and leadership role, he was approached by a business partner and was made aware of the great results being achieved by another financial services company trying to build their business, resulting in Matthew taking on the Senior Mortgage Analyst's role in November 2013.

During the past 4 and half years, Matthew has developed and honed his investment lending skills to include complex structures such as trusts & multiple entity lending structures, as well as self-employed and commercial lending; he has also been very heavily exposed to the SMSF lending space, this experience has proved invaluable to his clients and coupled with his extensive residential lending experience, helped Matthew develop into the quality broker he is today.

The creation of Vivid Financial Services is a major milestone in Matthew's development and he is keen to take this service offering to all facets of the mortgage, commercial and personal lending market to enable more people to achieve their financial goals.



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