

Biography

Graeme Kenneth Porter jp, DipFS(FMB), Cert IV TAE, Cert IV CM

Graeme commenced his career in Banking and Finance in January 1972 and during his time with the Banks he was a Manger for residential, commercial and Agri lending as well as being a Financial Adviser.

In 2000 he left banking and commenced his career as a Finance Broker setting up Broking business within Accounting and Financial Planning groups.

He has also been a Compliance Manager and Responsible Manager for a Boutique Aggregator and has a sound knowledge of Industry requirements and Legislation.

Graeme firmly believes that Brokers should offer a total loan offering to clients which includes Commercial and Consumer Asset Finance Lending. He is a member of the MFAA Commercial and Asset Finance Forum

He holds a Certificate IV in Training and delivers face to face courses in NSW and ACT for AAMC Training and has written and comprehensive Asset Finance Training Course also delivered through AAMC Training.

Mentoring services are offered through his company 'Australian Broker Services Pty Ltd' and offers a detailed program on 3 different levels and pricing.

The ABS Mentoring Program delivers a number of benefits to the new entrant.

- ✓ Assistance in setting up a Broking Business.
- ✓ Assistance with becoming an Accredited Mortgage Broking.
- ✓ Assistance in choosing an Aggregator.
- ✓ Training.
- ✓ Business Planning.
- ✓ Marketing Strategies.
- ✓ Interview Techniques.
- ✓ Commercial and Asset Finance training.
- ✓ Understanding Financials.

Expected Outcomes

Upon completion of the Mentoring Program, it is expected that participants will have:

- Establish a Broking Business and develop a long-term Plan.
- The necessary skills and experience to confidently and successfully assist a client through the process of obtaining credit.
- An understanding of their compliance obligations, as required by the NCCP Act.
- The ability to conduct themselves in accordance with the relevant NCCP regulations.
- Choose an Aggregator suited to the Mentee's business requirements.
- Assist with Lender accreditations and an understanding of the Lenders' policies and requirements;

- Knowledge of a wide product range covering all aspects of Lending to assist clients with their credit needs.
- The necessary skills, experience and knowledge to confidently build their own business.

Mentor Program

Mentor will support the Mentee through a number of options:

- Phone hook ups.
- Skype.
- Face to face training.
- Email
- Formal training programs.