

CLASSIC MENTORING & COACHING PTY LTD

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ABOUT YOUR MENTOR - NANCY YOUSSEF

Founder, Mortgage Broker and Industry Approved Mentor

A self proclaimed perfectionist, Nancy has been in the mortgage industry since 2000 and has held roles in Business Development, Sales, Training and Mentoring.

In 2003, Nancy established **Classic Finance Group**, which continues to provide Residential, Commercial and Equipment finance solutions to a large database of clients.

Nancy had an unwavering vision, passion and belief that it was possible to rejuvenate the industry by attracting, engaging and retaining new talent if their learning journey was holistically structured and meaningfully supported, with clearly defined and measurable outcomes. As a result, she set out and founded Classic Mentoring & Coaching in 2011.

Participants on the program are breaking records for lodgement and settlement volume, conversion rates and file quality.

Nancy is highly regarded as an Industry Approved Mentor and has been nominated for many industry awards as well the 2014 and 2015 Telstra Business Women's Award. Nancy's business vision and core values are to provide an authentic, consistent and exceptional service. She is passionate about educating her clients and assisting them in achieving their short and long term goals.

In mid-2015, Nancy was invited to participate in a 5 day leadership gathering, arranged by Virgin Unite, on **Sir Richard Branson's Necker Island** in the Caribbean. She was able to meet and spend time with Sir Richard Branson along with several high profile international business people and speakers. She is immensely proud to be able to share her knowledge from this amazing experience with participants of the program.

But it's not all numbers, rates and returns. In her spare time, Nancy enjoys restaurants, wine tasting, power walking, reading and travelling.

So, what's Nancy's formula for success? ***"Authenticity, consistency and passion will elevate you to achieve your goals!"***