

Peter Clark
Business Coach / Accredited MFAA Mentor
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Peter has over 30 years of experience in both business and retail financial services. Over the course of his career, Peter has been a lender and broker, and had many years leading sales teams in a number of businesses at regional, state and national level.

Operating now as an independent business coach and professional MFAA accredited mentor, Peter is able to bring his experiences from a wide range of corporate, franchise and independent models. He has been able to assist finance brokers and business owners to define their goals, set a path to achieve, hone their skills and reap the rewards from their efforts.

As an accredited MFAA mentor Peter offers a program which has a mix of individual and group involvement, with a strong emphasis on tailoring activity for the specific needs of each mentee. Peter places a high priority on being available for one on one engagement directly with each mentee, and limits the number of mentees he will work with at any one time, to ensure he can meet that commitment. "Whilst the competency boxes that need to be ticked might all look the same, every person joining the industry is an individual who learns, engages and contributes in different ways and at a different pace. It is this individuality that brings the best value to our group sessions".

Peter is having success coaching finance brokers in the following areas:

- business planning and performance analysis/improvement
- business development and referral partnerships
- Developing effective client relationships
- Resourcing and recruitment to facilitate business growth
- Integrating with real estate businesses
- understanding risk and lenders appetite
- Lending to self employed
- Complex lending – SMSF, business and commercial