

Philip Anthony Haley (Phil)
Address: 18 the Haven, Orchard Hills 2748.

Hobbies: Golf, my Garden and nursery such as it is

Interests: Family, a couple of favorited local charities, Business and keeping busy, Education both learning and sharing

Current project: development of succession plan which involves training people to take over my business both Real estate and Mortgage broking.

Continued development of education to complete my financial planning skills.

I have been and continue to be critical of the current model that most financial planners run with because their advice is not as unbiased as I feel it should be given that most planners rely on leads from a bank or insurance Company for their income. ASIC is working on improving this and so my interest is once again re-kindled

History.

I came to Australia in 1970 with my wife and 2 little girls. I was invited to join a building Company in sales and following a short stint with the firm I went into Partnership with a friend and opened my own real estate business.

We expanded over the next 10 years but Michael then sold his part of the business.

I kept going but had health issues when 41 and so retired and focussed on building a new home.

I did teach the real estate course at various TAFE colleges prior to and during this period.

After 3 years I gained a position consulting to an herbal manufacturer as Sales manager. The role included travelling interstate and Overseas with the Company and largely involved training small business people how to grow their business. I enjoyed quite a bit of success in this role. but was then tempted back into Real estate to assist in the growth of a local franchise group. Eventually I joined my old partner to assist him in the growth of his new office.

Later, I developed a construction contract marketing business with a local builder and focussed on this for about 10 years during which time I invested in other businesses with again quite a bit of success eventually selling this for about 8 times what I bought this for due to the growth the business enjoyed during my management of it.

I then retired to play Golf pretty much full time but after an operation to replace equipment that supported my heart, I found that I was unable to play to a reasonable level anymore and so I came back into business as a loan broker with Aussie

Eventually I was head hunted by one of the major real estate companies to look after a couple of offices in the loan writing section. I resigned from this to operate under my own company relying just about entirely on referrals to develop new business.

During this last period, I have also attained cert IV in train the trainer and of course financial services. I also have consulted to a number of Real Estate agents assisting them to build on their bottom line.

I feel at 72 years of age, that I can safely say that I know how to build a business with an eye to the bottom line as I have always said, it's not what you get but what you keep that matters the most.