



Stephen Yang
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With almost 15 years experience in banking, Stephen's history managing and developing teams of up to 150 mortgage brokers means the depth of his knowledge is matched only by the breadth of his network.

For Stephen mortgage broking is about effective problem solving. His philosophy is built on finding solutions for clients based on their needs, and sourcing loans for a purpose not just a profit. He instilled this philosophy in the teams he managed over the years, and he brings the same approach with his business.

Proactively managing client expectations is also at the heart of the way Stephen does business. This means thinking creatively about the best lending solutions, communicating regularly, and making commitments with integrity and honesty.

Stephen has been recognised for this client-centered approach and is a two-time Business Development Manager (BDM) of the Year finalist with mortgage aggregators PLAN (Qld), and was a BDM of the Year finalist at *'The Advisers'* Better Business Summit in 2014.

When he's not finding the ideal home for clients, Stephen is dad to eight-year-old Daniel and one-year-old Isabella.

Why choose Stephen as your mentor?

1. Fortnightly catch up with mentees.
2. Phone, TEXT and Email support over the weekend.
3. Have looked after over 150 top QLD brokers. (as a Bank BDM)
4. Well networked with Lender BDMs and Aggregator BDMs.

Give Stephen a call on 0452518033 to see how he can help you to start on your new career.