

MFAA Mentor Profile



Mentor Profile Details

Full Name:	ALISON FERGUSON
Business Name:	ALISON FERGUSON SERVICES PTY LTD
Office Location/s:	RINGWOOD AND KORUMBURRA
Aggregator:	MORTGAGE POINT
Phone:	0412702188
Email:	alison@alisonferguson.com.au
Website:	www.alisonferguson.com.au

Additional Mentor Information

Years Practicing as a Broker: SINCE 2009

Qualifications (Lending, Mentoring, Coaching, Other): Diploma in Mortgage Broking

Program Structure/Outline (If running own program):

My mentoring style is very hands on. (Previously called One on One Mentoring). I meet with my mentees regularly face to face as well as available 24/7 by email and phone.

Mentoring includes:-
How to write a mortgage broking business plan.
How to ensure you meet compliance obligations.
How to set goals.
Manage your time and priorities.
Marketing and advertising.
How to create long-term client relationships (good for generating referral and repeat business).
Cross-selling.
How to write loans of all types.

We also look at many different scenarios and discuss these as a learning project.

MFAA Mentor Profile



**Mentor Style
(Local or Remote):**

Local and remote

**Service
Commitment:
(Availability,
Query turnaround
times e.g. 24/7)**

24/7

**Payment
Structure/Options
if applicable:**

\$ 500 plus GST per month for the duration.

**Additional
Comments and/or
Services:**

Please feel free to call my to discuss on 0412 702 188