



Peter Ellis Bio

Peter is an accomplished and energetic Finance Broker with a solid history of achievement in loan submission to settlements gained from nearly 12 years working in both PAYG and self-employed roles within the Mortgage & Financial Services Industry. His most recent role was as the Founder & Owner of Lending Mate, a Broking business with a keen focus in the specialist lending and alternative finance space, assisting those where other lenders cannot. Previous to finance Peter had a very successful career as a Dispensary Technician in some of Victoria's leading hospital and retail pharmacy brands, overseeing the operation of the dispensaries and managing staff.

Starting his finance career in 2007 as a Loan Writer for a Mortgage Choice Franchisee in Victoria he quickly became known as the broker who took clients under his wing, working with them as long as it took until they were in a position to purchase a property or refinance. After a successful tenure he decided that he wanted to experience the thrill of running his own business. Signing up with Loan Market he was given a chance to cut his teeth working with a Ray White office assisting the Principal and 6 agents. Working with their referred clients and offering finance at open homes, he was very successful in getting deals through lenders that at times others could not. During this time Peter furthered his studies, taking on the Diploma in Finance and Mortgage Broking Management Upgrade and in 2015 completed an Introduction to Insolvency to assist him with his next role as State Manager at Fast Debt Help. Responsible for the company's growth in Victoria responding to client enquiries gained through online and radio advertising he was able to solely focus on Specialist Lending loan writing, Part 9 Debt Agreements, Insolvencies, Bankruptcy applications and Debt Management services.

Proficient in growing key customer relationships, Peter is very experienced in building client rapport (often during stressful times with clients suffering from debt concerns). With a keen interest in all areas of lending, along with an in depth understanding of the NCCP laws plus the building of business systems has allowed for quality loan submissions for many years.

When Peter isn't training brokers or meeting BDM's he is a keen contributor to many industry magazines and online newsletters (MPA, The Adviser, Australian Broker). Peter is always wishing to be at the forefront of changes in the industry and help others where he can with knowledge and advice. He routinely receives calls from brokers from different states and aggregators asking him to help provide his thoughts on specialist lending loan scenarios and also put forward his thoughts for anyone who calls him for comment on the industry.

Peter recently finalised a 5 year stint as a Community Emergency Response Team (C.E.R.T) member with Ambulance Victoria, volunteering as a First Responder in local communities providing emergency care and life support until a Paramedic arrived. He has been a keen advocate for those in debt and is a big supporter of an organisation known as Kids Of Gold inc. which provides the opportunity for children aged from 9-12, to participate in subsidised camps for the purpose of building their self-esteem and confidence. Married and a father of two teenagers, life is certainly full, but Peter says she wouldn't have it any other way.