



AIIS FINANCE PTY LTD
ACL 395976
MFAA Approved Mentor
MFAA Member since 2003



OUR WHY

We love empowering people to take control of their financial situation by structuring debt effectively and securing financial independence through leverage. Throughout our 18 years in business we have witnessed the long term results our service can make to the lives of those we help. When it's done well the compound benefits change their lives forever.

Using a collaborative approach towards training with engaging facilitators, our highly specialised and experienced team deliver an "Accelerated Mentoring Program". Our aim is to ensure the future of credit advice in Australia remains in good hands. Our leaders also value the importance of empowering new to industry credit advisers by unlocking their potential, freeing you to achieve outstanding financial outcomes for yourself, your family and your clients.

OUR DIRECTOR

Joel De Shannon has completed the MFAA Approved Mentor Training Program and is now working with brokers at different stages of their careers, coaching them to deliver a consistent and scalable credit advice business model.

Our modules include:

Business Planning
Lead Generation
Presenting to clients
Scripts and Dialogs
Questioning Techniques
Objection Handling

Understanding Credit
Credit Decisioning
Debt Structuring
Product Selection
Negotiating win/win outcomes
Specialist Lending

Having worked in the property and finance industry for 18 years, Joel has established hundreds of long term relationships with clients, referral partners, as well as staff and industry stakeholders.

Prior to establishing AIIS in 2003, Joel worked with a financial planning practice managing a team, which included Financial Planners, Insurance Brokers, Real Estate Agents and Mortgage Brokers.

Today, Joel works between the firm's head office in Newcastle as well as in Sydney, Brisbane and Melbourne, servicing locally and internationally based clients with tailored credit advice.

AIIS offers a range of solutions for new and existing brokers looking to grow their businesses, complete their training and establish themselves as a trusted credit advisor. To discuss your personal circumstances with Joel, please call the office to schedule a confidential no obligation consultation on 1300 787 054.

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