



## Elizabeth Zaki (Liz)

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Elizabeth Zaki is a credit representative (Credit Representative Number 398963) of BLSSA Pty Ltd ACN 117 651 760 (Australian Credit Licence 391237)

Liz is the Founder and Managing Director of OneSite Finance.

Liz graduated with a Bachelor of Bioprocess Engineering from UNSW in 1999. She worked as an IT Management Consultant for PricewaterhouseCoopers and later for Origin Energy between 2000-2004.

In 2003, she went looking to purchase an investment property and was shopping around for a mortgage. Liz met with various banks and different mortgage brokers but could not find a single person that was able to explain to her all the available loan options, application process, deal structure and many of the other important aspects involved in obtaining a mortgage.

She started her research in order to get the most suitable loan and found herself liking the industry more and more. At this point, she decided to switch careers becoming a part time Loans Advisor. By 2005 she decided to leave her IT career altogether and started OneSite Finance. She has not looked back since.

Throughout her time in the Mortgage Industry, she has received various awards. Liz has been named in the Top 40 Australia Elite Business Writers 2009 and Plan Australia Sales Excellence Awards Sales Master 2007, 2008, 2010, 2011, 2013, 2014 and Platinum Sales Master 2009, Platinum Excellence in Finance 2016, and Gold Excellence in Finance 2017.

Liz is very passionate about what she does. She takes customer service very seriously. Her customers know that she will always be there throughout their loan application process and even provide post settlement support. Liz is also experienced in buying/selling her own owner occupied/investment properties, giving her a deeper understanding of the industry as well as well as the challenges sometimes faced by clients.

Liz has developed a comprehensive mentoring program for her mentees. It consists of 12 x 2 hour sessions that cover the following: loan scenarios and structuring, loan submissions, role play, lender servicing calculators, lender products and processes, how to close the deal, handling rejections, lead generation, and compliance as well as reading financial statements. Liz also invites her mentees to her appointments so that they can learn more through hands-on experience.

Liz knows what it takes to be a successful mortgage broker and business owner and is passionate about giving back to the industry by ensuring new brokers are taught the right way and equipped with the foundations and knowledge to be successful in this field.