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## **Brisbane mortgage broker wins independent national award**

A north side Brisbane mortgage broker has been recognised as the best independent broker in Australia, settling \$43 million in loans during the 12 months to April 2010 at a time known to have been tight for the home-lending market.

North Lakes' resident Jeff Falconer was named Broker of the Year - Independent at the 2010 Australian Mortgage Awards Broker announced in Sydney late last week.

Mr Falconer said he was honoured to receive the award and put his success down to acting honestly, ethically and promptly. His clients are mostly in Brisbane's northern suburbs.

"Encouraging a steady referral network has been part of my success. Over the years, repeat business has built up to about 50 percent of my volume with referrals coming from existing clients, real estate agents, accountants, solicitors and others," Mr Falconer said.

"Home loan broking is an industry that I feel quite passionate about. It still gives me real pleasure to know that I can help people, young and old, single or families, to improve their financial position and achieve their personal goals of owning their own home."

"Selling home loans is not always easy. My success is based purely and simply on hard work and sacrifice. I am a hard-working broker and am proud of the results that I have achieved."

"I feel I am what a broker should be – knowledgeable, experience but not pressuring, and always there, both now and in the future helping clients achieve the best outcome."

After a 10-year career with ANZ Bank, including five-years as branch manager at Samford, Mr Falconer joined Toowong-based Park First Home Loans in 1998 to concentrate on mortgage broking.

Since joining Park First Home Loans, he has undertaken numerous courses for accreditation with different lenders as well as completing his Certificate IV in Financial Services (mortgage broking), and is a Justice of the Peace.

Mr Falconer is a member of the Mortgage Finance Association of Australia and the Finance Broking Association of Australia and has also been a member of the Suncorp Metway

'Champion' brokers club since its inception in 2004 and recently passed the milestone of \$100 million in loans with them.

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