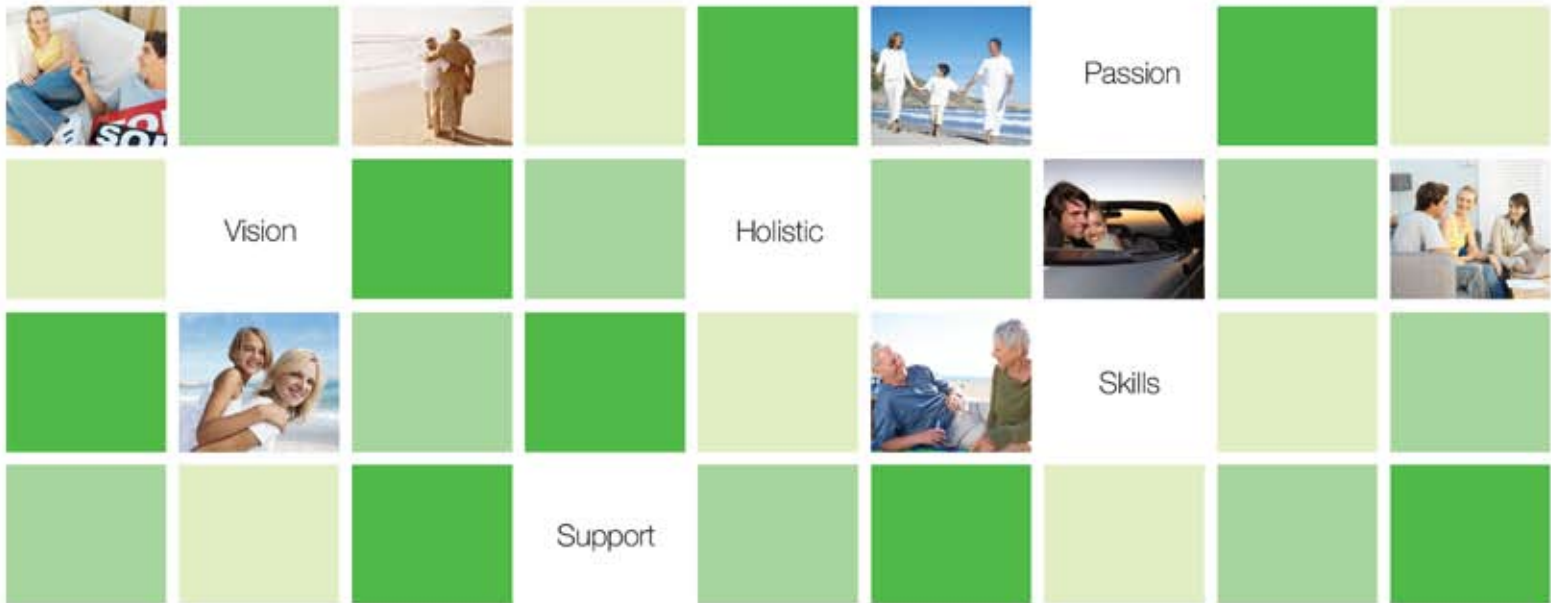




Australian Loan Company

Testimonials

Don't just take our word for it...





Vision



Read what our existing brokers say about us...

"Cube Home Loans has been a member of ALCo since January 2008. In a time of significant uncertainty in the industry, we sought an aggregator that could assist us in cementing our existing relationships with accountants and financial planners as well as in generating new referral sources.

ALCo also offers free leasing software which, in my opinion, is second to none in the industry. ALCo has assisted us in diversifying our product offering to new and existing clients, making Cube Home Loans their one stop shop for all finance needs.

Furthermore, in a time when lenders have cut our commissions, we have been able to increase our income and expand our product offering by utilising Professional Investment Services (PIS) to connect us with a risk writer that is a fantastic fit for our business.

With licensing just around the corner, we feel it practical to align ourselves with an aggregator that has the backing of a strong multi-national company, PIS.

Please contact me if you would like a personal introduction to explain how ALCo has benefited our business and how it can work for you."

Scott Beattie

Cube Home Loans | Queensland

"Following 20 years with a major bank, I decided to take the leap and join the growing enterprise of the self employed. I had the experience and the expertise to provide a customer service orientated broker business and was looking for an aggregator that would support my vision of being a point of difference in the market.

Fortunately, a colleague told me about ALCo and gave me a contact point. The journey then began. From the first meeting it was very clear that ALCo was that point of difference I was looking for. The structure, the people and the process are a winning formula for any broker who is hungry to capitalise on opportunities and learn from the success of others.

Family is a word that comes to mind when I think of ALCo, with huge support at hand and a 'can climb the mountain' attitude.

Goals and dreams become reality when you have the right structure and focus for your business. I look forward to the continued joint success and support from my business partner, ALCo."

Troy Cameron

Stratique Finance | Western Australia

"The success of my business is attributed to my association with quality and consistent referrals, the ongoing support of ALCo and my own ability to perform. Every financial year, ALCo assesses the commissions that each member has generated and rewards those that achieve a certain level. Due to the continued strong performance of my business, I have succeeded in being a conference qualifier in three of the past five financial years which has entitled me to free registration at the overseas ALCo conferences.

Being well known as an ALCo 'high achiever', I am consistently targeted by other organisations and aggregators and I can honestly say that the culture at ALCo, with their emphasis on supporting, establishing, and maintaining strong referral relationships, is unequalled. I urge any good finance broker to see the possibilities that could eventuate. You will only be limited by your own ability and your commitment to the client."

Kimberly Hoile

5 Star Finance and Home Loans Pty Ltd | Queensland



Support





Successful



“One of the most important relationships a broker has is their referral sources that provide new business. ALCo has connected me with great people and expanded my circle of influence which has had a direct impact on the quantity and quality of the business I am writing.

The support from ALCo across the board has also been outstanding. My business development manager works hard to ensure the fit is right between myself and key referral sources and has been instrumental in encouraging different forms of activity that strengthen relationships both with referrers and clients. Other staff at ALCo have also been more than willing to offer mentoring and assistance when needed. Encouragement regarding ongoing education and upgrading skills will ensure I maintain a credible point of difference to the industry at large.

My association with ALCo and the relationships built are the main reasons I have remained in the mortgage broking industry and the reason I achieved ‘top performer’ status within a short timeframe. I know it will be the first of many to come.”

Jason Fong

Australian Loan Company (Sunshine Coast) | Queensland

“After participating in the ALCo Introduction Day in May 2009, my business partner and I thought that we would be crazy not to proceed to sign up with ALCo as our aggregator. However, we also asked ourselves, “What is the catch?”

Rarely do you find an aggregator that delivers on their promises. Not only does ALCo take an interest in our progress, they also take an active role in ensuring our success. From assisting with the development of our business plans to providing us with the business support and training to ensure we are compliant, ALCo and PIS’ business development managers also actively seek to link us with a network of business partners and referrers that provide us with a wealth of experience and business opportunities.

What makes ALCo unique in the marketplace is that there are no ‘golden handcuffs’. Unfortunately, this seems to be an industry norm and makes it very difficult for brokers to change aggregators. When you have had the experience of being with a number of aggregators, you appreciate that the product and service promise that ALCo provides is second to none. I cannot thank ALCo enough for the opportunity and the support it continues to provide.”

Quan Dang

Ally Financial Group | Queensland

“I joined ALCo because I was extremely impressed with the sales and compliance tools they provide free to their brokers. Fortunately, I was to find this was just the tip of the iceberg, because since joining ALCo, I have also found many helpful resources to assist and support my business.

There are many educational support tools available at ALCo, such as introductory days, finance specific in-house training and the annual conference (socially terrific but no junket, believe me). All are professionally presented and educationally relevant as are the many finance specific tools and resources. The broker website, calculators and letter libraries for example, are all designed to save brokers time and assist in building their business. ALCo has thought of everything that I need in terms of compliance and sales tools and this has allowed me to develop and grow a more professional and compliant business as I am now properly resourced.

Because of ALCo I was able to understand what my business was lacking. This occurred throughout the Global Financial Crisis with minimum fuss due to the very solid support of ‘my’ ALCo support staff. I cannot recommend the organisation more highly to anyone seeking to build a solid professional career in the finance industry.”

Wayne Williams

Kelwayne Pty | Queensland



Leaders



Training





Australian Loan Company

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