

FBAA Mentor of the Year

This is an individual award that is open to all finance Mentors and is based on the period from 1 July 2021 - 30 June 2022.

CATEGORY DESCRIPTION

This award recognises the top-performing industry Mentor for the 2021/2022 financial year and is open to all Mentors who meet the category requirements. This category assesses education, business support, submission quality and broker servicing capabilities.

To qualify for this award, entrants must have:

- At least five (5) full financial years of experience.
- A year-on-year increase in mentees
- An FBAA approved Mentor Program.

SUBMISSION REQUIREMENTS

1. Complete an awards submission form for the category.
2. Provide full metrics; failure to provide full details may negatively impact your submission. All business metrics are strictly confidential and will not be published.
3. The entrant must submit a detailed submission that answers/address the points below.

BUSINESS METRICS AND PERFORMANCE

Item	Number	Financial Year 2020	Financial Year 2021
Volume (\$) of residential / commercial / personal finance transactions (Please input \$ figures to the nearest thousand e.g., \$10,552,000)			
Number of residential / commercial / personal finance transactions			
Loan book value (\$) - residential / commercial / personal finance transactions (Please input \$ figures to the nearest thousand e.g., \$10,552,000)			
Conversion rate (%) residential / commercial / personal finance transactions			
Number of Mentees			



SUBMISSION FORM

OPEN RESPONSES - Mandatory Requirement

Please complete each question in 300 words or less (word counts must be strictly adhered to).

Attach your answers and any supporting documents (up to 5 only), files no larger than 200kb

1. Please describe your point of difference / unique selling points when servicing the residential mortgage needs of borrowers.
2. Please describe the strategies you have used to grow your residential mortgage settlements, the number of loans written and loan book during the financial year 2021/2022, and why these strategies yielded results.
3. What was your greatest achievement in mortgage broking during the financial year 2021/2022?
4. What steps did you undertake during financial year 2021/2022 to improve your capabilities as a Mentor and how did that positively impact the brokers that you are mentoring and the service you provide?
5. Please provide three (3) testimonials from brokers highlighting your success as a Mentor. Include the name, company and title of the person providing the testimonial.
6. Highlight how you have structured your business offerings to service the wider financial needs of brokers.
7. Demonstrate any market specialisation plus tactics, strategies, and success in driving business from that sector.
8. Highlight innovation in their business and how that has impacted business growth.
9. Provide case studies or examples that showcase how they cater for the needs of brokers and how that influences business success.

Please provide a short three (3) minute video outlining why you should be considered as mentor of the year for 2022

LODGING YOUR SUBMISSION

1. Include the award submission form on the first page of each printed submission.
2. Include the business metrics as requested on the second page of the submission.
3. Deliver the submission before or on the submission deadline.
4. Once you are ready to submit, please contact Leah Renwick (leah@fbaa.com.au) or Phillipa Byrne (pbyrne@fbaa.com.au) at FBAA for your confidential upload link.