

**MEDIA RELEASE 11 March 2011**

## **Brisbane woman wins national finance award – firm recruits more women**

Tanya Du Preez, a 36 year-old mortgage broker with up-and coming firm, Loan Clinic, has won The Mortgage and Finance Association of Australia's (MFAA) prestigious Achievement Award at a gala event in Melbourne on Friday night.



Entering the industry just three years ago meant Tanya was eligible for the award which was open to mortgage, commercial, equipment and general business finance brokers with four or less years of loan writing experience.

A former chartered accountant in a multinational professional services firm, in December 2007 while pregnant with her second child, Tanya had what she called an “entrepreneurial seizure”. ‘I wanted to connect personally with people at strategically important –therefore interesting – points in their lives,’ she said. “An opportunity arose to join John Frame, at Loan Clinic, a Brisbane finance brokerage specialising in servicing business owners and investors, and I soon realised I had found my niche.’

In April 2008, with a three-year old and an eight-week old baby, she started her business in earnest. ‘There were some nervous moments in the early days,’ she admitted, ‘but as it turns out; doing what you love is a great recipe for solid growth. By building strong systems and an awesome support team I have been able to grow my business whilst enjoying great quality of life outside of work.’

Established in 2005 by John Frame, a former Deloitte executive, Loan Clinic is a 2009 and 2010 Commercial Broker of the year Finalist with Astute Financial Management, one of Australia's larger broking networks on volume contracts.

According to John, 'Tanya's achievement is particularly commendable given in her first year she faced the GFC. It is also well deserved. She is hugely committed to making her clients successful and has quickly garnered a team of complementary professionals around her. She is passionate about financial education and even manages to find time to work in the non-profit environment to help families regain control of their financial futures.

'I think she is the face of the financial industry of the future and by that I mean WOMEN,' John said. 'Previously it has been a male-dominated industry. But women are becoming a stronger, economic force. According to a 2008 ASX study, 37% of women own shares directly just behind 40% of men who do. The increase in the last decade has been quite significant and likewise we are seeing this trend in our sector. More and more women are becoming very driven in growing their wealth and financial independence, doing the groundwork on all finance related matters and providing for their retirement.'

He added that women were more inclined to talk about finances and health amongst each other whereas men rarely did. 'Ninety-two percent of our business comes from referrals from existing clients and most of these referrers are women. At Loan Clinic we have an all female broker team – granted I'm the odd one out – and we aim to recruit an additional seven women over the coming year. While I believe men make good brokers, women are strong on relationship building and have wide networks from their work, personal and children's circles, and, let's face it, are perhaps more comfortable dealing with other women.

"Research and our own experience show that women are looking for greater flexibility to ensure a better work life balance. Tanya is a fantastic example of what a great win-win that can be. The model we are offering will enable women to tap into that flexibility and deliver an outstanding service to their business and personal contacts," said John. 'We

will enable them to focus on servicing their clients while our first-rate processing centre in Yeronga will fast-track all of the paperwork.'

Mentoring would be a key part of the program to ensure brokers were up to date, maintained standards and could access continuous learning and improvement. Interested parties from anywhere in Australia can contact Loan Clinic on 1300 488 290.

ENDS

**For further information, photographs or interviews please contact:**  
Sherryl Caulfield, Mob: 045 041 0351 Email: [sherryl.caulfield@gmail.com](mailto:sherryl.caulfield@gmail.com)