

What drives you to be a successful mortgage broker?

The people I work with inspire me. My assistants Alison and Leisa keep me on track and are the best at what they do. The fact I get great support from my friends and family keeps me driven.

What was the most challenging aspect of 2008/09?

For me it was a merge with The Mortgage Detective. Alison Whittle and I put a lot of time and effort into making this come together, and with having to do loans on top made it even more difficult - however nothing good ever came easy did it?

What was the most positive aspect of last financial year?

The merger. For me it's a great achievement being able to mash two cultures together and actually see it work. Now as a whole we have a great team and environment that we are all proud to work in.

What is your goal for 2009/10?

Get back to what I do best - write loans, have a couple of nice holidays and I'm training for a Adventure Race this year so hopefully finish that in one piece!

To unwind I...?

Spend time with my family and friends.



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Gerard Tiffen
Tiffen & Co/The
Mortgage Detective
Years as broker: 14

Kingston, ACT

SETTLED:
\$88,133,908

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