



Introduction to Glass Financial Group

New Brokers
August 2022



What we are covering today

- About Us
- The Opportunity
- What's In It For Me (WIIFM)
- Questions

THE GLASS TEAM



Ben Flood



Sandra
Borodyansky



Gaurav Jain



Nixon Alex



Steve Korner



Amelia



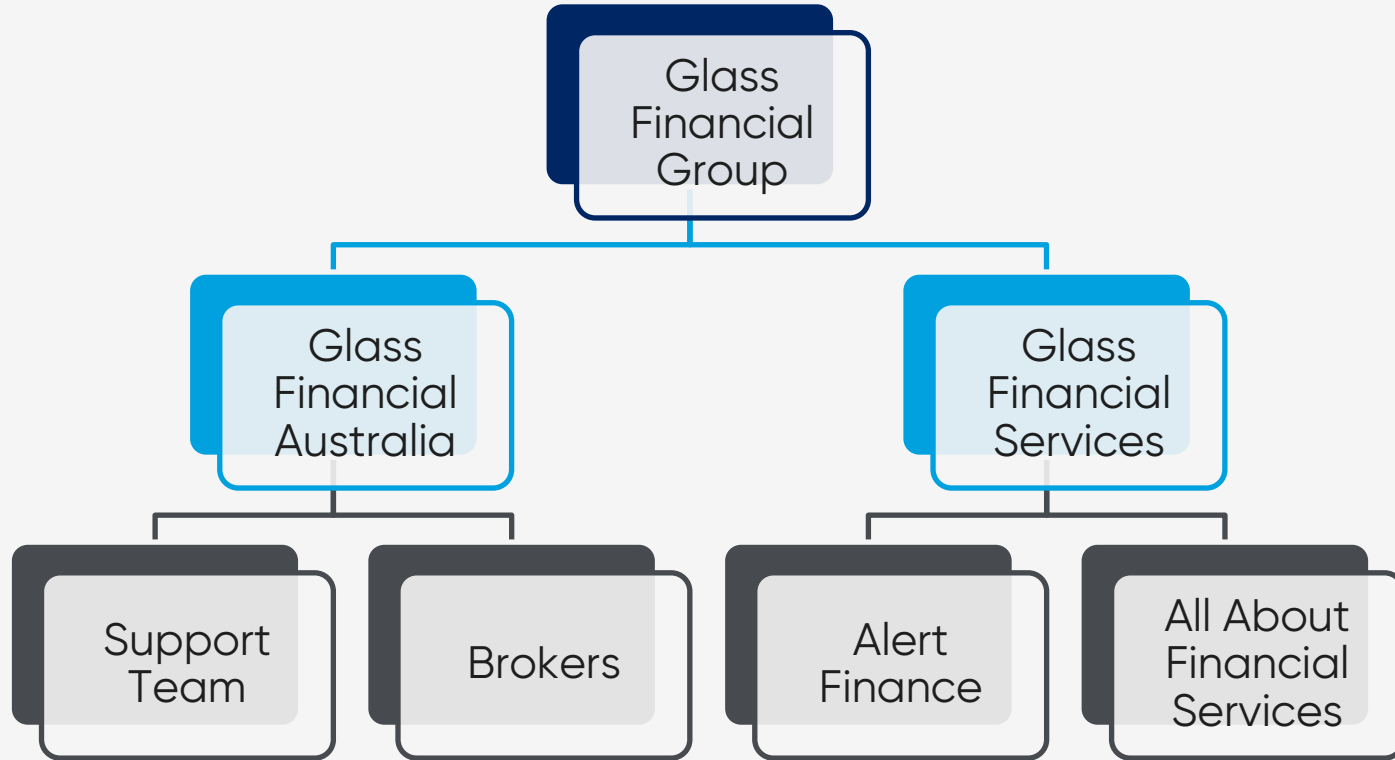
Matthew McMeekin



Damien Fardell



COMPANY STRUCTURE



ABOUT US



SECTORS

Residential
Commercial
Asset Finance
Working Capital



PEOPLE

22 X Brokers
6 x Support Staff
3 Offices



REVENUE

\$483 million New Biz
18% YOY growth
\$7m largest mortgage
2 Brokers over \$80m



CLIENT BASE

3200 clients



LENDER PANEL

40+ Residential
20+ Asset Finance
20+ Private Lenders

POSITIONING



CONSUMERS and BROKERS ...

A New Level of Transparency in Lending

THE OPPORTUNITY



For You to build
your Own mortgage business
– for Yourself, not by Yourself !

SUPPORT FOR BROKERS ...



TEAM

Scenario evaluation
Lender choice &
management
Solution development



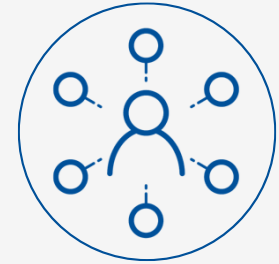
MENTORSHIP

45+ years experience
J-curve motivation
management
Brainstorming



TRAINING

Structured
Unstructured
Lender updates
Case studies



NETWORK

Lead generation
Referrers & Partners
Industry events

SUPPORT FOR BROKERS ...



TECHNOLOGY

SFGconnect CRM
Commissions system
DocuSign
Quickli TBC



BACK-OFFICE SUPPORT

Data-entry
Lender-client liaisons
Compliance tutoring



CONTENT DEVELOPMENT

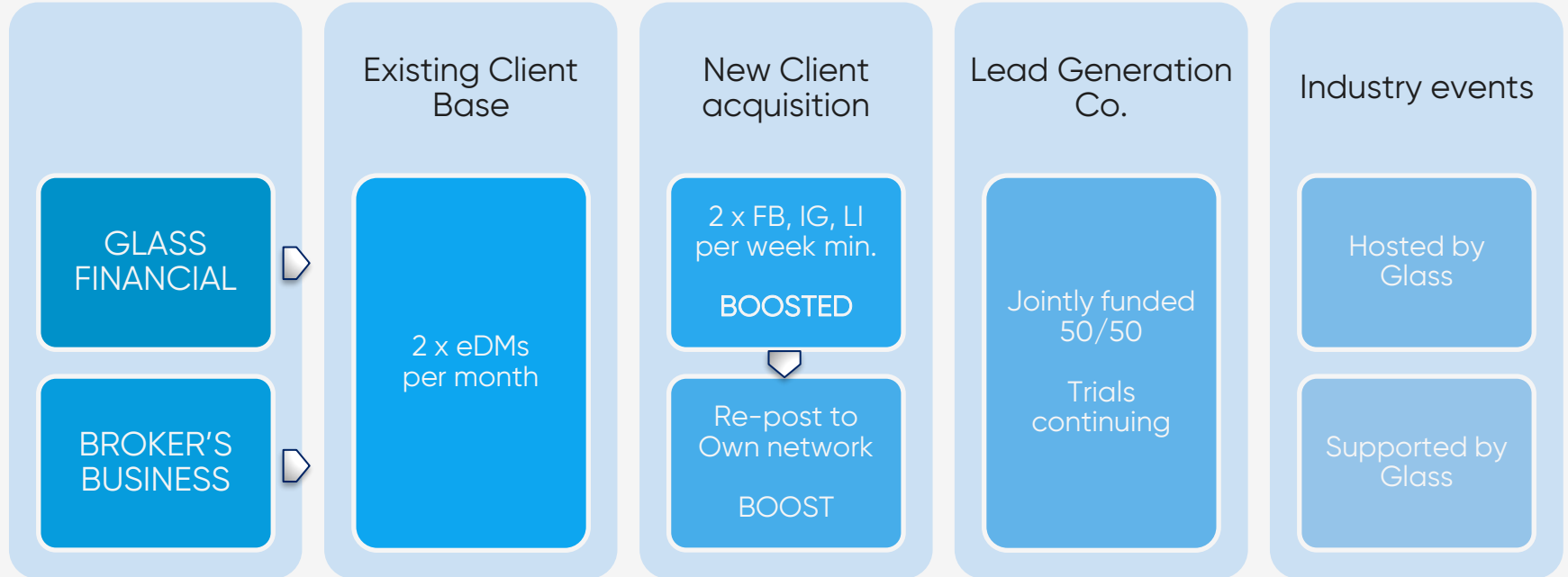
Content Partners
In-house marketing
Industry sources
Case studies



COMMISSIONS

Industry leading splits
@ 80/20
Tiering based on
Broker performance

MARKETING – ALL LEADS GLASS GENERATES GO TO THE BROKERS





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- The Opportunity
- How We Deliver
- **Questions**

THANKS



Join The Movement