

ALI Group Award Winners Announced

29 July 2014 – Leading loan protection partner in the broking industry, ALI Group, have announced the winners of their inaugural *Broker of the Year Awards* to recognise their Authorised Representatives (brokers) who have truly embraced their ‘duty’ of care to their clients.

“So many mortgage brokers just focus on the loan” ALI Group CEO Huy Truong said. “However, there are an increasing number of brokers who take the effort to have an authentic discussion about life risk with their clients out of genuine concern. Not surprisingly, these brokers are finding that in most cases, their clients welcome their concern and the protection provided. These Awards are about recognising the brokers who have taken client care to another level.”

The winners were selected based on their belief in client care and protection, and the number of clients they have protected.

National winner, Robert Trewin, knows firsthand the importance of loan protection when his best mate passed away from a blood clot during a routine knee operation, leaving behind a wife and three children. This is why Robert makes sure all his clients are aware of loan protection so they can make an informed decision, “How would you feel if one of your clients passed away or is diagnosed with a terminal illness and you didn’t discuss loan protection with them?” Mr Trewin said.

This is a sentiment echoed by all the award winners, “offering loan protection is just as important as offering the mortgage itself” Anthony Igri, Victorian State winner from Choice said.

The award was judged by ALI Group’s management team and the 2014 winners are:

National Winner

Robert Trewin, NMB

State Winners

New South Wales: Christopher Azzi, Loan Market

Victoria: Anthony Igri, Choice

Queensland: Michael Hughes, Choice

South Australia: Robert Shearwood, Mortgage Choice

Western Australia: Lihong Shi, Loan Market

Congratulations to all the award winners.

To find out more about ALI Group's winning brokers, please visit:

<https://www.aligroup.com.au/Broker-Newsletter/July-2014/Meet-our-Brokers-of-the-Year>

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