

THE BEAM

Business Building Events - Aggregation Members

MQG aggregation members have access to a broad range of regular learning and business development opportunities.



Business Building Event	Frequency	Description
	Fortnightly	Led by MQG's Managing Director, Michael Russell, 'Your Business Matters' is an online, open forum business coaching program. These 90-minute sessions are designed to educate, inspire, and equip members for success. Topics discussed range from industry trends and member pain points, through to proven business development strategies and opportunities for business growth.
	Fortnightly	Hosted by MQG's General Manager of Business Development, Simon Dehne, the 'Growing Your Business' program is designed to assist members with adopting a growth mindset, so that they can in turn grow their businesses. These one-hour online sessions encourage members to learn new ways of thinking, set goals, share their experiences and adopt new technical skills.
	Monthly	S.T.E.E.L. (Supplier Training Education Engagement Learning) is MQG's lender-focused professional development program that is hosted via Zoom. During these sessions, suppliers and lenders on MQG's panel update members on products, policies and niches, and workshop loan scenarios. This program gives members the opportunity to listen and learn from BDMs as well as their peers.
	Monthly	MQG's Compliance Manager, Troy Howell, hosts a monthly compliance-related update for MQG members. Informative and interactive, these sessions are designed to enhance member knowledge and awareness of compliance issues impacting brokers. Members are invited to put forward topics for discussion and are also encouraged to raise questions and offer opinions throughout these sessions.
	Quarterly	Our Lunch & Learn face-to-face events are semi-formal sessions hosted by MQG's business partners. Held right across the country, these events familiarise members with lender product offerings and give them the opportunity to connect with lender representatives.
	On request	MQG's experienced and accessible senior management team conducts one-on-one business planning sessions with members as required. Whether brokers are seeking guidance around growing their referral networks, purchasing loan books, opening office spaces or taking their businesses to the next level, Michael, Simon, Julian, Julie, Paul and Naish are on hand to provide tailored support as needed.
	Anytime (Online)	The 'Live Lender Matrix' is MQG's lender education resource. Hosted in an Excel Google Doc, the matrix comprises lender information across more than 50 categories, as well as detailed comments and links to lender portals. It is updated on a daily basis as problems are identified and lender policies change, ensuring brokers have accurate information at their fingertips.



**MYCRM
TRAINING
SESSIONS**

Fortnightly

MQG's in-house Systems Specialist, Naish Rambiritch, hosts in-depth training sessions on MyCRM- MQG's chosen broker loan qualifying client database. These sessions equip members with the skills and knowledge they need to engage with their clients and lenders via the MyCRM platform, process deals, and use a selection of MyCRM subscriptions.



**MARKETING
SERVICES**

Monthly

Crafted Learning

MQG's marketing team provides a range of marketing coaching and learning opportunities via a monthly webinar series, which is recorded and made available to members via our eAcademy.

On request

Amplifi – Subscription Service – Extra Cost

The marketing team create, manage, and optimise member social profiles (Facebook, Instagram & Google My Business Profile) to set brokers up for business success.

On request

In-house Graphic Design – Extra Cost

MQG has in-house graphic designers that can prepare customised design options to assist members with all their marketing and branding needs.



**BESPOKE
BUSINESS
COACHING**

On request

Billion-dollar-broker and MQG's National Growth Manager, Paul Wright, hosts bespoke business coaching sessions that explore:

- strategies for enhancing business processes to achieve optimal efficiency and consistency
- systems to secure consistent referrals to boost business growth
- methods for working smarter not harder to create more time for family and to help achieve a healthy work/life balance
- different ways of generating income



**EFFECTIVE
PROSPECTING
FOR REFERRERS
COURSE**

On demand

Michael Russell hosts a prospecting-based professional development course that equips members with the tools, skills and knowledge they need to grow their referral networks. This is an 8-week program presented via Zoom.



**STATE
BUSINESS
DEVELOPMENT
DAYS**

Regularly

MQG hosts state-based face-to-face business development days to provide members with the latest industry information and help them grow their businesses and better serve their clients. Led by Michael Russell, these events often feature business and economic updates, as well as sessions on marketing, systems, business planning and best practices.



**TOP 50 &
RISING STARS
SUMMIT**

Annually

A select group of top performers and emerging talent are invited to attend MQG's annual 'Top 50 and Rising Stars Summit'. This 2-day aspirational professional development retreat is designed to inspire, educate and reward MQG's high-flyers, and reinvigorate them for the year ahead.



**WEBINAR
CHANNEL**

**Anytime
(Online)**

MQG's internal 'Webinar Channel' houses pre-recorded training videos for brokers to access at their leisure, so that they can upskill in areas such as marketing, social media, systems, IT, digital security and more.



E-ACADEMY

**Anytime
(Online)**

'eAcademy' is MQG's online education portal that features self-paced learning modules. Curated by MQG management, the written and video-based content within eAcademy includes courses and quizzes covering topics such as 'best practices for transitioning a client or referral partner into an advocate', and 'increasing conversion of leads to settlements'.

If you'd like more information, please contact our team:

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