

Mortgage broker revels in fourth win

By **BRENDA HARWOOD**

MORTGAGE Link Otago coowner and broker Glenda French has won the title of Otago/ Southland Mortgage Broker of the Year for the fourth consecutive year.

The regional and national mortgage broker awards were announced last Friday at the New Zealand Mortgage Brokers Association (NZMBA) conference in Wellington. Mark Childs, of Mortgage Link, Wairarapa, was named the New Zealand Mortgage Broker of the year, 2009, and there were nine regional winners.

Receiving the Otago regional award four years running has “delighted and amazed” Ms French, who has been a mortgage broker for the past eight years.

“It is quite an honour to get it [the award] for the fourth time,” she said.

The awards are presented each year to mortgage brokers who have shown commitment and professionalism to their clients and adherence to a strict code of ethics and industry standards. Mortgage brokers are nominated for the awards by lenders (mostly banks) in each region.

“I really enjoy being a mortgage broker — I have met some fantastic clients over the years,” Ms French said.

With a background in real estate, Ms French had her first taste of being a mortgage broker when she filled in at Mortgage Link Otago for two weeks eight years ago.

“I just loved it, and when I was asked to stay on, I jumped at the chance.”

When the opportunity to buy into the business came, with the retirement of Ken Hall, Ms French was able to become a co-owner of Mortgage Link Otago. She has never looked back.

“For most people, a mortgage is the most expensive thing they will ever have — we can help take the stress out of getting a mortgage.

“Each mortgage is arranged to suit a person’s individual needs and we can help show people how to reduce their costs. If we can do that, we have done our job.”

Although house prices are down, the real estate market in Dunedin remains active, and should pick up further as the warmer weather arrives.

“We are very busy at the moment — and I think that will continue. With low interest rates and good prices, now is a great time to buy.”



Winning ways: Mortgage Link Otago co-owner and broker Glenda French is delighted to be the Otago Mortgage Broker of the Year for the fourth consecutive year.