



7 March 2011

Mortgage Link – An Update

It's hard to believe its now almost two weeks since everything changed for Christchurch and its surrounding environs. Our adage is we are "taking small steps" and I am proud we seem to have taken quite a few (steps) lately. The team is awesome and all are just dealing with what needs to be dealt with in their cool, calm and collected manner – at least that's what it looks like from the outside.

Mortgage Link, being a national group of independently operated businesses, has the advantage of support from outside Christchurch. It is hard to know where to start, but I think a good place is to say "Thank You". The Mortgage Link Family has really shown itself over the last few days as the messages of support and offers of help to the teams here in Christchurch has really made a difference. Included in our Family are our lender and alliance partners who have focused on support in these special, not normal times.

As far as the Company goes we are all shaken, stirred but otherwise fine. Luckily (that's a relative term) our office remained standing, and we were able to reasonably easily exit from the 2nd floor. The awful news for us is our new Chairman, Richard Austin, has lost his wife in the CTV building. This will be our reality over the next weeks – we will all know people directly who have lost their lives or suffered serious injuries during the quake.

Our immediate concern was to support our team, but also to support our Group – a welcome focus for us. We have set up our server and computers in my living room (there is quite a story on how we got them out of the CBD office but that is for another day). We are lucky to have Vicky Devine (our BDM) based in Nelson so she was able to keep the communication lines open. By the week after the quake we were paying our individual businesses commission, supporting our Group and able to start thinking of what was required to move the business forward.

Christchurch is slowly getting some normality (another relative term) back – although have no doubt the shakes are still happening. Our office in the CBD will not be part of our future – at best it will be redesigned and rebuilt; at worst it will be pulled down, but either way we won't be in it. As you can imagine there is a huge demand for office space outside the CBD and many leases are being taken "sight unseen". We think Christchurch will become a city of small CBD's of 1 and 2 storey buildings spread around various hubs.

We are thrilled to confirm we have secured an office in the city's north-west, close to the airport, which is exactly the best place for us given the need to support our national offices. It will provide a modern, well appointed (albeit somewhat smaller) location, where we will be proud to display our brand and host our business partners. We hope to be relocated by the end of this week.

Mortgage Link is committed to being part of Christchurch, and will continue to drive the Group business from our head office here.

For further information:

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