



## Broker Capability Statement



### Damien Patterson

I am a finance professional with a breadth of experience across a range of industries.

As a qualified lawyer, experienced tax professional and mortgage broker, I draw on my extensive skills and experience to look at each client's needs from a financial and legal perspective to ensure

they get the best funding solution for their individual needs.

As Associate Director at Glass Financial, I am passionate about delivering exceptional service and education to our clients.

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## About Glass Financial Group

Glass Financial is an innovative finance brokerage combining traditional lending methods with new lending technology, providing a seamless and transparent experience for both consumers and brokers alike. We are committed to educating and guiding our clients through the lending journey, ensuring they understand every step in the process; we are equally committed to training our brokers to the highest standards, equipping them to build successful businesses that achieve superior outcomes for their clients.

Our leadership combines decades of experience in banking and financial services with similar levels of experience in strategy and business model innovation, enabling Glass Financial to bring genuine disruption to the Australian finance sector.

## Core Capabilities

Glass Financial has a diverse team of brokers with extensive experience in residential, business, and commercial lending. Our strong relationships with the major banks, second-tier lenders and select private funders provide our clients with access to a diverse range of lending solutions across each of the following categories:

- Residential Mortgages
- Construction Development Finance
- Cash Flow Finance
- Commercial Property Finance
- Investment Property Loans
- Asset Finance & Leasing
- Business Lending
- Private Funding Loans
- Personal & Motor Vehicle Loans
- Specialist Finance (non-conforming)

## Differentiators

Glass Financial brokers work with clients to understand their broader personal and business vision and goals. This consultative approach enables them to identify and structure the right finance solution, empowering their client to achieve their long-term strategic objectives.

Glass Financial then delivers a more transparent lending experience by leveraging a unique combination of people and technology. Our growing team of brokers receives ongoing training and support to ensure they are the best in the business. The Glass Financial app then ensures both the client and the broker are kept up-to-date with the application's progress along the lending pathway, whilst simplifying back-end administration so brokers can focus on the task of providing superior client service.

