

# AUSTRALIAN MORTGAGE AWARDS WINNERS 2017

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CBA BROKER OF THE YEAR  
– PRODUCTIVITY

**DANIEL O'BRIEN**  
PFS FINANCIAL SERVICES



Back to collect his second award of the night, Daniel O'Brien (pictured right) was in jovial spirits. "It's like being the kid in the soccer team," he says. "I'm the one who tries the hardest, not the best!"

The truth could not be more different: O'Brien received the award precisely because he writes very high numbers despite only having a small team around him. The two most senior staff members at PFS Financial Services have been at the brokerage for 11 and seven years respectively, and they allow O'Brien to focus on meeting clients and writing loans.

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PEPPER MONEY BROKER OF THE  
YEAR – SPECIALIST LENDING

**IAN ROBINSON**  
ROBINSON SEWELL PARTNERS



Ian Robinson's second award came just after his first (for commercial lending), and both reflect the success of the diversified and expanding brokerage that he co-founded with Brad Sewell back in 2010. In addition to excellent relationships – what Robinson (pictured right) terms the "long game" – Robinson Sewell Partners has taken a number of innovative approaches to broking. It has an engagement fee, which effectively covers all expenses and creates a smoother deal flow that's less dependent on commissions. The brokerage is currently taking on 'corporate partners' as it looks to expand further.

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ALI GROUP BROKER OF THE  
YEAR – INSURANCE (MORTGAGE  
PROTECTION & LIFE)

**ROBERT TREWIN**  
ROBERT TREWIN MORTGAGE  
BROKING



Beyond just writing loans, Robert Trewin (pictured right) prides himself on looking out for his clients, including making sure they're covered. "I've always been a big believer in and supporter of insurance. That's not just been for the past 14 months, but for the past 14 years."

Trewin is no stranger to tragedy himself: after his 16-month son Cooper passed away, Trewin and his wife set up a charitable fund to support research into sudden unexplained death in childhood, and he runs regular fundraising events with brokers and bankers.

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