



Insights Roadshow series by Pepper Money uncovers local opportunities for brokers

Australia, 12 May 2016 – Following the success of last year's roadshows, Pepper Money has announced the dates of the 2016 Insights Roadshow series for brokers, running throughout May and June.

The roadshow will be held in Adelaide, Perth, Brisbane, Melbourne and Sydney, and will arm brokers with insights and opportunities presented by the non-conforming lending market.

Building on 18 months of extensive research by Pepper Money, VEDA, Dun & Bradstreet and Fifth Dimension, the roadshow will supply business owners and brokers with the tools they need to better understand and service borrowers in their specific local area, enabling them to drive more value through the door.

Pepper Money's Director of Sales and Distribution, Mario Rehayem, said the roadshow will focus on improving business leads and conversions.

"In today's changing lending landscape, it's vital for brokers to be prepared and able to capitalise on every opportunity that exists in the market. Our research this year has been localised, giving brokers a deeper understanding of the non-conforming lending sector, drilling down into underserved segments of their local community.

"We've got a great line up of presentations that will help all businesses improve their services and offering for Australian borrowers," he said.

Presentations at Pepper Money's 2016 Insights Roadshow series program include:

Mario Rehayem, Pepper Money's Director of Sales and Distribution - New research into non-conforming lending market and detailed borrower profiles
Dan Collins, silver medal Olympian – Creating a high performance culture in business
Dun & Bradstreet – Comprehensive Credit Scoring, what it means for brokers and how it can be used to increase conversion

Event details:

Adelaide: Convention Centre - Tuesday 31 May, 8.30am - 11.30am

Perth: Crown Complex - Wednesday 1 June, 8.30am - 11.30am

Brisbane: Moda Events - Wednesday 8 June, 9.30am - 12.30pm

Melbourne: Leonda by the Yarra - Friday 10 June, 8.30am - 11.30am

Sydney: Waterview Bicentennial Park - Friday 17 June, 8.30am - 11.30am

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