

Kingston-based broker recognised as industry top performer

St Leonards, NSW (December 5, 2019) – More Than Mortgages' Deanna Ezzy has been included in the annual Mortgage Professional Australia Top 100 Brokers list, sponsored by Suncorp. This prestigious list recognises the best brokers in Australia and is widely regarded as the industry benchmark for top performers.

"With the challenging lending environment of the last two years, brokers' figures for 2019 have taken a hit, but those who made it into MPA's Top 100 have prepared their businesses to succeed," says Mortgage Professional Australia editor Rebecca Pike.

"In the past, the Top 100 list has been based on the value of loans written over the past 12 months. But this year we have changed the criteria to take into consideration some of the other factors that show a broker's success. While loan value still makes up most of the weighting, conversion rate, number of loans and growth in value have also been included."

Speaking to Mortgage Professional Australia about going through last year's challenges, particularly with The Banking Royal Commission Recommendation, Ezzy is very grateful that she's doing what she loves to do and highlighted her resilience and drive "to continuously strive to be the best I can be."

"Thankfully, both sides of the government decided not to implement the RC recommendation to broker remuneration, however there was 6-8 weeks of 'not knowing' if the career path I had chosen (and loved) would even exist in 12 months' time. This has been the biggest challenge I have ever faced in my career. I was forced into thinking of new ways to service my clients. As a result, there are a few things that I have planned to implement in future. When you have something like your livelihood almost ripped away from you overnight, your perspective on things change. I'll never take this wonderful career and industry for granted, that's for sure. Making it through this time has given me the resilience and determination I didn't know I had."

Read the full report in issue 19.12 of Mortgage Professional Australia, out now or find out more about Ezzy [HERE](#).

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Mortgage Professional Australia (MPA) is the leading business magazine for the mortgage and finance industry. Launched in 2001, MPA continues to be the key resource mortgage and finance professionals turn to for in-depth industry issues, market trends, business analysis and intelligence. MPA is also very well known for its annual surveys and special reports such as Brokers on Banks and the MPA Top 100 that recognise key individuals and businesses and provide a unique snapshot of an industry that is continually evolving.

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