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To whom it may concern

RE: Dr Greg Chapman – The Business Brain Surgeon

As a Mortgage Aggregator it is our responsibility to assist our Broker Members in their continually Professional Development. This is done by one on one sessions as well as group Development Days as we held recently in Richmond.

On this occasion we had the services of Dr Greg Chapman. Greg was asked to present to the group on the issue of outsourcing and valuing your time.

We work in an industry where our members regularly under estimate their hourly rate and as such they also devalue the service they are providing. Greg was able to clearly and concisely show our members how to calculate their hourly worth. This flowed well into the rest of presentation on not just knowing where it is you need to concentrate your efforts on your business to get the best reward but it also very much showed that our Members need to understand and recognize that there are times where they need to let go a little and have some else undertake certain roles in their business.

I would highly recommend Greg to other organisation.

If you would at any time like further clarification on this matter please do not hesitate to contact myself on 0433 237 381.

Yours faithfully

Mick Alexander
Business Development Manager
Southern Cross Broker Network

