



Enthusiasm is infectious

THERE were high doses of fun, interaction and engagement at Revitalise, the first of regular training seminars for sales professionals organised by Julie Ryan and Simon Thomas at Surfair Resort, Mar-coola, last week.

Opening a Relationship, Not Just Closing a Sale saw guest speaker Kirsty Spraggon give advice to salespeople wanting to dramatically improve their performance at work, and have more fun doing it.

Kirsty is passionate about supporting high performance sales people through the transition from salary to commission and performance based incentives. And her passion proved infectious at the Marcoola session.

About 100 Sunshine Coast real estate agents took advantage of the seminar which encouraged them to connect with people and build relationships so they would become friends and clients for life.



Sue Custance, left, Julene Dickson and Jackie Crane of Amber Werchon Property



Simon Thomas, Kirsty Spraggon and Julie Ryan



Paul Bielby, Leah English and Lisa Hornsby of Ray White Gympie



Jason Byrne of Century 21 on Duporth and Gail Quee of Amber Werchon Property



Sandy Appel of Warren Evans Tewantin



Amy Pfeiffer and Elisse Carin of Ken Guy Mooloolaba



Scott Cowley and Heather Marshall of Dowling and Neylan



Mitchell Dickens of Amber Werchon Property

Mortgage rates

Institution	Basic Rate	Intro Rate	Intro Months	Variable Rate	1 Yr Fixed	3 Yr Fixed	5 Yr Fixed	Total Fees	Contact Details
AIMS Home Loans	5.69	4.99v	12	5.63	6.98	8.05	8.33	\$660	1300 132 467
AMP	5.34	5.38f	12	5.89	6.69	7.19	7.99	\$545-895	13 30 30
ANZ	5.11	-	-	5.81	6.45	6.99	7.74	\$600	13 13 14
Aussie	-	-	-	5.55	5.89	7.09	7.69	\$675	131 333
Bank of Queensland	5.31	4.89v	12	5.89	5.64	6.99	7.69	\$495-595	1300 55 72 72
Bankwest	5.58	4.77v	24	5.70	5.99	7.14	7.79	\$500-950	13 17 18
Chilbank	5.64	-	-	5.99	6.49	7.49	7.99	\$250-649	133 535
Commonwealth Bank	5.23	4.71v	12	5.74	5.69	7.14	7.79	\$600	132 221
CUA	5.18	4.89v	12	5.52	5.59	6.99	7.79	\$795	133 282
Heritage Building Society	4.97	-	-	5.45	5.49	6.65	7.29	\$600	131 422
HomeSide Lending	5.33	5.38f	12	5.47	5.69	6.99	7.09	\$300-600	132464
HSBC	5.13	4.69v	12	5.74	5.59	6.99	7.60	\$650	1300 308 008
ING DIRECT	5.09	-	-	5.09	5.89	7.09	7.74	\$220-719	1800 133 464
ME Bank	-	-	-	5.39	5.85	6.85	7.50	-	13 15 63
MyLoan MyWay	-	-	-	5.06	5.90	7.10	7.75	\$0-395	1300 721 240
MyRate.com.au	-	-	-	5.03	5.88	7.08	7.73	-	1300 663 558
NAB	5.24	4.65v	12	5.74	5.79	6.99	7.49	\$600	13 13 12
Nationwide Mortgage	-	4.57v	12	5.50	5.88	6.98	7.68	\$710	(02) 9265 1700
one direct	-	-	-	5.04	5.09	6.84	7.54	\$310	1800 289 691
QuickDirect	-	-	-	5.10	5.90	7.10	7.75	-	1300 79 69 80
RAMS Home Loans	5.06	4.89v	24	5.59	5.29	6.74	7.44	\$845	13 72 67
RESI Mortgage Corporation	-	4.55v	12	5.82	5.95	6.67	7.02	\$0-633	136 126
Savings & Loans Credit Union	-	5.29f	12	5.81	5.69	7.09	7.79	\$600	13 11 82
St. George Bank	-	4.88v	12	5.79	5.54	6.94	7.59	\$100-700	13 33 30
Suncorp	5.22	5.59f	12	5.80	5.69	6.99	7.74	\$600	13 11 55
Westpac	5.11	-	-	5.81	5.59	6.99	7.64	\$600	132 032

Introductory Rate: f – Fixed, v – Variable

Rates current as at 14 September 2009, source: infochoice.com.au