

Ray White[®]

Your QLD
support team





We are proud of our continuing leadership in Queensland. We have many extraordinary people in our network who have consistently brought great value to the property owners in this state.

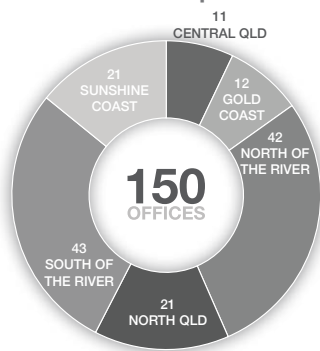
Should you join us, it is our absolute ambition to provide the environment where you can perfect and develop your skills beyond what you may have initially anticipated.

Yours sincerely

Peter Camphin
Joint Chief Executive Officer QLD

Tony Warland
Joint Chief Executive Officer QLD

QLD Market Snapshot



SOLD
\$5.8 BILLION
WORTH OF PROPERTY SALES
IN 2012



Your Market Support Team



Peter Camphin

Joint Queensland CEO

Peter has been the Queensland CEO since December 1995, and has a very hands-on approach with all the franchisees in the running of their businesses. Peter previously owned two real estate businesses before moving to Victoria, New Zealand and then Queensland. Peter has been in real estate for over 30 years and during that time has had experience in every facet of the industry.

Contact Details

M 0412 105 836
T (07) 3231 2210
E pcamphin@raywhite.com



Tony Warland

Joint Queensland CEO

Tony Warland commenced his career with Ray White in 1989 and after a decade of real estate practice, was given the opportunity to join Ray White Queensland Corporate team as a Business Development Executive. He was then relocated to Ray White New Zealand, as the company's National Trainer & Auctioneer for two years. On his return to Australia, he worked on Special Projects throughout the group. In 2005, he was made a National Director of the group, and was very proud to be appointed as the joint CEO of Ray White Queensland in 2009.

Contact Details

M 0402 891 453
T 07 3231 2200
E twarland@raywhite.com



Candice Smith

Executive Assistant to Joint CEOs

Candice Smith provides one on one administrative support to joint Queensland CEO's. Candice also works closely with the National Franchising team & assists with the coordination of Queensland franchise documentation: renewal process & deeds of variation. Candice is the ideal first point of contact with Peter Camphin & Tony Warland. Candice has been with the Ray White group since 2000 and started with the corporate team in 2005 where she has enjoyed the roles of events and training coordinator, youth program coordinator, recruitment assistant and auctions coordinator.

Contact Details

M 0414 088 555
T (07) 3231 2234
E casmith@raywhite.com



Leesa Paull

Franchise Services Manager

Leesa has worked with the Ray White Group for over 16 years. She has had many roles within the Group and now holds a wealth of Ray White knowledge. She will be liaising with all Franchisees on all administration issues, and will be the first point of contact in co-ordination of marketing and branding changes and the introduction of new Company initiatives.

Contact Details

M 0408 779 766
T (07) 3231 2274
E lpaul@raywhite.com



Justin Sykes

Business Development Executive

Justin is a fully licensed Agent and Auctioneer rounding his 10th year in the industry. The majority of that time has been spent at the Ray White Paddington office and in the Prestige marketplace. During this time he consistently placed amongst the Courier Mail's top advertisers and he has sold more than \$200 million in property. Justin has an excellent understanding of the auction and sales process and has built a successful business from exceptional client service. Justin's expertise expands to developing sales and auction training programs which he delivers to Ray White business owners and agents both nationally and internationally. As a BDE, Justin develops businesses by working closely with principals in the implementation of the data model and stock management processing.

Contact Details

M 0415 249 049
E jsykes@raywhite.com



Craig Heath

Business Development Executive

Craig will assist you in understanding your business and the drivers for your business in real terms. He has worked in finance since 1996 in various roles within service industries including advertising and real estate. He is CPA qualified. Craig can assist with: measuring and understanding your business, forecasting and budget, qualify franchisees.

Contact Details

M 0421 192 000
T 07 3231 2269
E cheath@raywhite.com



Michael McCullagh

Business Development Executive

Michael started working with Ray White in 2010. His energy, enthusiasm and integrity during his sales career has provided him with a good reputation within the industry. He has been awarded the Ray White Young Agent Award, REIQ Rookie of the Year, and was a finalist for the REIA's Achievement Award. Michael worked at Ray White Wilston & Stafford building a 30% market share in his core trade area within 3 years. Dedicated to a comprehensive database model, he integrated the latest technology available into his business with the use of G5, MyDesktop, and One System. He brings to the team industry field knowledge and is a valuable resource to the network.

Contact Details

M 0403 426 474
E mmccullagh@raywhite.com



Brett Williams

Franchise Systems Manager One System Support

Brett is the go-to-guy in IT, and a member of our One System team. Having the initial responsibility for the roll out of MyDesktop, he is now part of the BDE team working directly with offices in implementing technology platforms. He prides himself on a high level of advocacy on behalf of the franchisees in all things "IT" related.

Contact Details

M 0413 026 896
T 07 3231 2200
E bwilliams@raywhite.com



Sally Patch

Business Development Executive - New Business

Sally Patch has been with the Ray White Queensland corporate office since February 1997. Sally has spent much of this time as Executive Assistant to the State CEOs. She is currently responsible for coordinating the induction and support of new Ray White offices and business owners to the Queensland network.

Contact Details

M 0433 740 128
T (07) 3231 2102
E spatch@raywhite.com



Michelle Delaney

Business Development Executive - Property Management

After almost 21 years in the front line of property management Michelle joined our corporate team in January 2004, bringing to our network a wealth of Industry knowledge and expertise. Property Management is no longer about rent collecting and more about wealth creation and relationship building. Michelle's intricate knowledge and understanding of all aspects across the industry provides our partners with a valuable resource for their business. Michelle will help you grow your business and create wealth.

Contact Details

M 0417 656 905
T (07) 3231 2200
E mdelaney@raywhite.com



Adam Downes

Business Development Executive

Before starting with Ray White, Adam was a member of the Royal Australian Air Force. The Air Force gave Adam the chance to travel, gaining experience and skills which he has implemented in his career. Adam's career at Ray White started at the Ray White CBD Residential office in 2007. Priding himself on a professional attitude and absolute dedication to his clients, Adam's business grew at a rapid rate with auctions, databasing and hard work being the back bone of his business. In 2011 Adam joined the Ray White Paddington office in the role of team leader. In addition to building a strong profile in the area, Adam was tasked with the training and management of new staff. Highly regarded as a professional agent, Adam has successfully built a business based on knowledge, dedication to his clients and a strong auction culture.

Contact Details

M 0418 872 022
T (07) 3231 2200
E adam.downes@raywhite.com



Tricia Crombie

Business Development Executive - Property Management

Tricia has extensive experience as a Residential Property Manager, with a background of Account Management and Marketing, along with experience in Commercial sales, leasing and management. Tricia brings to our team a wealth of knowledge that will see her as a valuable resource in our network to our Principals and Property Managers.

Contact Details

M 0478 881 443
T (07) 3231 2200
E tcrombie@raywhite.com



Emily Kindred

Advertising and Branding Coordinator

Emily has started with the Ray White Group recently and has shown commitment to her role as Advertising Coordinator. She is responsible for coordinating pictorials in The Courier Mail and assists with various advertising incentives and promotions throughout our Queensland offices. Emily maintains the overall quality and consistency of the Ray White Visual Identity in all forms of media by working closely with the National Marketing team and all Queensland newspaper publications.

Contact Details

T 07 3231 2200
E ekindred@raywhite.com



Linda Frisina

Receptionist

Linda started with Ray White in 1989, and is the first point of contact for anyone coming into our corporate office. Linda is extremely professional and is consistently described by everyone that deals with her as the best receptionist they have ever dealt with.

Contact Details

T 07 3231 2200
E lfrisina@raywhite.com



Jessie Baltus

Administration Assistant and Training Coordinator

Jessie's role sees a lot of variety in her workload and is responsible for reception relief, attending the corporate auctions and general administration work for the Queensland Corporate team. Her role will also combine the responsibility of all Queensland Corporate training events.

Contact Details

T 07 3231 2128
E jbaltus@raywhite.com



Donna Lynch

Business Development Executive

Donna is a new member of the Ray White group. She has over 10 years extensive experience in sales. She is currently part of the growth team developing new Ray White offices and business owners and the development of new and existing offices.

Contact Details

M 0481 034 024
T 07 3231 2200
E dlynch@raywhite.com

Specialist Skills Development Team



Mark McLeod

CEO of Growth

Mark has had a huge impact on Ray White. His processes and training bring tangible financial and structural rewards to our businesses. He began with us as a salesperson, then worked in the corporate team in the early formation of our network. He has been a Director of Ray White Surfers Paradise Group during its great growth period and then conducted his own consulting business before returning to the Group in 2007 to head up our entire skills development programme. Mark's specialty is understanding and delivering structure and proper process in the conduct of an agency business and of individual salespersons careers. His great moment came with the unassailable proof that his direction delivers wonderful financial rewards to our owners and their teams. In his downtime he enjoys jet-setting to new and wondrous cities.

Contact Details

M 0418 883 799

E mmcleod@raywhite.com



Luke Richardson

Commercial Director

Luke helps business owners understand their financial performance including profitability and cashflow, agent productive and remuneration, VPA and fixed costs. He provides bench-marking around each of these. He has been the finance director with Ray White since 2009 and prior to that held the same role with Travelex Foreign Exchange (Asia Pacific) and has been the European financial controller with Caterpillar Footwear in London. Although he's an accountant by profession, Luke considers himself nothing like the Chartered Accountant stereotype.

Contact Details

M 0421 488 603

E lrichardson@raywhite.com



Haesley Cush

National Consultant

Haesley works with our franchisor team to ensure our service platform to franchisees exceeds expectations. For each state he drives specific strategic visions including growth in print media, auction process, principal mentoring and salesperson training. In 1996 he started a career with Ray White and has literally performed every role in an office: cadet, administrator, salesperson, property manager, principal, trainer and auctioneer. He has also been a BDE with corporate and a multi-award winning chief auctioneer for the states of Queensland and Victoria. He took on a Ray White office in Brisbane which grew to hold the number two position in the state.

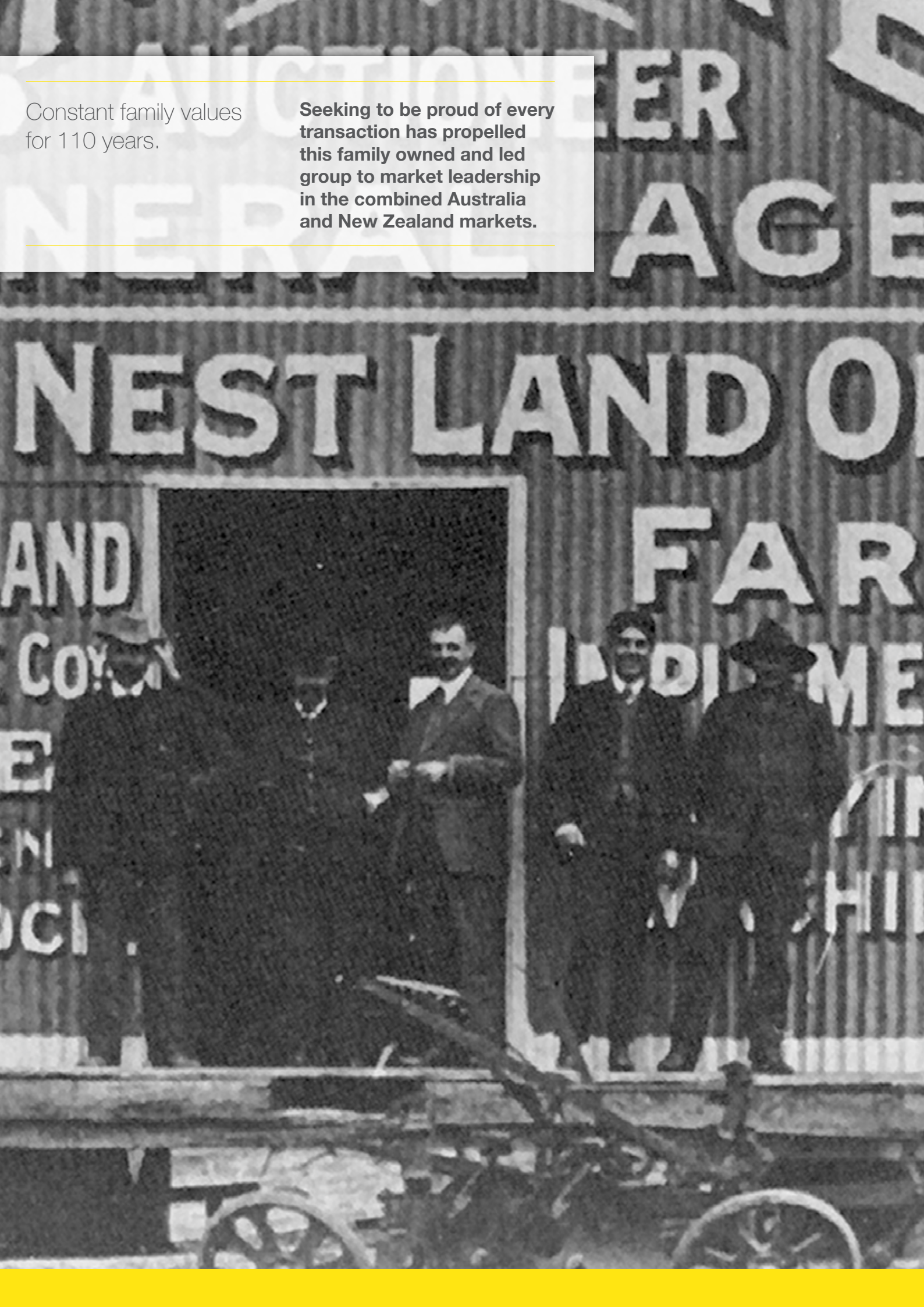
Contact Details

M 0421 057 233

E haesley.cush@raywhite.com

Constant family values
for 110 years.

Seeking to be proud of every
transaction has propelled
this family owned and led
group to market leadership
in the combined Australia
and New Zealand markets.



The White Family



Brian White

Joint Chairman Ray White
3rd Generation White Family

Brian became the third generation leader of the Group following his father, Alan's role in establishing Ray White as Queensland's real estate leader.

"It has been an unbelievable thrill to participate in our continuing family owned business and to become so relevant in so many markets – and leaders in a host of them."

"We have this Group and its people. Being inspired by so much remarkable talent is jaw dropping. Long may it last!"



Paul White

Joint Chairman Ray White | Rural & Livestock
3rd Generation White Family

Paul has brought a broadening talent to the ongoing progress of Ray White.

From his early experience in owning and running a cattle and grain property in Western Queensland, he believed a valuable opportunity to enter the pastoral agency industry was a real option for Ray White – an industry long "locked up" by the famous pastoral names of Australian history.

The success of his determination has been electric. Expanding into Livestock sales has deepened the value offer.

Now 80 offices strong, Ray White Rural and Ray White Livestock have "elbowed" their way into leadership in the pastoral industry.



Sam White

Director Ray White Group
4th Generation White Family

Sam is the fourth generation emerging leader and Executive Chairman of Loan Market.

Already experiencing a wide array of responsible positions in the Group, Sam has been responsible for the growth and relevance of Loan Market – now the largest independent mortgage brokerage group in Australia.

Sam has taken a keen interest in future directions of our industry. This has been reflected through his earlier Director role of realestate.com.au and other initiatives he believes the Group should influence in the future.



Ben White

Arclight | Property Management
4th Generation White Family

Ben returned to Australia after working for some time in the USA, determined to bring fresh thinking to property management – the so often forgotten part of a real estate business.

“We can add so much more to the value offer we bring to investors. With investors comprising 30% of the market overall, it is business worth defining as our own unique standard.”

A big ambition. “And there are many of the traditional tasks we can simply do better.” says Ben.

Already, success stories in accelerated property management growth are transforming many businesses.



Dan White

White & Partners | Commercial
4th Generation White Family

Dan had a broad range of experiences before joining Ray White, to offer property investment products to Ray White clients. Previously with Macquarie Bank's Industrial Trust, he developed confidence in understanding the needs of property investors.

Now heading up the Group's activities in the non-residential sector, he is driving our ambition in commercial and project marketing and is the key link to the Group in many other specialist areas.

Dan's most recent initiative has been the opening of our joint venture project office in Singapore.



Matt White

St Kilda Office
4th Generation White Family

Matt has had commercial experience in many markets, including overseas.

His current responsibility is driving our business at St Kilda in Melbourne.

His enthusiasm and energy he brings to his new responsibility is infectious.

Matt is developing his skills as the leading auctioneer of the fourth generation.



ONE SYSTEM

Your One System Support Team



Tony Carroll

Information Technology Director

Tony leads the Enterprise Technology team who are responsible for supporting the technology solutions used across the Ray White Group including the One System. Tony has over 20 years experience in senior technology roles and is passionate about helping business owners use technology to become more successful. When he's not talking tech, Tony can often be found supporting his favourite team, the Brisbane Lions. One of his finest moments came during the Brisbane floods which saw him maintain services in the most difficult conditions.

Contact Details

M 0411 021 626
T 07 3231 2161
E tcarroll@raywhite.com



Jason Alford

Enterprise Project Manager

Jason has a deep background in franchise networks and helping offices successfully grow their business by leveraging the corporate tools available to them like the Ray White One System. Collaborating with all state teams, Jason can assist in planning your IT environment and co-ordinate technology training to ensure a successful start to your office within the Ray White Network. In his spare time Jason enjoys scuba diving, camping and the great outdoors.

Contact Details

M 0478 487 244
T 07 3231 2296
E jalford@raywhite.com



Brett Williams

One System Support

Brett is the go-to-guy in IT, and a member of our One System team. Having the initial responsibility for the roll out of MyDesktop, he is now part of the BDE team working directly with offices in implementing technology platforms. He prides himself on a high level of advocacy on behalf of the franchisees in all things "IT" related.

- my.raywhite.com
- G5 customer surveys

Contact Details

M 0413 026 896
T 07 3231 2227
E bwilliams@raywhite.com



Ben Cowie

One System Support

Ben helps solve any problems our network has with IT and provides support on all of our technology under the One System. He's also our chief negotiator with third party providers like Dell and Fuji Xerox - ensuring our network get the best possible deals.

He's been with Ray White since 2010 and has worked in IT previously in everything from warehousing and distribution to airline insurance in London and has even been the information systems manager for the Department of Defence within the European Region.

Contact Details

T 07 3231 2295
E bcowie@raywhite.com



Sandy Taylor

One System Support

Prior to joining Ray White corporate, Sandy was the marketing and office manager for Ray White Scone. Sandy is your training expert for every application in One System. Additionally, Sandy is responsible for the online division for Rural and Livestock and was responsible for creating and instigating the Rural & Livestock database and daily stock alerts. She's also a pianist of 21 years!

- Rural and livestock specialist
- MyDesktop, G5, Online, MyRayWhite, PriceFinder

Contact Details

M 0458 409 336
E staylor@raywhite.com



Jessica Groves

One System Support

Jessica started her journey with Ray White Group at the age of 15 when her family opened a Ray White business in Rural QLD. The journey continued with a position in the Brisbane corporate office followed by a transition to the Online Team and now resides in Melbourne as the Digital BDE for Victoria and Tasmania. Jessica can assist with; Websites, SEO, Social Media, G5, Core One System components.

- Office / Agent Websites
- Online
- Social and video

Contact Details

M 0433 489 397
E jgroves@raywhite.com



Jacqui Laing

One System Support

Jacqui has worked for the Ray White Group for just over 20 years and data-basing is her forte. Jacquie is an instrumental part of the One System team ensuring offices and their teams have comprehensive training on technology applications. Additionally, Jacquie works on implementing Mark McLeod's database strategies for the Group. When Jacqui is not delving in databases, she can be found travelling the world and has a passion for shoes.

- MyDesktop
- Channel 5

Contact Details

M 0488 000 098
T 07 3231 2175
E jlaing@raywhite.com



Meg Talbot

One System Support

Having worked as the Administrator in NSW corporate team for 10 years, Meg is a One System expert and specialises in training the network on how to optimize their business through One System applications. Meg's detailed understanding of office process, reporting, business requirements positions her strongly to deliver superior training as she travels across NSW. Testament to her commitment, Meg was a recipient of the "True Believer" Award. Residing in the gorgeous suburb of Collaroy, Meg can be found tucked away on the beach to laze the weekend away.

- G5
- Document Builder
- PriceFinder

Contact Details

M 0402 020 046
T 02 9262 3700
E mtalbot@raywhite.com

One System Components:

Admin & People Management

MyRayWhite.com

Contains all Office and People data

- > Simple way to manage your office
- > Centralised data store of office and member profiles
- > Easy way to onboard
- > Features - On Display, My Success, My Profile, My Testimonials

News, Training & Events

Whiteboard

Gateway to the industry's leading real estate library

- > Online training, videos, case studies and articles
- > Access to business standards, compliance and process templates
- > Instant access to book training across all areas of real estate
- > Yearly calendar highlighting events
- > Industry and Ray White news

Market Reviews & Presentations

Document Builder

Provides industry leading marketing presentations

- > Positions you as the local expert
- > Delivers the latest market data - App or PDF presentation
- > Powerful, instant reporting
- > Designed for mobile and tablet
- > Products: Market Review, Market Update, Pre-list Kit, Marketing Submission, Listing Presentation App, Office Market Share and Analytics

Property & Sales Data

PriceFinder

Leading provider of property information and sales history

- > Enables your agents to have the latest market data at all times
- > Delivers current local property data to MyDesktop and Document Builder
- > User friendly interface and enhanced functionality and reporting

Customer Surveys

Customer Monitor

- > Track and measure your team's service through regular customer feedback
- > Ability to identify training needs or behaviors to reward
- > Identifies possible PR issues or problems to be resolved early
- > Proactive reputation management

Email & Documents

G5 Platform

A secure, world class email, collaboration and storage platform

- > Increases efficiency in the office
- > Mobilises your sales team at the least cost
- > Automatic back-up and virus protection
- > Access to email – anywhere, anytime, on any device
- > Share documents and make changes in real time
- > Improves productivity and information flow

Online

Websites, Social, Apps

- > Cutting edge group, office and agent websites
- > Delivers more leads (digital marketing, SEO, SEM, brand campaigns)
- > Enhanced mobile functionality
- > Simple content management
- > Video functionality
- > Social and local content and newsletter integration
- > Builds and maintains consistent brand presence

360 (Referral Programme)

Generate repeat business and new lead opportunities

- > Leads delivered back to the customer's originating agent/broker
- > Delivers regular, relevant messages to maximise engagement
- > Leverages our competitive advantage by streamlining Concierge, Loan Market and Ray White brand experiences
- > Focus on the customer experience to earn their business for life

Support

Generate repeat business and new lead opportunities

A centralised support solution to service all offices

- > Single point of contact for One System application queries
- > Simplifies training and support
- > Reduces problem resolution time

Database & Listing Management

MyDesktop

The industry's leading contacts and property listing platform customised to our Network's needs

- > Bulk upload to get listings live in minutes
- > Integrates into industry portals and websites
- > Creates vendor data trails
- > Agent toolbox for data entry anywhere, anytime
- > Reporting tool to forecast pipeline and revenue

Intranet Platforms:



> **Ray White Group Resource Website**

intranet.raywhite.com



> **Ray White Agent Resource**

whiteboard.raywhite.com



> **Ray White Consumer Website**

raywhite.com



> **Ray White Corporate Website**

raywhitegroup.com



> **Crows Nest - Ray White Corporate Team Intranet**

raywhitecrowsnest.com

Social Media:



> **Ray White Group Twitter Page**

twitter.com/RayWhiteGroup/



> **Ray White Group Facebook Page**

facebook.com/raywhitegroup



> **Ray White Group YouTube Page**

www.youtube.com/raywhitespotlight

Your Accounts Team



Liz Foster

National Franchise Manager

With over 11 years experience at Ray White, Liz is our finance and reporting system guru. Liz works closely with the network on any auditing issues. But it's not all systems in Liz's world - she's a keen foodie at heart.

Contact Details

T 07 3231 2244

E efoster@raywhite.com



Sarah Needs

Credit Controller

Sarah has been with the company for over five years and has a detailed and comprehensive understanding of credit control. Sarah's friendly and warm nature will ensure you have help at your finger tips.

Contact Details

T 07 3231 2109

E sneeds@raywhite.com



Keeley Taafe

Finance Officer

Keeley is responsible for processing all sales figures from My Desktop, annual awards and monthly reports. Her sunny, warm disposition will ensure you have all the help you need.

Keeley hails from the UK and is happy to now call Australia home. **Contact**

Contact Details

T 07 3231 2278

E ktaafe@raywhite.com



Your Online Team



Darren McCoy

Head of Digital

Darren has over ten years experience marketing real estate in the online space to drive traffic and engagement through digital marketing channels. An integral part of the management team, he provides strategic direction and leads the digital implementation teams. He has played a critical role in taking the Group to the forefront of all our 'online' needs.

Contact Details

M 0412 308 708
 T 03 8554 4640
 E dmccoy@raywhite.com



Tyron Cooper

Digital Support Analyst

Tyron has worked at Ray White for over eight years as a digital marketing specialist. Tyron is your go-to-guy to help set up your office and individual agent websites. His knowledge of emarketing and the digital world are a key piece to helping Ray White enhance their digital presence.

Contact Details

T 02 9249 3718
 E tcooper@raywhite.com

Your Marketing Team



Karen Hall

Chief Marketing Officer

Heading the Ray White and Loan Market Marketing teams, Karen brings a professional depth to the Group. A true innovator in her field, Karen's experience and passion for customer driven marketing is adding strength and renewed freshness to the brand. Karen's strategic vision is giving our entire Network a competitive edge, including new ways to proactively harness customer feedback, differentiate ourselves in an increasingly fragmented market and redefine community engagement and relevance of our team members' personal positioning in their communities.

Contact Details

M 0447 682 635
T 02 9249 3770
E khall@raywhite.com



Lyndsey Douglas

Head of PR and Community

Lyndsey Douglas manages our public relations strategy, community engagement initiatives, online reputation and social media. These strategies give direction to the brand and corporate teams, as well as tailored programmes and support for network members. She is an ex-journalist and has worked in agri-politics. Her recent leadership in driving publicity with 'The Block' was of the highest quality.

Contact Details

M 0424 203 935
T 02 9262 3700
E ldouglas@raywhite.com



Lisa Phillips

Head of Communications

Lisa Phillips, storyteller also known as Head of Communications upholds and builds the brand through marketing strategies, creative campaigns and network tools. She ensures we share and celebrate great stories, innovations and 'need-to-know' information with the network. Lisa is a big believer in brands and creating market leading marketing material to help agents get noticed.

Contact Details

M 0434 261 080
T 02 8016 3801
E lphillips@raywhite.com



Katie Langlands

Customer Experience Manager

Katie Langlands is the Customer Experience champion. Katie drives the visual identity, customer satisfaction programme and is the contact for complaints queries. Katie believes that creating a consistent and positive experience for people goes a long way.

Contact Details

M 0410 969 495
T 02 8016 3803
E klanglands@raywhite.com

Over 30 lenders you
know and trust,
in one place.



Loan Market

Loan Market is the only privately owned retail mortgage brokerage with access to over 800 loan products from a panel of 30 banks and secure lenders.



Mark De Martino

National Director of Sales

Having built a successful brokerage of his own, Mark is passionate in helping others to do the same. Mark is excited by the prospect of assisting brokers in the transition from Broker to Business. If a broker wants to run a successful business, Mark believes they need 3 key elements; leadership of self, passion and motivation. Mark has become the leader of the Group's Loan Market Group. He has a terrific understanding of the benefits a mortgage broker is to buyers and through that to the Ray White agents assisting them.

Contact Details

M 0488 666 666
E mark.demartino@loanmarket.com.au



Andrew White

State Manager QLD/360 Manager

Being the finance industry for over 13 years Andrew's job is to oversee the QLD operation and the national 360 business. Working with Ray White, Andrew is responsible to deliver value to the QLD broker team, develop the QLD corporate team and attract new brokers to the group.

Contact Details

M 0406 753 362
E andrew.white@loanmarket.com.au



Trevor Warburton

Senior Business Development Manager

Trevor is responsible for the day to day operations in QLD as well as caring for the Northern Broker Team. With over a decade of experience he maintains an exceptional relationship with his broker team and state corporate team. He also leads the state corporate team in his role as acting State Manager.

Contact Details

M 0411 490 381
E trevor.warburton@loanmarket.com.au



Catherine Crisp

Business Development Manager

Cath is responsible for coaching, mentoring and training the south-side broker team. Her key duties involve business planning and recruiting loan writers and PA's for our brokers, with 10 years of experience as a State Administrator, Cath knows what she is looking for when recruiting. Her key accountability is to ensure her brokers are given every support in growing their business.

Contact Details

M 0432 601 010
E cath.crisp@loanmarket.com.au



Kim Stuart

Business Development Manager

Kim is in charge with bringing new talent to the QLD team. Her specialty is recruitment and on boarding. Her key role is to ensure Loan Market attracts successful brokers and that their experience in joining the LM team is a first class experience.

Contact Details

M 0406 679 821
E kim.stuart@loanmarket.com.au



Joanne Macbeth

360 Operations Manager

Having spent 5 years working within Ray White in a key corporate role, Jo was perfect for the 360 business. She is charged with all operations and with delivering leads to our brokers nationally. Her role includes on boarding Ray White offices with 360, stakeholder liasion and ensuring the client experience is second to none!

Contact Details

M 0421 619 197
E joanne.macbeth@loanmarket.com.au



Lindy Spillman

Academy Manager

Lindy heads up the QLD Broker Academy and is responsible for attracting new to the industry brokers. Her responsibilities include training, development and ongoing mentoring of the cadets as they begin their careers as a mortgage broker.

Contact Details

M 0478 323 209
E lindy.spillman@loanmarket.com.au



Valentina Parra

State Administrator

Valentina takes care of all State Administration. This includes and not limited to broker support, corporate team support and new recruit documentation processing. Her role also includes organising meetings and functions as well as liasing with lenders, suppliers and charity partners. Valentina also comes to us via Ray White having spent two and half years in various roles.

Contact Details

T 07 3231 2125
E valentina.parra@loanmarket.com.au



Ray White International Footprint

As the largest real estate Network in Australasia, we're able to offer our clients significant benefits.

Every property we list has the advantage of an increasing worldwide database of buyers, and that's something that brings great value to your clients.

This invaluable local, national and international exposure ensures that we find the right buyer and secure the maximum possible price for your home.

Our network shares information, designed to unlock your potential to be the finest performer possible.

**12,000 people. 1,000 offices.
11 countries. 1 name.**

Ray White Group Businesses



Ray White Concierge & Insurance

Ray White Concierge is a complimentary service for vendors and purchasers, providing assistance with utility connections, home, car and investor insurance, finance and other property related products and services.

Ray White Concierge speak with over 3,000 people per day.

Contact: Kelly Tatlow



Loan Market

Founded in 1994, Loan Market has over 1,000 mortgage brokers Australia wide. In the past 20 years we've built relationships with more than 30 of the country's most respected lenders. We talk to each one, daily, to find out their latest rates and special offers. And because we apply for hundreds of loans every week, we know who is approving quickly and the information they're looking for. It means our customers don't just get to choose from a huge range of rates and products. They also get a head start on other buyers in the market.

Contact: Sam White



Ray White Property Management

Now becoming a huge business with ambitions to keep increasing the professionalism of its service, Ray White now manages over 150,000 properties. We are aware of the importance quality asset management delivers to our owners.

Contact: Ben White



Ray White Projects

Ray White Projects is a cohesive group of project marketing professionals based throughout Australia, N.Z and Indonesia. Our successful project specialists have an established track record collaborating with institutional developers, private developers and receivers.

Contact: Peter Walsh



Ray White Commercial

Ray White Commercial has more than 60 commercial franchisee businesses located across Australia, New Zealand and Asia. Ray White Commercial manages over 5,000 commercial properties throughout Australia and New Zealand.

Contact: Dan White



Ray White Hotels Australia

Established in March 2010, Ray White Hotels specialises in investment sales, marketing and advice across the hospitality industry, including pubs and taverns, clubs, hotel and resort accommodation, motels, backpackers and caravan parks, management rights as well as other hospitality assets.

Contact: Andrew Joliffe



Ray White Marine

An experienced team of long established marine industry specialists are based at Marina Mirage on the Gold Coast, and Sydney Boathouse, Sydney. Expansion of further franchised marine outlets are planned throughout the country.

A revolutionary force in the marine industry, Ray White Marine oversees the auction and sale of marinas and marine vessels throughout Australia on a scale that only a national brand can offer.

Contact: Rick Rodwell



Ray White Rural & Livestock

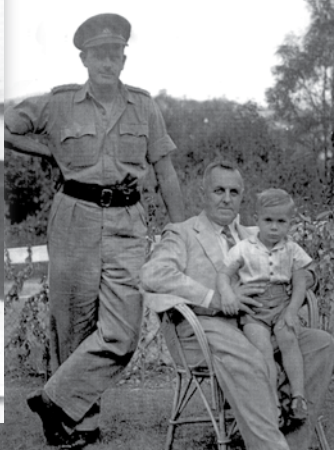
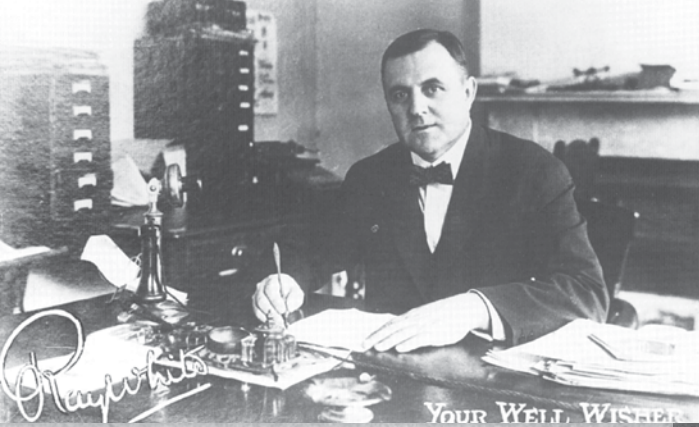
Launched in 1994, Ray White Rural is one of the most innovative rural marketing groups in Australia and has grown to include 86 franchises.

With a broad network spanning Australia, Ray White Rural's expertise covers every category of rural business from real estate sales, leasing and rentals to livestock sales and auctions.

Contact: Paul White



Ray White



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BECOME THE OWNER OF YOUR OWN FREEHOLD.

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is 100 Acres splendid fertile Country, 35 acres under cultivation, including 10 acres of income, a variety of fruit trees and large garden. The ground is subdivided and fenced, Permanent water supply, 11 cows, 7 young stock, 3 horses and 30 pigs. The dwelling contains 6 well erected rooms with kitchen and outbuildings. Full equipment of harness, wagons, and machinery.

AS A GOING CONCERN.
£1,300.

'See RAY WHITE about it.'
RAY WHITE,
 AUCTIONEER,
 CROW'S NEST.

FOR SALE-TO LET.

WAITING FOR YOU

THESE BARGAINS AWAIT YOU.

A1 FRUIT FARM.—Sited in Nambour, 11 acres, 11 acres pines, 6 acres bananas, 200 citrus fruits, 12 orange, 12 paw paws, 12 mangoes, and other fruit trees; 1 roomed House, fenced, watered. Falling health reason sale. Cost £725. ESTE. RAY WHITE, Auctioneer, Crow's Nest.

A1 SCRUB SOIL.—160 Acres, finest red scrub soil in Queensland; 4 roomed House, 10 acres ready plough; 30 acres felled, watered by bore. Near Yarraman Creek railway. £200 deposit, 10 years terms at 6 per cent. Bargain. £1900. RAY WHITE, Auctioneer, Crow's Nest.

A1 GOING CONCERN.—184 Acres, highly improved farm, 4 miles from rail. Lovely home, scrub soil, watered, tip-top working plant; 70 head cattle, 7 horses, 60 pigs. Walk in, walk out. Stand been inspection. Good terms can be arranged. Write for full particulars. £3/6 per Acre. RAY WHITE, Auctioneer, Crow's Nest.

RAY WHITE,
 AUCTIONEER,
 CROW'S NEST.
 PHONE 1, BOX 1.

His Name. His Values.

Ray White, the young man, opened his own business in a tiny settlement of Crows Nest in 1902.

The Ray White story is defined in our publication 'His Name. His Values'.

A humble beginning. In an old shed on a railway siding in the smallest of country towns.

Yet it prospered. It grew. It relocated. Ray added services. Most importantly, he created a business his family took pride in. A pride reflected in a determination to keep testing its potential.

Forever expanding with new members and new services.

Ray's philosophy was simple and enduring. He and his subsequent leaders had a basic text for everything they did and do.

An overwhelming desire to bring benefits to whom they transacted business with and to all those that trusted their careers to the 'Ray White' name.

Read the full story at raywhitegroup.com.

This is the start of your Ray White journey.