

**THE ADVISER'S**  
**ELITE BUSINESS WRITERS 2010**  
 TOP 50 LIST CONTINUED

RANK	BROKER DETAILS		RESIDENTIAL MORTGAGES WRITTEN				OTHER BUSINESS WRITTEN			TOTAL VOLUME	CHANGE FROM LAST YEAR	
	NAME	COMPANY	VOLUME	NO. OF DEALS	AVERAGE LOAN SIZE	% OF TOTAL BUSINESS	% THAT INCLUDED CROSS SELL	INSURANCE VOLUME	OTHER FINANCE VOLUME			TOTAL OTHER FINANCE
26	Paul Shahinian	Econ Financial Services	52,000,000	142	366,197.18	74%	53%	150,000	18,500,000	18,650,000	70,650,000	NEW
27	Brett Amos	Seven Point finance	69,141,000	248	278,794.35	100%	18%	–	200,000	200,000	69,341,000	Down
28	Jamil Allouche	Loan Market	42,000,000	161	260,869.57	62%	16%	26,000,000	–	26,000,000	68,000,000	NEW
29	Aaron Grofski	Aussie	52,274,010	147	355,605.51	79%	27%	14,284,000	–	14,284,000	66,558,010	NEW
30	Jeff Hart	Club FS (Unley)	62,084,788	289	214,826.26	96%	28%	2,500,000	–	2,500,000	64,584,788	Same as last year
31	Mike Buchecker	Aussie	51,996,814	162	320,967.99	83%	70%	10,565,450	–	10,565,450	62,562,264	Up 13 places
32	Steve Marshall	The Loan Arranger	57,108,172	256	223,078.80	97%	100%	–	1,897,000	1,897,000	59,005,172	Down
33	Paul Bieg	Club FS (Norwood)	46,433,703	197	235,704.08	79%	10%	12,000,000	–	12,000,000	58,433,703	NEW
34	Vic Giannakis	Better Choice Mortgage Services	58,278,723	164	355,358.07	100%	6%	–	–	–	58,278,723	NEW
35	Richard Taylor	Taylored Financial Services	47,525,824	188	252,796.94	82%	27%	6,640,100	3,856,500	10,496,600	58,022,424	Down
36	William Mangafas	Aussie	53,755,393	166	323,827.67	94%	78%	3,634,196	–	3,634,196	57,389,589	NEW
37	Jon Somers	Aussie	55,566,148	119	466,942.42	99%	9%	395,000	–	395,000	55,961,148	NEW
38	Xavier Quenon	Go Mortgage Corporation	54,442,960	144	378,076.11	100%	0%	–	65,400	65,400	54,508,360	NEW
39	Anthony Ciavarella	Aussie	54,434,115	147	370,300.10	100%	0%	–	–	–	54,434,115	NEW
40	Mario Borg	Mortgage Achievers	53,740,687	164	327,687.12	100%	0%	–	–	–	53,740,687	Down
41	David Pringle	Aussie	53,603,229	152	352,652.82	100%	79%	–	–	–	53,603,229	NEW
42	Sally Whitworth	Acceptance Finance	40,266,839	128	314,584.68	76%	47%	11,770,000	1,158,000	12,928,000	53,194,839	NEW
43	Max Ivanoff	Mortgage Fair	51,878,406	130	399,064.66	99%	65%	–	277,000	277,000	52,155,406	NEW
44	Anita Marshall	Advanced Finance Solutions	32,941,241	123	267,814.97	63%	77%	19,200,000	–	19,200,000	52,141,241	Down
45	David Brell	Smartmove	50,695,685	75	675,942.47	98%	0%	–	1,200,000	1,200,000	51,895,685	Down
46	Trevor Ryan	Aussie	49,081,861	197	249,146.50	97%	25%	1,231,700	70,974	1,302,674	50,384,535	NEW
47	Serge Scecik	Aussie (Dee Why and Balgowlah)	49,429,000	126	392,293.65	100%	8%	–	–	–	49,429,000	Down
48	Michael Kemp	Aussie	46,765,814	146	320,313.79	95%	55%	2,239,418	57,263	2,296,681	49,062,495	NEW
49	Justin Bird	Westminster National	37,000,000	100	370,000.00	76%	50%	–	12,000,000	12,000,000	49,000,000	Down
50	Clinton Waters	More Rosh and Waters	47,802,000	108	442,611.11	98%	28%	–	1,000,000	1,000,000	48,802,000	NEW