

## An ideal alliance.

**Werner Watzdorf and Don McLeod, from McLeod Watzdorf Financial Planning, talk about their successful partnership with Alliance.**

“We’ve been part of the Mortgage Alliance for more than two years and it’s allowed us to grow our business by providing a more comprehensive range of services for our clients.

As a financial planner you build a trusted relationship with your clients and introducing a third party can involve a leap of faith. The great thing about Chris Hill and the Mortgage Alliance team at BankSA is the absolute trust we can confidently place in them.

The team care for our customers just as much as we do and always provide exceptionally professional and efficient service. It also helps to be dealing with a respected bank and credible lender like BankSA.

Normally, if our initial meeting with a client highlights opportunities such as early repayment of mortgages, gearing, or debt recycling, we will call Chris and then leave it up to the bank.

BankSA then sets up a meeting with our client and we’ll also attend. They talk about the loan products and services that meet the needs of the client – we’re just



*Don McLeod and Werner Watzdorf.*

there to ensure it all goes smoothly. After the meeting we can always rest assured any follow-up paper work is underway and the bank will give us a call when it’s all in place.

Mortgage Alliance has proved to be a real asset for our clients and an important extension of our business.”

## Lender profile.

Chris Hill is a Lending Manager with Mortgage Alliance and has been part of the BankSA team for seven years. Initially a Branch Manager, Chris then expanded into residential lending, which quickly became his specialty. His lending experience in both South Australia and the Northern Territory has equipped him with a wealth of lending knowledge to assist your customers in finding solutions to meet their financial needs.

To contact Chris, simply call him on 8357 7124, 0412 159 547, email [hillc@banksa.com.au](mailto:hillc@banksa.com.au) or drop into BankSA Unley Branch at 165 Unley Road, Unley.

