

SIMONE KENNEDY

SENIOR CLIENT MANAGER

Simone is a qualified Credit Representative who joined Mike Phipps Finance in 2021, bringing with her a Certificate III in Finance and Mortgage Brokering. Since then, she has undertaken further study to complete a Diploma in Finance and Mortgage Brokering and a Diploma in Community Justice Services. Simone is now a Commissioner for Declarations, a Credit Representative and a member of the Mortgage and Finance Association of Australia (MFAA).

In her role, Simone is dedicated to offering a personalized experience to each client, guiding them through every stage of the application process up to settlement. She works closely with senior brokers Paul, Cameron, and Joshua to ensure that every client's unique needs are met and that the service provided is tailored to their specific requirements.

What do you like to do in your spare time?

I firmly believe there is a correlation between exercise, nature and mental health. If I'm not reading a book by the sea on a weekend, you'll typically find me running along Noosa River, hiking up Mount Coolum or at the gym. I am quite spontaneous, it wouldn't be out of character for my attendance to be requested by a friend for a random activity that has popped up nearby.

CONTACT

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Why do you recommend using a Finance Broker when applying for a loan?

Using a finance broker can significantly simplify and streamline the lending process. Brokers possess in-depth knowledge of the lending market and have access to a broad range of resources, allowing them to identify the most suitable financial products for your specific needs. Each individual has a different range of knowledge when it comes to finance and frankly it can be intimidating if you are not exposed to the industry on a regular basis. Brokers are dedicated to guiding you through the process, tailored to your comfort level and existing knowledge. Additionally, I understand the supporting documents process can be onerous as lenders are required to comply with strict Government regulations. I take satisfaction in helping clients navigate this part of the application and ensuring the process is as smooth as possible.

What is your best piece of advice for clients who are new to the accommodation industry?

To ensure a smooth and informed purchasing process, it's crucial to engage a specialized team with expertise in the industry. This team can support you throughout every stage—from researching each asset before purchase to managing the settlement and beyond. Engaging a knowledgeable industry agent (if applicable), accountant and solicitor can not only save you time and energy but also potentially reduce costs. Experienced professionals are well-versed in historical factors that could present challenges, such as issues related to Gallery Vie, as well as current concerns like recent amendments by local Councils regarding Short-Stay Letting licensing.

What is your favourite thing about working at Mike Phipps Finance?

My colleagues. It is a rarity to have such a cohesive and positive team to work with on a daily basis, something I absolutely don't take for granted. Our roles can be quite serious for the majority of the time and we all value having a laugh in the spare moments. We regularly partake in social activities together and hold a 'family lunch' once a week to maintain that connection. If there is an issue on any transaction, it's not uncommon to huddle and brainstorm a solution together which provides the clients access to not only one person but an entire team for support if needed.

Industry finance specialists with over 80 years combined experience.