

Everyone on the Goldenwater team believes in the concept of “teaching someone to fish”. Helping people access their own power by learning to control their own financial destiny is why we get up in the morning. Financing a purchase—whether it’s a business, a home, or another type of investment—is only a small part of a broader financial picture. It can also be hugely complex to navigate, and stay on top of quarter-to-quarter and year-to-year.

There aren’t too many businesses like ours in the market at the moment, and while that may give us some exclusivity, we know we can help even more people if we share our knowledge, and our outlook, to become a positive influence for change in the wider industry. As a first step towards this goal, we have established mentoring and coaching programs for industry professionals and prospective business owners, as well as business learning for our commercial clients. We also host workshops for individuals and families who want to learn how to invest and manage their money better.

PERSONAL FINANCIAL MANAGEMENT

A lot of people feel out of their depth when dealing with money, but it’s a necessary skill if we want to achieve our financial goals. Goldenwater offers regular invitational workshops and information events for our private clients, covering topics like:

- + creating an effective budget
- + planning for an investment or important purchase
- + buying your first home
- + buying your first business.

BROKERAGE & FINANCIAL PROFESSIONAL MENTORING

Goldenwater gives you the support and guidance you need to take your business to the next level, whether you’ve been running your brokerage business for a few years, or a few months. Our 24-month Brokerage Mentoring Program includes:

- + an initial one-on-one consult with Penny, where we’ll build an understanding of where you are now, and where you want to be
- + weekly face-to-face coaching with Goldenwater’s resident expert in your field, as well as on-call support
- + market updates and training
- + access to our exclusive network of industry and commercial influencers.

Goldenwater’s Brokerage Mentoring Program comprises four stages.

Stage 1—Getting Started (3 months)

The first stage covers critical elements to getting your business set up right, including planning, management, regulatory requirements, marketing, and sales.

Stage 2—Technical Skills (10 months)

We’ll develop your skills in areas such as basic loan structuring, compliance and risk, different types of specific loans, and how to manage more complex structures.

Stage 3—Advanced Skills (8 months)

In Stage 3, we’ll build business improvement skills such as goal setting, business finance, building your team, and generating business.

Stage 4—Moving Forward (3 months)

The final stage is crucial to consolidate your learning and launch your success. We’ll introduce you to industry functions and networks, help you refine existing strategies, and customise your ongoing support program.

