

MEMBER PROFILE: GARTH ELLIS



Garth Ellis

HOW I CAME TO BE A MORTGAGE BROKER

After growing up in Victoria, B.C., I transferred to and ultimately graduated from the University of Saskatchewan. After graduation I moved to Vancouver to become a stock broker. In the process of finalizing my securities course I bumped into an old University colleague, who was a mortgage broker at the time. The meeting with this acquaintance inspired me to challenge the B.C. mortgage broker exam and I was licensed to do business 4 months later, in March 1995.

WHAT TYPE OF BUSINESS DO I DO?

99% A Business, 100% Residential

QUALITIES THAT MAKE FOR A SUCCESSFUL MORTGAGE BROKER

I find the most inspiring aspect of my career is the opportunity to be creative through finding new and innovative ways to grow my business.

A natural result of engaging in this process is the ability for every employee in our firm to become more efficient and strive to achieve the greatest return on their time possible.

BIGGEST CHANGE THAT I HAVE SEEN IN THE INDUSTRY

The general movement from fragmentation to the amalgamation of organizations in all corners of the industry, including lenders, mortgage brokers and even industry associations.

WHAT DO I FIND IMPORTANT ABOUT THE MBABC?

Most significant is the focus of the MBABC on core values such as: seeking to elevate the status of brokers in the eyes of the general public and serving to accelerate and enhance the careers of new and experienced brokers alike.

WHERE DO I SEE THE FUTURE OF THE INDUSTRY?

Mortgage brokers will continue to gain market share and further distance themselves as the preferred choice for the average Canadian consumer to obtain the mortgage that best suits their needs.

PROFESSIONAL AND PERSONAL ACCOMPLISHMENTS

I have been an active member of the MBABC for over ten years. I enjoyed serving on the Education, Awards and Conference Committees as well as Chairing the Membership Committee for the last two years. I am also proud of my contribution to the original drafting of the AIC post licensing course.

I have been involved in the Canadian Association of Accredited Mortgage Professionals (CAAMP) for over a decade as well. In February 2007 I was awarded the recipient of the inaugural Canadian Mortgage Professional "Broker of the Year" award.

In my personal life, my wife and I are the proud parents of Sidney 6 and Mason 4.

LAST BOOK READ

Built to Last by James C. Collins and Jerry I. Porras ■

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Thank you!



The 3rd annual charity hockey tournament, supporting Canuck Place, again was a fantastic event! There were four full teams of brokers and lenders, and another 60 fans attending the festivities! During the day and evening, fun was had by all, and over \$14,000 was raised! Some of the highlights included:

- The infamous shootout duel between Dan Hewitt and Tony Spagnuolo!
- The Surprising loss by the overwhelming favorite 94' Canuck team led by Gabe Hoffart!
- The 2nd tournament win by the Vintage Canucks led by Ray Macklem!

And most importantly, thank you to all the sponsors, players, fans, and volunteers for making the tournament such a success!

See you in 2008!

*Gabe Hoffart 2007
Tournament Organizer*