That’s how we describe our plans for 2015, and this includes our Connective Learning Program. We think 2014 was a stellar year, culminating with our very first overseas Connective Conference held in Fiji. For 2015, we have even more in store for you.

Our aim is to help you grow your network, provide quality professional development opportunities and present multiple pathways for you to engage in our learning Program.

What can you expect for the year ahead?
As always, we have our BIG 5 Events including Professional Development Days, a revamped Lender Expo and of course, our Connective Conference 2015.

We also have many other learning engagement opportunities such as monthly Networking Breakfasts, Connective Round Tables will make a return, along with regular training workshops, webinars, more online content and we are introducing new state-based Awards Presentations.

2015 is going to be bigger and better. With all we have lined up for you throughout the year, we know there is going to be something for everyone.
CONNECTIVE CONFERENCE 2015

Connective Conference is the corner stone event in the Connective Learning Program. Always held in a fabulous location, we help you escape the daily grind and get yourself in the mindset to broaden your knowledge, have a few laughs and take home a truly memorable experience.

With many Keynote Presenters on the agenda, from all walks of life, coupled with a professional and fun Lender Expo and of course, plenty of networking time, our Connective Conference provides you, the opportunity to build many new connections.

View some of the photos from Connective Conference 2014 to get a taste for what’s in store this year: voyage.connective.com.au or check out the video: voyage.connective.com.au/video

At a glance
• One brilliant Connective Conference per year
• Outstanding Keynote Presenters
• 11 CPD Hours*
• Limited places – book early to avoid disappointment
• Beautiful location.

*CPD value based on 2014 and may vary.
PROFESSIONAL DEVELOPMENT DAYS

*Our Professional Development Days provide you with important industry information to stay ahead of the pack. With three Professional Development Days scheduled for 2015, you will get to hear from outstanding Keynote Presenters, network with lender partners and brokers, and gain tangible insights you can take back to your business and implement!*

Each PD Day in 2015 will have a different focus, to ensure we are covering all aspects important to mortgage brokers. That being said, at each PD Day, we will deliver:

- Inspirational and educational sessions with our Keynote Presenters.
- Valuable updates from Connective about how we are tracking as a group, and what this means for you. You will also enjoy business tips and tricks on our other services including Mercury, Compliance, Connective Home Loans, Connective Plant & Equipment and My Marketing.
- Great networking opportunities over our complimentary morning tea and lunch, and
- Industry news, invaluable property market intelligence and important economic data.

*At a glance:*
- ½ day session
- 3 CPD Hours*
- 3 events per year in each state
- Special guest speakers and presenters
- Stimulating presentations to get you thinking.

* CPD value based on 2014 figures and may vary.
LENDER EXPO

This year, we’re mixing things up at the Lender Expo!

A key part of the Connective Learning Program is to bring together our member brokers and our lender partners. The Connective Lender Expo Day is key to this aim, and provides a valuable opportunity for lenders and brokers to make connections, exchange knowledge and share important industry insights.

Our Lender Expo delivers the unique opportunity to get the latest information on new products, be informed about industry changes and meet new lender partners.

In 2015 we are making some great improvements to our Lender Expo Day which will benefit both our members and lender partners – meaning you get more out of the day! This year you can look forward to succinct presentations, panel discussions, Expo booths and more! Most importantly, we are incorporating additional opportunities for you to get face to face with more brokers and lenders.

At a glance:

- Lender presentations
- Lender and broker networking
- Keep up to date with changes to policy and offers
- Great networking lunch
- Expo booths for lenders
- 3 CPD Hours*.

* CPD value based on 2014 figures and may vary.
NETWORKING BREAKFASTS

As many of you know, we love any excuse to catch up with you, and what better reason than breakfast?

Our monthly Networking Breakfasts provide you with unique opportunities to meet with industry peers and lender partners in an informal setting, so you can establish the personal relationships required to achieve better business outcomes and facilitate your success.

These relaxed breakfasts, held in various locations across your state, give you the opportunity to chat about best business practice, discuss challenges and trends you are seeing in the industry or just spend some time out of the office to clear your mind.

There are no presentations and no formal schedules – you’ll interact with colleagues and lender partners one-on-one to share tips and kick off the day in style.

At a glance:
- Monthly in all states
- Delicious complimentary breakfast – order whatever takes your fancy!
- Relaxed setting, allowing optimal networking opportunities
- Two breakfasts in NSW to support our dispersed membership
- 1 CPD Hours* per Networking Breakfast.

* CPD value based on 2014 figures and may vary.
Delicious meal. Energetic discussion and debate. Build strong connections.

Sound inviting? Connective Round Tables are our exclusive invitation only events connecting our top loan writers with Platinum Sponsors and Connective principals. These popular events facilitate productive working relationships for better business outcomes, providing the opportunity to formulate strong ties and valuable, long-lasting relationships. Each Connective Round Table event is limited to one Lender Sponsor Guest, delivering a forum to discuss key topics and to take your business to the next level.

In 2015 we are continuing to develop these events, which may also include cocktail functions, working brunches, dinner meetings and other evening events.

At a glance:
- Lender Sponsor Guests (Platinum Sponsors Only)
- Network and socialise with an important lender partner
- Great food and vigorous discussion
- By invitation only
- 3 CPD Hours*

* CPD value based on 2014 figures and may vary.
You have so many competing demand on your time. Sometimes it can be hard to get out of the office to attend learning opportunities. That is where our webinars come in!

Our webinars offer a time-efficient method of bringing important learning modules to you, along with the convenience of participating in vital industry training from the comfort of your own office or home.

Connective Webinars deliver comprehensive training on a wide range of subjects including:

✓ Mercury
✓ Compliance
✓ Marketing tips and tricks
✓ Lender information
✓ Business process improvements, and more!

In 2015, we’re adding to our online learning opportunities by providing regular best practice business coaching via our Online Academy. These online modules, delivered regularly, and also recorded for those who can’t make it, will provide evidence of best practice and what this means for your business. You will leave each Online Academy session with real tips, ideas and processes you can easily implement in your own business!

At a glance:

• New for 2015: Online Academy business coaching
• Learn from the comfort of your office or home
• Requires nothing more than an internet connection
• Easy online bookings
• CPD Hours* for each webinar you attend.

* Minimum CPD 0.5.
Connective TV
Our video resource, Connective TV was created as a fast and entertaining way to keep you up to date with industry news and product information. Connective TV is produced weekly in-house by the Connective Marketing Team and emailed to you every Monday. It includes all the very latest product updates, special offers and promotions from our lender partners along with fantastic live interviews with lenders and other key industry professionals. Check out Connective TV at www.youtube.com/Connectiveaus.

Connective Wiki
Connective Wiki places everything you need to know about anything Connective at your fingertips. A ‘how to’ guide for all your Connective queries, you can simply type your question into the search bar and Connective Wiki will deliver related answers right away. Connective Wiki covers articles on everything from how to use Mercury, what events are coming up under Learning & Events, My Marketing, Accreditations, Products, Compliance and much more. If you have a question about Connective – come here to get the answer! Simply visit wiki.connective.com.au

Connective MAG
Connective Mag is your one stop info hub to help you stay on top and in touch with news from the broking community and happenings at Connective. Updated monthly and featuring all the latest news and insights for mortgage brokers, our aim is to provide interesting articles that add value to your business. From marketing tips, new Connective staff appointments, to broker profiles, this monthly online magazine is a great resource for your business. See our latest online publication here: mag.connective.com.au

News.Connective
Get the latest information from our lender partners from one easy-to-use website. Visit news.connective.com.au daily to find out all the latest product information, special offers, interest rates and more. The site is updated daily from information provided directly by the lenders, so you can find what you need to know without delay. See our website news.connective.com.au.

Online Compliance Modules
As part of our commitment to your compliance support, we provide you with access to online learning modules, free of charge. We have implemented various online compliance learning modules which add true value to your business, that you can access whenever and wherever it suits you. These modules educate and raise awareness for all of your employees, resulting in best practice processes, and above all else, the protection of your business integrity. At the end of the learning modules, assess your knowledge by completing the test! For more information visit www.connective.com.au/support/compliance.

State based Award Functions
In 2015 we are introducing a new event. In each state we will be running end of year Award Functions. These may be luncheons, cocktail functions or a dinner, but whatever the format, the aim is to acknowledge your achievements in your local community. We’re really excited about this new initiative, so keep an eye out for the award criteria and event details.