

LINK™

# YEARBOOK 2023

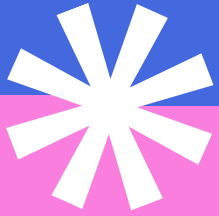
EMPOWERING POSITIVE CHANGE

# OUR EPIC! LEADERS



BRAD, HUGH, JAMES & CHRIS





**2023 WAS A TOUGH YEAR FOR MOST AS THE ECONOMY SLOWED, BUT THE LINK JUGGERNAUT JUST KEPT POWERING FORWARD.**

The difference between us and the rest?  
**Our relationships.**

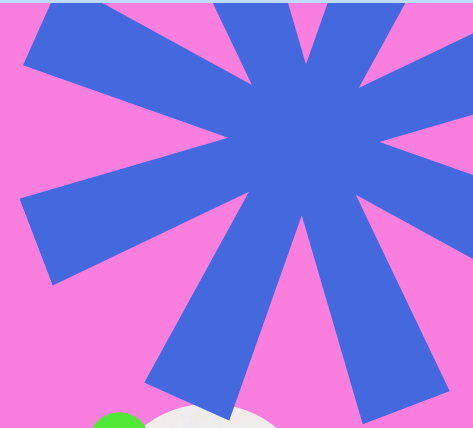
The relationships we share with our clients. We celebrate and share in their wins, and they lean on us when they're doing it tough.

The relationships we have with our referral partners, as we cultivate a network outside LINK that we can trust to provide the same level of service that we do.

Most importantly however, it's the professional relationships we have with our colleagues at LINK. The LINK team encourages and creates a safe space for those who want to stand up, push themselves and have a crack. It's there for our team when they're hurting and need help to get back to their best. It creates warmth for those new hires joining our fold, who feel like they've finally found their home.

You should be proud of the relationships you have.  
**They are the difference.**



CLASS OF  
2023

**JAMES WEBB**  
DIRECTOR



**SIMON BURKE**  
BUSINESS DEVELOPMENT



**DEWAN BROOKES**  
BUSINESS DEVELOPMENT



**FRANKLIN MERCADO**  
CLIENT SERVICES



**MARIAH CLARKSON**  
EXECUTIVE ASSISTANT



**NATHAN PHENGGRASMY**  
TEAM ASSISTANT



**RHONDA BURTON**  
PRACTICE MANAGER



**BELLA AQUINO**  
TEAM ASSISTANT



**JUAN TRONCOSO**  
PROJECTS



**FRANCE GONZALES**  
REGISTRATION ASSISTANT



**MARIE ESPESO**  
REGISTRATION ASSISTANT



**HUGH DELLIT**  
DIRECTOR



**CALLUM HOWARTH**  
LOAN MANAGER



**STEPHANY GERZON**  
LOAN MANAGER



**CHRIS TINTA**  
DIRECTOR



**ELLE GREEN**  
ASSOCIATE CLIENT ADVISOR



**ALE HURTADO**  
CLIENT ADVISOR



**ANDREW FERNANDES**  
CLIENT ADVISOR



**ANGIE ZHANG**  
CLIENT ADVISOR



**BERNA LYN SALUNGA**  
CLIENT ADVISOR



**EDEN DE GUZMAN**  
CLIENT ADVISOR



**JANET SALVADOR**  
CLIENT ADVISOR



**LINH DO**  
CLIENT ADVISOR



**LOU NUQUI**  
CLIENT ADVISOR



**MICHELLE DEHLEN**  
CLIENT ADVISOR



**MJ QUIAMBAO**  
CLIENT ADVISOR



**RU MCKINNON**  
CLIENT ADVISOR



**LWIN TUE**  
TEAM LEADER



**BIBIANA HERMANN**  
CLIENT MANAGER



**EMMA WARREN**  
CLIENT MANAGER



**ALENA THWE**  
CLIENT MANAGER



**SANDY MYINT**  
CLIENT MANAGER



**SHARLENE BANAL**  
CLIENT MANAGER



**BRAD MINHINNICK**  
DIRECTOR



**LILLY TICHBORNE**  
PROPERTY MANAGER



**HELEN STUMP**  
CREATIVE LEAD



**ARDIAN BERISHA**  
DESIGN & DEVELOPMENT



**HAZEL ANTHONY**  
DIGITAL ARCHITECT



**JADE MACBETH**  
COPYWRITER



**MALOU SIAROT**  
TEAM ASSISTANT



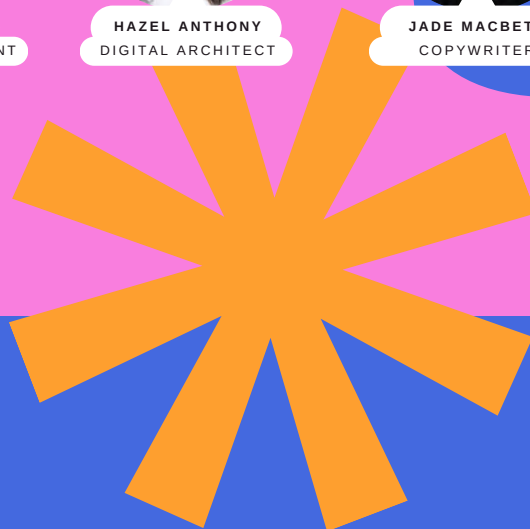
**OLIVER HILDEBRAND**  
COPYWRITER



**ALEX GLUCINA**  
DIGITAL ADVISOR



**ROD MORFE**  
SEARCH SPECIALIST



**SAY HELLO TO OUR  
NEW TEAM MEMBERS!**



**EPIC YEARS WITH LINK!**



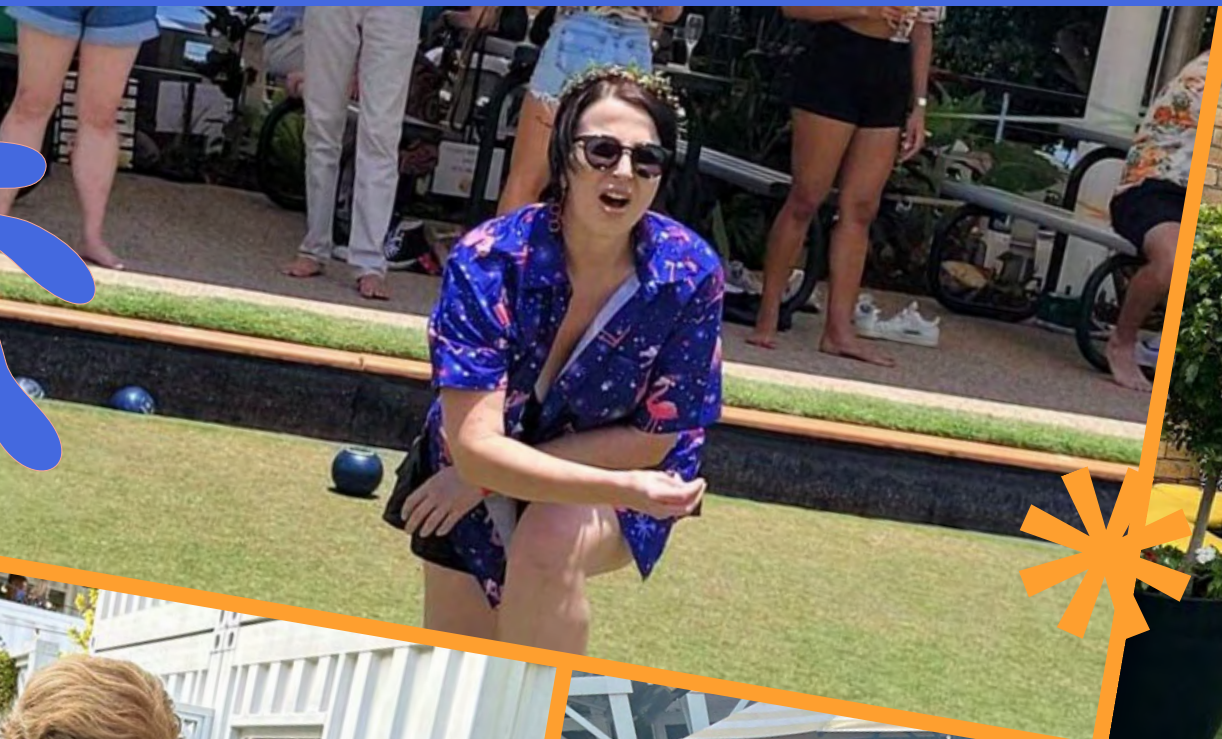
# 2022 CHRISTMAS PARTY

## MERTHYR BOWLS CLUB

This year we changed things up. Dressed in our best party shirts, we hit Merthyr Bowls Club for a day of lawn bowls. Being the competitive bunch that we are, we sorted into teams and bowled until our arms were sore and we were dying of heat exhaustion. To finish a day of activities, we hit up Summa House for an afternoon of cold bevs and a couple games of table tennis. Thank you to our 4 directors for the Kubb set + Sheridan Beach towel!!









# WHISKY BUSINESS

## FIGHTING PROFESSIONAL LONELINESS

Whisky Business was created in 2022 as an outlet for James' passion for supporting business owners. The concept is to have a safe space, where members can open up about the successes and failures of their business, seek emotional support and see that they're not alone!

The event continues to gain momentum, with 2023 seeing 2 new events being run, both to max capacity. The feedback has been great, and it's been refreshing being able to provide a networking event that goes deeper than the usual referral only approach.

Little Big House owner Jay Jay hosted the first event, with a whisky tasting session. What a blast! The second event was held at Southside Restaurant adding a new level of opulence and comfort.

James looks forward to pushing the event next year and having a continual positive impact on the members. We're super proud of this and are keen to see how far we can take it in 2024!



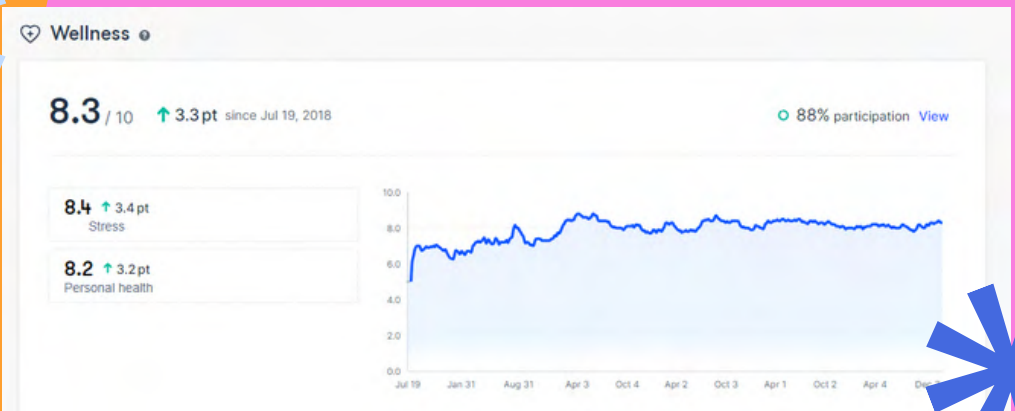
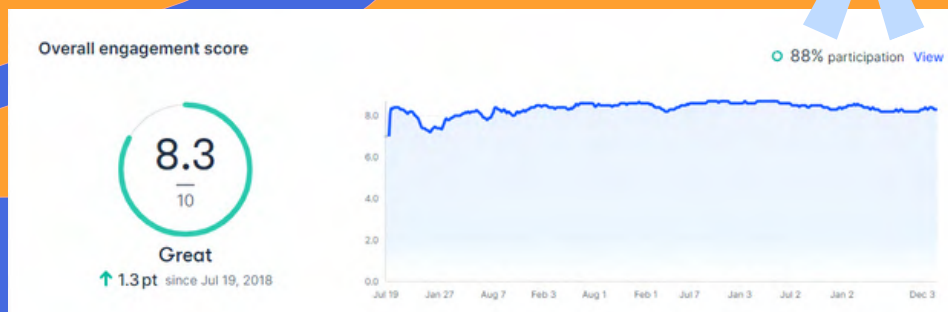
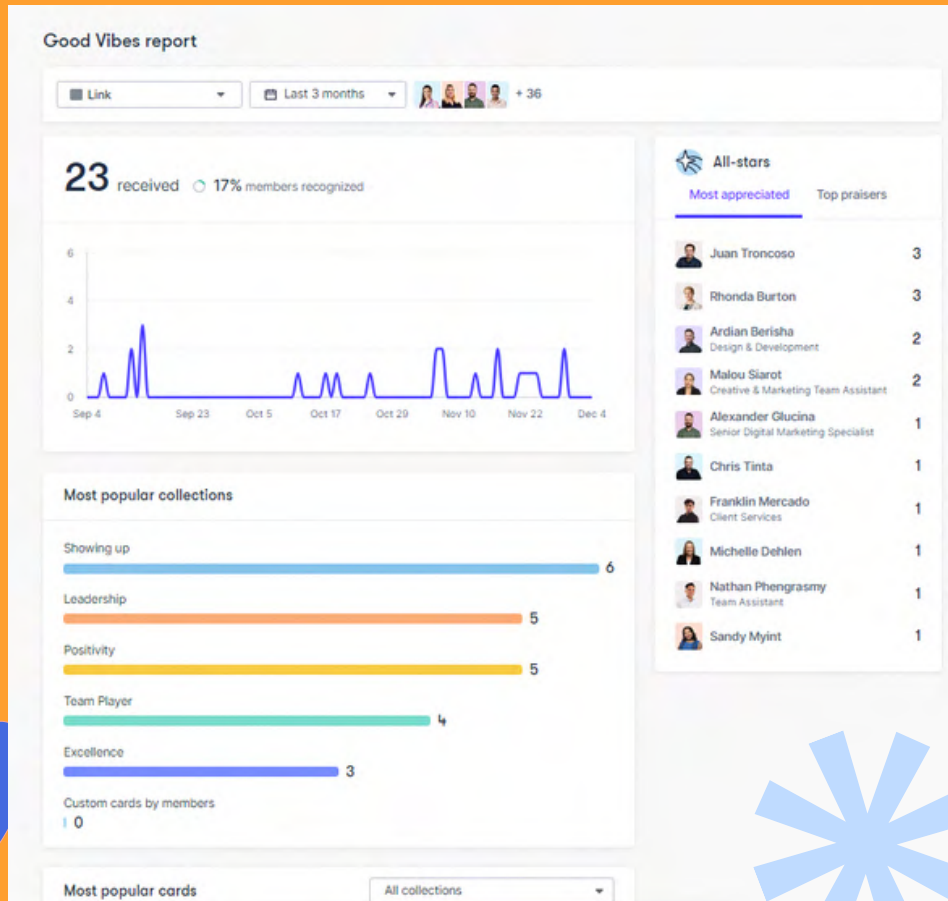






# A HAPPY PLACE TO WORK

At LINK, we use OfficeVibe to gain insights into how our team are feeling and to help us identify what we are doing well along with what we could be doing better.

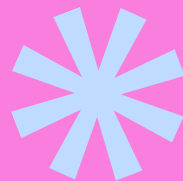




# AUSTRALIA DAY BBQ!

In true LINK tradition, we celebrated our Annual and last office BBQ for Australia Day! (You can thank James for not cleaning the BBQ, resulting in temporarily saying goodbye to the BBQ).

In saying that, thank you James for always cooking an epic feed for us!



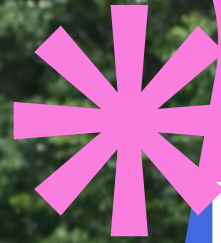


# LADIES...

Oh yes it's ladies night and the feeling's right!  
This year we celebrated not one, but TWO ladies nights!  
Our Annual dinner for International Women's Day was held  
at Dirty Sultan where we danced the night away & the most  
recent at Funny Funny and karaoke! Who knew we had  
such a talented team of singers! **Yeah the girls!**







# FAMILY DAY

**Our first big event of the Year for 2023!**

With Family Day being a huge success last year, we headed to the park in West End for a day of food, fun and of course family! LINK Family Day wouldn't be the same without lots of baby cuddles and crazy children running a muck, but that's what this event is all about!

Look at all these cuties - don't they just make your hearts melt!?













# ANNUAL RETREAT

This year, we held the annual LINK Retreat at Spicers Maleny. These lucky few legends spent an entire weekend bonding over morning yoga sessions, swims in the waterfalls but most importantly, passionate and open conversations about LINK's future and long term plans.

Let's not forget about that mystery murder game where we found out Jade was the next Sherlock Holmes!















# FRANKLIN & YSMAEL

VISIT AUSTRALIA



Always a highlight of our year at LINK! This year Franklin was able to guide Ysmael around Brisbane and show him what we had to offer! We took them to scenic sights, popular tourist attractions and of course all the epic restaurants Brisbane are known for!





This year the Brisbane team participated in the Biggest Morning Tea to help raise money and awareness for those impacted by cancer. Not only did we spend the morning filling our tummy's with delicious baked goods, but as a collective, we raised \$645!

# BIGGEST MORNING TEA!





# EOFY

Our Annual EOFY Party is always an event we look forward to! In true LINK fashion, we dressed to impress and headed to Soko Rooftop for celebrations.

Despite the cold wind, we danced the night away to Peruvian beats and watched a fire twirler do some pretty epic tricks.

Post party, who could forget the part where Ru was denied access into the Jubilee beacuse she wasn't wearing shoes! It wasn't the fact she had a few too many wines. We love you Ru!













# XEROCON

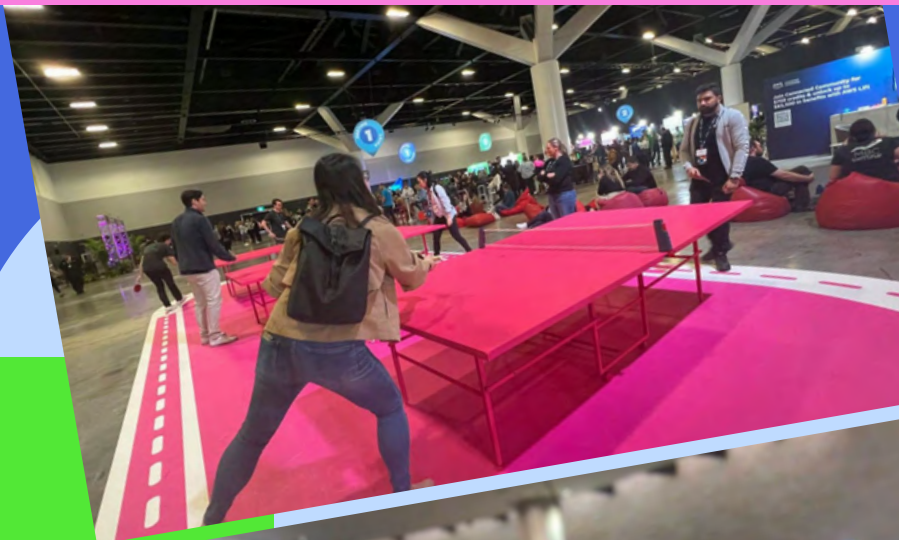
## SYDNEY



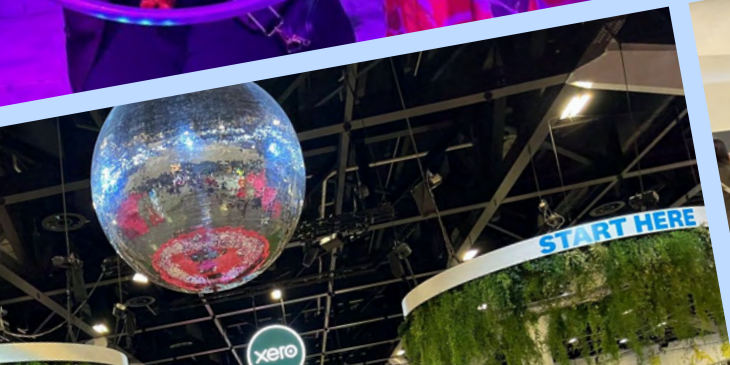
This year, the LA + LB Teams jet set once again to Sydney for Xerocon 2023!

Over 2 days, the teams participated in many interactive and informative sessions, ending each day with family dinners in Darling Harbour.

We can confirm they leveled up the food and the entertainment at the Wrap Party, with Sneaky Sound System being the main act! How cool!









# GOLF DAY!

A sunny day spent on the green amongst some pro golfers and not so pro golfers... And yes, of course we dressed up in our finest golfing attire!

We headed to Bulimba Golf Club where we put our skills to the test with Dewan being crowned LINK'S Pro Golfer champion!











# INTERNATIONAL FOOD DAY



International Food Day has always been a popular tradition here at LINK, an opportunity to broaden our palates, try new dishes, and immerse ourselves in the unique tastes and aromas that define our different cultures.

This year we had an array of delicious dishes and can you believe the perfect amount - no wastage! after 5 years of doing this, we have finally mastered the right amount of food.  
**Go team!**









# TENNIS DAY

LINK Tennis Day was a major grand slam! With most staff having never held a tennis racket, we pulled it together and gave it a good crack! With Brad and Huggy completely owning their 80's inspired tennis outfits, they also won the tournament!

Watch out Rafael Nadal, the boys are coming in hot!











# PHILIPPINES TRIP

This year, Chris and James travelled to Manila to meet up with the PH team. Franklin coordinated the PH members to drive and fly into Manila where they showed Chris and James the sights, tastes and smells... and Chris and James tried to become accustomed to 'Filipino time'. The boodle fight was a highlight, as were the ice cold San Migs.

Special thanks for Janet for lending Chris her portable fan on a super hot day.

**We can't wait to visit next year.**









# OUR PHILIPPINE FAMILY

**PANGASINAN**



BELLA

**CEBU**



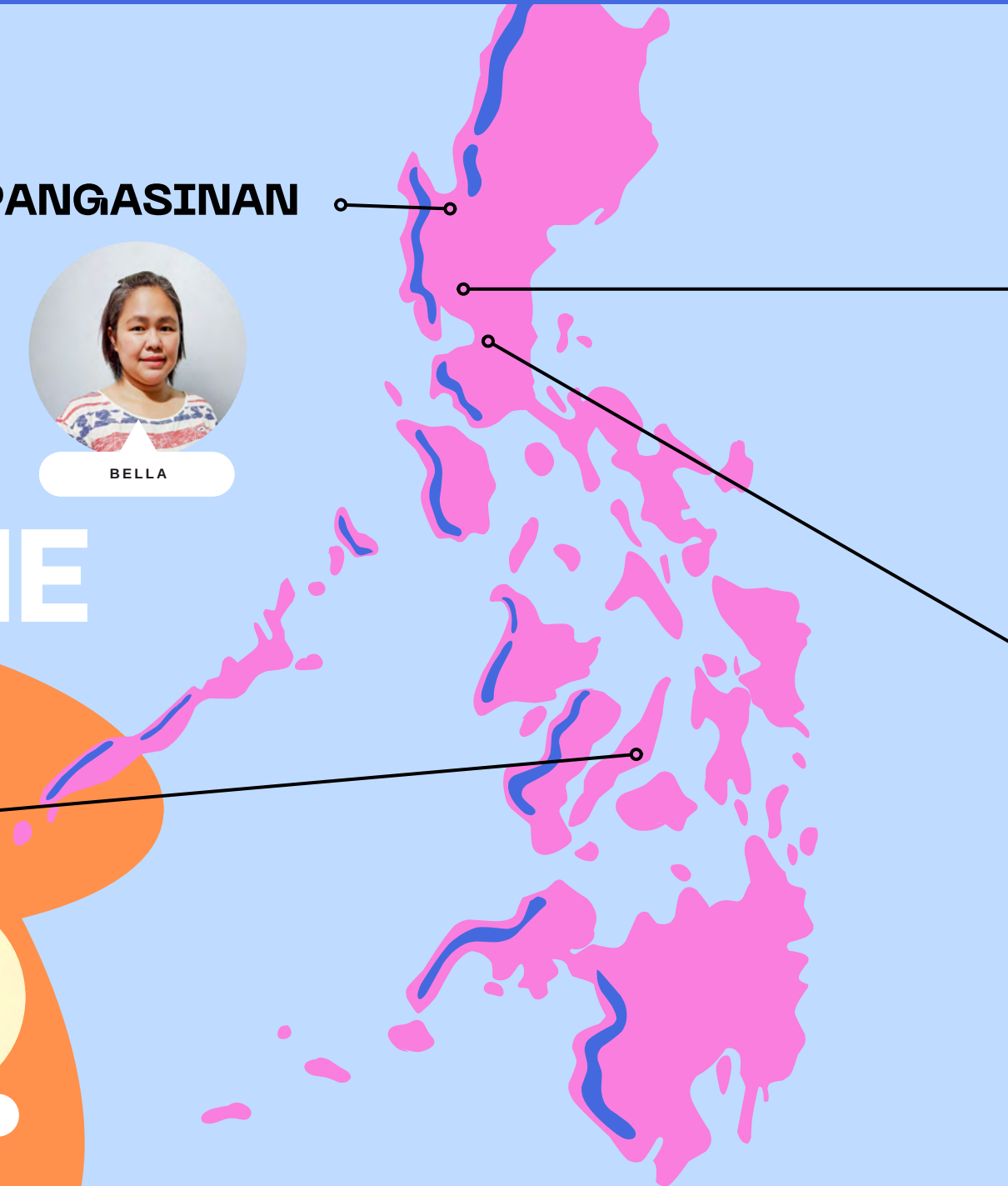
MALOU



FRANKLIN



STEPHANY





## PAMPANGA



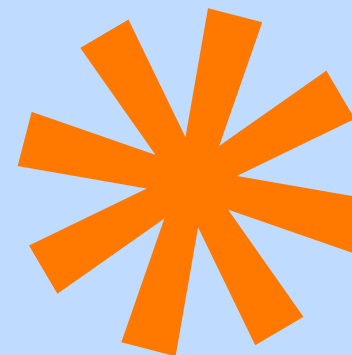
EDEN



SHARLENE



JANET



BERNA



LOU



MJ

## MANILA



MARIE



FRANCE



ROD







# AWARDS & MILESTONES

## FINALIST

Executive Assistant of the  
Year - Women in Finance  
Awards



## FINALIST

Metropolitan Property  
Manager of the Year -  
REB AWARDS



## FINALIST

Residential Mortgage Broker  
of the Year - REB AWARDS



## WINNER

LINK was the winner of  
Wellness/Initiative Program of  
the Year at the Australian  
Accounting Awards 2023!







### **BRAD'S FIRST SALE**

From Property Manager to Sellers Agent, Brad stepped into a different field this year and achieved his first ever sale in Hillcrest! The Instagram videos must've worked!



### **LWIN WAS PROMOTED**

Books Team Leader



### **LINH IS A CPA!**



### **ANGIE TRANSITIONED**

From Books to Advisors



### **ELLE WAS PROMOTED**

Advisors Team Manager



### **WEEKLY WFH DAYS**

Launched February



### **HELEN WAS PROMOTED**

Creative Team Leader



### **BNE OFFICE BROKEN INTO!**

Time for a new alarm system installation





# RECOGNITION LUNCH

Staff Recognition lunches are celebrated after a tenure of 3 + years at LINK.

In the first quarter Lwin, Elle and Ru celebrated with a Mediterranean lunch at Babylon.

Halfway through the year, the boys Juan, Matt and Simon celebrated at Walters Steakhouse.

The most recent crew, Ale, Angie, Mariah, Hazel and Rhonda celebrated at The Lodge.

Angie and Rhonda were also treated by the Directors to a very special dinner at Tama to celebrate 5 years with LINK.



# LINK<sup>TM</sup> LEGENDS

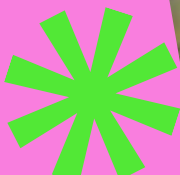
From legend to legend - Ale was awarded LINK Legend for Dec 2022.

This year we changed things up a little and opened the opportunity for our PH Team to celebrate their own legends.

Franku took the crown for Philippines, whilst Ru won the trophy for Brisbane.  
**Way to go superstars!**







# FRIDAY LUNCHES

Friday Lunches are still our favourite day of the week to bond over food! This year, we continue our Lunch Legend tradition and ventured into some new digs around the Valley!

Rhonda was this year's lunch legend with an epic score of 4.75/5 for Wagaya.





SUMMA HOUSE



SUNSHINE



SUPER BOWL



ANDONIS CAFE



BRUNSWICK HOTEL





# IT'S YOUR BIRTHDAY! \*

This year, we immortalised the Brisbane team for their birthdays in the form of their hobbies/interests in BOB.

With so many great posters, it's hard to choose the best one. One thing is for sure though...

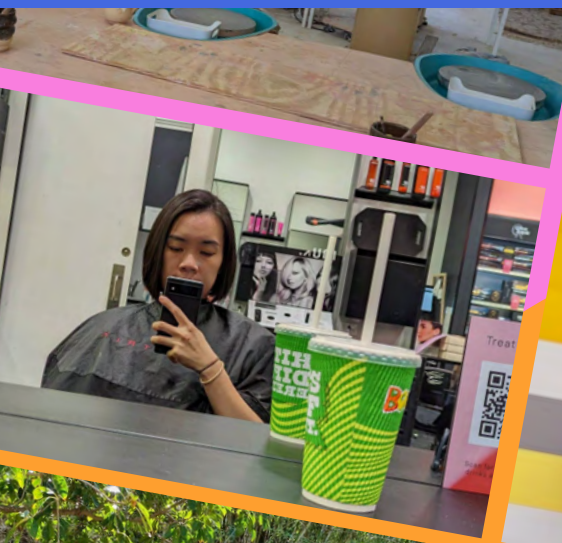
Alex, you rock!











# PADS

Without a doubt, the PADS taken this year were taken to new heights and brave measures!

Whether it was designing a dress or collating new summer outfits, pottery classes, pamper days, horse riding or trying scuba diving for the first time, everyone utilised their Personal Awesomeness Day to the fullest!

















# GOOGLE REVIEWS

This calendar year the LINK team has added 162 reviews across our brands giving us a total of 909 epic Google reviews for the group.

That's a lot of happy clients!

|           |     |      |   |
|-----------|-----|------|---|
| ADVISORS  | 389 | 5.0  | ★ |
| BOOKS     | 96  | 4.8  | ★ |
| CREATIVE  | 105 | 5.0  | ★ |
| MARKETING | 13  | 5.0  | ★ |
| ADVANCE   | 185 | 5.0  | ★ |
| LIVING    | 121 | 4.9  | ★ |
| TOTAL     | 909 | 4.95 | ★ |



# FEELING THE LOVE

# announcements

 **new la google review** APP Dec 4th at 4:13 PM

A 5 star review was just left by Monique

Comment: The team at Link Advisors have been really helpful. They've always made time to answer my million questions, explaining everything in an easy way to understand. I took some Xero and Dext training with them and have a much better understanding of the softwares now. The training was easy to follow and explained well. Thank you Link Advisors.

 11  **2 replies** Last reply 3 days ago

# announcements

 **new lv google review** APP Oct 30th at 8:57 PM

A 5 star review was just left by Carolyn Herne

Comment: When it comes to finding the right mortgage broker, you want someone who combines professionalism with a personable touch. Look no further than Hugh Dellit, a true expert in the field who makes the process feel effortless.

From the moment we first contacted Hugh, he exuded a sense of calm and competence. It was as if he had a magical ability to transform the complexity of mortgages into a breeze, all while maintaining a friendly and approachable demeanor. Hugh really knows how to put you at ease during what can be a stressful journey.

What impressed us most about Hugh was his unwavering dedication to helping us secure the best mortgage deal possible. He offered clear, insightful advice and ensured that all our questions were answered promptly. It was obvious that he had a deep understanding of the industry and was committed to helping his clients succeed.

Working with Hugh, our mortgage application process was smoother than a well-oiled Italian sunbather. He guided us through the paperwork with precision and attention to detail, making it clear that he genuinely cared about our financial well-being. It's rare to find someone who combines expertise and a caring touch, but Hugh does it flawlessly.

Hugh Dellit is the kind of mortgage broker you can trust wholeheartedly. He's the person you want in your corner, offering valuable advice and support while making the journey feel like a pleasant walk in the park. Hugh, thank you for your dedication and expertise in helping us secure our dream home. We'd give you six stars if we could, but for now, five stars and our heartfelt gratitude will have to do.

 10  7  6  4  **2 replies** Last reply 1 month ago

# announcements

 **new la google review** APP Nov 28th at 4:06 PM

A 5 star review was just left by Harcourts Greater Springfield Group

Comment: Link Advisors has been our trusted partner for many years, and their professionalism and trustworthiness have never wavered. Working closely with Elle and Lwin has been an absolute pleasure – their advice is exceptional, and their professionalism, friendliness, and efficiency are unmatched. We wholeheartedly recommend their services to anyone seeking top-notch expertise and a fantastic working relationship

 13  **7 replies** Last reply 10 days ago

# announcements

 **new lp (creative) google review** APP Apr 24th at 4:47 PM

A 5 star review was just left by Sarah Biuso

Comment: We have just launched our new business and worked with Link creative for a second time to build our website and create our brand. Every interaction was professional, caring, creative, insightful, helpful and has helped us confidently launch our new mobile restaurant with a great website and branding.

Cannot recommend this group of people enough!!!

 9  **1 reply** 7 months ago

# announcements

 **new lp google review** APP Dec 9th, 2020 at 3:44 AM

A 5 star review was just left by Kosta Symons

Comment: Very happy with Link Pixel. They created my new website and helped with the re-branding of my business and generating new leads.

# announcements

 **new la google review** APP Nov 27th at 8:53 PM

A 5 star review was just left by Aram "Cindy" Hong

Comment: Dewan is great. Exceptional accountant

 11  **3 replies** Last reply 9 days ago

# announcements

 **new la google review** APP Dec 4th at 1:39 PM

A 5 star review was just left by Jay Khakh

Comment: Elle Green has been an absolute game-changer for my finances. Her expertise and proactive approach sets her apart. Always responsive, clear in communication and stays ahead of industry changes whilst providing tailored recommendations that go beyond the basics.

Communication with Elle has been smooth and efficient. She is responsive, approachable, and has a knack for explaining financial matters in a way that's easy to understand.

I highly recommend Link Advisors and in particular Elle, to anyone seeking a reliable, knowledgeable, and proactive accountant.

 16  **4 replies** Last reply 4 days ago

# announcements

 **new lp google review** APP Sep 8th, 2022 at 3:07 PM

A 5 star review was just left by Shasta Ripia

Comment: Cannot recommend James, Helen and the team enough. The work they have done on our rebrand has escalated our company to the next level. The skill and professionalism shown by Link is unmatched. Not only are they amazing at what they do, they are also super approachable throughout their process. The Google adds team tripped our leads overnight and we couldn't be happier with our decision to go with Link.

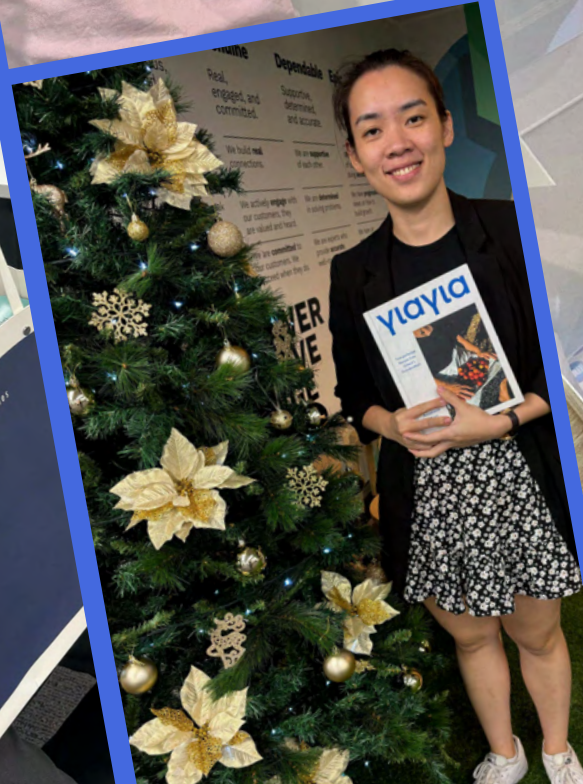
 15  **3 replies** Last reply 1 year ago



# MORE CLIENT LOVE!

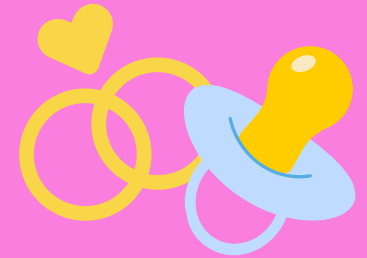








# BABIES + ENGAGEMENTS



EVALUNA  
ALE + JORGE



CAHLIL ARLYMN  
BERNA + EDMAR



BRAD + MADDIE



HELEN + THOM



HASSAN ALFIE  
HAZEL + HADI



ZARA ROSE  
CHRIS + KATE



AVALON  
ELLE + ZAC





# POINTS COMPETITION

Belinda accumulated the most points in the second half of 2022 with Simon and Elle as runners up.

At the start of this year, it was Andy who broke the record with the most points for the season with Ru as runner-up.

**Good job team - Enjoy your Flight Centre gift vouchers!**





# THE YEARBOOK TEAM.





# SPECIAL THANKS!

**Chris** - for tracking all of our special LINK moments throughout the year.

**Mariah** - for organising such fun events, collecting content throughout the year and diving back into the past to write the copy for this!

**Franklin** - for helping with the map of the Philippines.

**Adam** - for POWERING through the rollout - you were a star player.

**Helen** - for project managing this year and getting it done in record time.

**Hazel** - for being the yearbook oracle, and reminding us of all the lessons learned from previous years before we began. #praisehazel





SEE YOU  
**NEXT YEAR!**

