

Mark Edwards – Fifo Capital Business Partner

“I had spent the best part of 20 years in finance before joining Fifo Capital, but never had any exposure to factoring/debtor finance. So when I chose to move into business ownership in a new area of finance to me, a franchise made sense. You are working with experienced people who have a vested interest in your success.

The decision to join Fifo Capital has delivered beyond my wildest dreams. On the earnings front, by my sixth month in business I had already exceeded my goals for the first year and I hit the \$1million mark in finance written for the month, in my 12th month. The average monthly business I have written for the last 12 months is \$2.7M.

It has absolutely exceeded all expectations. We have changed our lives – the hours we work, a house by the beach. The buy in cost for us has been returned many times over.

But in saying that you only get out of it what you put into it. The fact that I had to go out and build the business was appealing. That’s the idea of business ownership; being independent and growing your own business. You do have to be a motivated self-starter in the Fifo Capital business, but the support is there when you need. The model, processes and support is fantastic.

Fifo Capital delivers and the only cap on your earnings is how much effort you want to put in.”

