

# Curriculum Vitae

## David Tillman

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Age        54

Family     Married with 2 boys (19 & 20)

### Background

Three years ago I sold a business (see below) and then wrote a book (see below) which was published in March 2012.

My interests are around property & finance and making businesses go better. Too often I see business owners trapped in the day to day operation, not able to see the bigger picture. Whilst not easy, I spent 12 years making sure that I had a business that could work independently of me and was at all times saleable.

Today I find myself being a “Sounding Board” for business owners, friends and family that are involved in business. This is a role I enjoy as it keeps me stimulated while having the feel good factor of adding value to someone else’s business.

Apart from being able to run a business I believe I have an inherent ability to understand the finances. Too often I find people abdicating responsibility for their finances to their Accountant, if the Accountant says nothing they assume things are going well. Little do they realise that the Accountant is looking at historical information and is not sitting in the business on a daily basis looking forward at the opportunities and threats. This I believe is one of my strengths.

### Experience

1990 to Present    Managing Director  
Flagstaff Investments Ltd (property investment)

- Purchase commercial property based on strict guidelines
- Manage property portfolio – leases, rent reviews, tenant relationships

Initially started as sole traders before forming a Limited Company in 1993 to manage the property investments.

- 1994 to Present    Managing Director  
Hunter Valley Forest Ltd
- Company owns a joint shareholding in a North Island forestry block.
- 2001 to Present    Managing Trustee  
The Nelson Trust
- Principal role is to identify sound investment opportunities outside of property.
- 2007 to Present    Managing Director  
Mortgage Freedom NZ Ltd
- Consult and advise clients on techniques to repay their mortgages faster
  - Draws on 20+ years of property investment to consult / educate clients on many aspects of property investment
- 2011 to Present    Author and Public Speaker
- Author of “Hammer that Mortgage”, see [www.mfree.co.nz](http://www.mfree.co.nz) - reviews can be found on [www.stuff.co.nz](http://www.stuff.co.nz) and many magazines and newspapers
  - Speaking to groups about mortgages, investment property, goal setting, gliding and business.
- 2011 to Present    Treasurer  
Canterbury Gliding Club
- Turnover similar to a medium size business
- Treasurer’s role has been split into 3 parts. My responsibility is to oversee all aspects of the finances and provide guidance and planning for the future.
- The club is a world leader in record flying and has recently taken control of a farm and converted it into an airfield, including the building of a \$500,000+ Hangar.

2012 to Present	<p>Business Mentor Business Mentors NZ Ltd</p> <ul style="list-style-type: none"> <li>• Introducing structures that will help the business run more efficiently</li> <li>• Problem solving</li> <li>• Mentoring and sounding board</li> </ul> <p>Owning and running a business has many challenges, my role is to give advice and guidance.</p>
1999 to 2010	<p>Managing Director David Tillman Mortgages Ltd</p> <ul style="list-style-type: none"> <li>• Canterbury based mortgage broker with a national client base</li> <li>• At its peak 11 staff members (contractors and employees)</li> <li>• Mortgage Link “Broker of the Year” 2003</li> </ul> <p>Company was a major writer of mortgages in the Christchurch market. To give that some perspective when Mike Pero Mortgages floated on the stock exchange their prospectus estimated combined sales of \$1,000,000 pa from their 30 offices around New Zealand. At the same time our one office wrote \$109,000 i.e. 10.9% of their anticipated national volume.</p> <p>Company was sold to Lifetime Financial Security Ltd in 2010.</p>
1985 to 1999	<p>Firestone Tire &amp; Rubber Company</p> <ul style="list-style-type: none"> <li>• Continuous improvement / quality control</li> <li>• Tyre builder</li> </ul> <p>I started in the production area before changing over to the management side of the company.</p>
1976 to 1985	<p>Bank Officer The National Bank of NZ</p> <ul style="list-style-type: none"> <li>• Started at Papanui Branch</li> <li>• In 1980 transferred to Milton as Second Officer</li> <li>• In 1982 transferred to Kurow as Head Lending &amp; Securities</li> </ul>

## **Interests**

Gliding	<p>I started gliding 30 years ago and...</p> <ul style="list-style-type: none"><li>• Have silver, gold and diamond badges plus a 1,000 km Diploma</li><li>• “B” Cat instructors rating</li><li>• 2,500 hours</li><li>• Own a share in a high performance motor glider</li></ul>
Sailing	<p>Have been sailing for over 20 years and regularly hire Yachts in the Marlborough Sounds and occasionally in Australia and Greece</p>
Toastmasters	<p>Member of Southern Cities Toastmasters for 10 years. CTM and ATM Bronze</p>
4WD	<p>Member of Canterbury Land Rover Owners Club</p>
Blokart’s	<p>Member of the Canterbury Blokart Club</p>
Travel	<p>I have been fortunate to Travel extensively</p>

## **Achievements**

- 1990 in a difficult economic climate started a successful property investment company
- 1999 started a successful mortgage broking business
- 2002 to 2005 Completed the 3 year “Entrepreneur’s Success Programme” (ESP)
- 2003 Mortgage Link “Broker of Year”
- 2005 to 2008 Completed a further 3 year Eagles programme with ESP
- 2009 flew a glider 1,000 km’s in 8.50 hrs
- 2012 completed Outward Bound
- 2012 Published “Hammer That Mortgage”

## **References / Referees**

Available on request.