



EXECUTIVE APPOINTMENTS

Midwinter Financial Services has announced the appointments of **Peter Burns** as national distribution manager and **Bill Faraj** as a manager – technical services.

Both Burns and Faraj will report to **Matthew Esler**, general manager of strategy and technical services.

Burns was formerly head of key accounts at **Advance Asset Management** and brings with him experience in dealing with financial advisers and

accountants through various technical and distribution management roles.

With over 24 years experience in the financial services industry, Burns will oversee the national distribution of Midwinter's flagship **Reasonable Basis** software as well as its new offering, **back2basis**. Burns will also work closely with Esler in developing new and existing key dealer group accounts.

Faraj was formerly a paraplanner with **First Capital** and **Telstra Super Financial Planning**.

He has over four years experience working in the financial services industry as a paraplanner and adviser technical consultant.

Faraj has completed a diploma of financial services (financial planning) and is currently completing a bachelor of business majoring in financial planning.

Commenting on the appointments, Esler said: "We are extremely happy with the timing of the appointments of Peter Burns and Bill Faraj. Midwinter's continued focus on providing highly technical service and cutting edge advice technology meant we needed to find the right people to head up

the distribution and technical divisions."



Peter Burns



Bill Faraj