



mike phipps
finance

QUEST APARTMENT HOTELS Finance Specialists

Industry finance
specialists with
over 80 years
combined
experience.





As a recognised accommodation industry finance specialist we are delighted to be able to provide Quest Apartment Hotel franchisees with assistance when purchasing or refinancing a Quest Apartment Hotel franchise.

The Quest business format franchise model is highly regarded by the banks, many of whom have finance packages specifically designed to assist franchisees. Having an accommodation industry expertise combined with access to specialised financial solutions puts us in a unique position when assisting clients with the initial transaction assessment, liaison with Quest Apartment Hotels during the during the finance process, settlement and post settlement services.

I have worked with Paul and his team since 2016. During that time I have acquired 3 Quest Apartment Hotel franchises in Portland, Victoria and Albury, NSW. When I brought in a business partner for the Albury transaction Paul and Josh provided exceptional support and process insights. They also work closely with my accounting and legal advisors which saves me a lot of time and stress.

These guys understand the Quest business format franchise model, are proactively service driven and are a real value add, no nonsense team. Highly recommended.

Vincent Bellerose
Quest Portland, Quest on Townsend, Albury and Quest Albury

Our Service

Our process is highly personalised. If you are new to the industry we will take the time to assess your requirements, explain the purchase and finance process and provide a summary of your likely purchasing range. Introductions to industry professionals will be undertaken and constant support throughout the purchase process is provided.

We understand that the purchase process can be complicated. Our service ensures that each step is closely monitored and any possible problems quickly identified and rectified.

Post settlement we remain in touch to ensure your banking relationship evolves smoothly. It's very reassuring to know that even if your bank manager moves on you will continue to have a trusted advisor providing advocacy on your behalf.



We started working with Paul and Josh pre covid with analysis of an opportunity to acquire the Quest Apartment Hotel franchise at Breakfast Creek in Brisbane. Their advice and industry knowledge were very valuable in getting our timing right for that transaction. In 2022 we decided to purchase the greenfield Quest Apartment Hotel franchise in Collingwood, Melbourne. Paul and his team helped us access equity in Breakfast Creek to assist in the acquisition at Collingwood. Being a partnership deal there were a lot of moving parts and Paul and Josh managed to guide the finance process seamlessly.

With clear expertise, a real service ethic and a can-do approach Paul and Josh manage to get the job done with a minimum of fuss and be likeable and professional in the process.

Ben Burns and Roberto Salicio
Quest Breakfast Creek and Collingwood

Who we are

Experienced, professional and yes, we will always return your call...

Mike Phipps Finance is the preeminent accommodation industry specialist finance broker in Australia. With multiple awards, exceptional senior brokers, significant support staff on every file and a national reach we are uniquely placed to assist existing and intending Quest Apartment Hotel franchisees. We pride ourselves on exceptional and reliable service. We understand the Quest business format franchise model and yes, we will answer your phone call and we will deliver on our promises.



Paul Grant hails from an accounting and finance background. He is a nationally recognised, award winning accommodation industry specialist. Paul enjoys strong relationships with senior Quest Apartment Hotel staff as well as the specialist advisors in law and accounting who often support Quest Apartment Hotel franchisees. He also enjoys an exceptional reputation with Quest Apartment Hotel lenders who hold his professionalism and knowledge in high regard.



Josh Haylen is a qualified credit representative and works with Paul on all Quest Apartment Hotel transactions. Josh is across all transactions in a role that ensures a seamless, stress-free process. Having significant experience in small business management prior to joining MPF, Josh brings a unique perspective to his role and a deep appreciation for what it takes to be successful in business.



Our unique professional relationships with senior Quest Apartment Hotel staff combined with aligned service providers in law and accounting means we are well placed to coordinate your transaction and ensure a smooth assessment and finance approval process.

Our services are fee free and include :

- ❏ Initial consultation and assessment of purchasing and borrowing capacity within specific Quest Apartment Hotel bank finance guidelines
- ❏ Specific transaction assessment and bank finance proposal co-ordination
- ❏ Liaison with Quest Apartment Hotels and your professional advisors from initial transaction assessment to settlement
- ❏ Management of the finance application, approval and settlement process
- ❏ Compliance assistance with bank finance conditions both pre and post settlement
- ❏ For existing franchisees we can provide a review of current funding arrangements and, where appropriate, suggest options that may prove more beneficial than your existing funding package.

We are delighted to have assisted Quest Apartment Hotel franchisees all over Australia and look forward to providing future clients with our unique service proposition.



Mike Phipps Finance enjoys unique accreditation arrangements with the banks

Mike Phipps Finance have negotiated finance to assist with numerous Quest Apartment Hotel transactions both for existing and greenfield assets and have a deep understanding of and respect for the the Quest business format franchise model.

The strength of the Quest Apartment Hotel brand and underlying support and processes gives rise to supportive credit policies from a number of lenders. Mike Phipps Finance enjoys unique accreditation arrangements with the banks and deals directly with the specialised lenders within those organisations. We are able to negotiate the most competitive lending terms and assist in managing the entire transaction from end to end.

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