

# Mark Ballantyne

## General Manager Equity Partnership - AZ NGA

### Skills & experience

**Wealth management executive with expertise in financial planning, superannuation, and equity partnerships.**

**Mark can support you in strategic relationships, communication and influence, direction and purpose, initiative and drive, and commercial acumen.**

Mark Ballantyne is a qualified actuary and executive leader who serves as General Manager Equity Partnerships for AZ NGA, where he leads a team that partners as minority shareholders with growth-minded financial planning businesses, ensuring alignment of interests across all stakeholders.

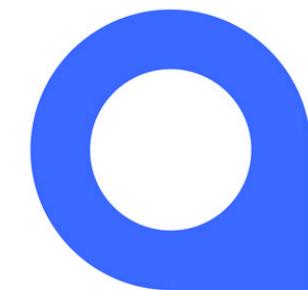
Mark's career spans several decades in the advice sector, with leadership roles at major financial institutions including leading licensees at CBA (Financial Wisdom and CFP-Pathways), serving as equity investor leading Macquarie's foundation investment in Findex where he was a director for three years, and diverse leadership positions at ING and MLC including a three-year stint in the United Kingdom. His approach centers on driving initiatives that create meaningful improvement for all stakeholders, leveraging his actuarial foundation to inform strategic and commercial decision-making. Mark also brings not-for-profit governance experience, having served as a director of a large endowment fund for over a decade.

He is passionate about helping people find their path in wealth management and beyond. As a mentor, Mark's journey from a deeply technical actuarial background into roles that use actuarial knowledge in commercial contexts offers valuable insight for those exploring non-traditional career paths. He finds it rewarding to help others figure out their "better way and why," drawing on his own career transitions to guide mentees through similar decisions.

Mark holds a Bachelor of Economics from Macquarie University, a Masters of Business Administration from the Australian Graduate School of Management at UNSW, and is a Fellow of the Institute of Actuaries of Australia.

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