

PROPERTY LOAN ADVISOR'S GUIDE TO FINDING THE PERFECT

# Home Loan For You



**ALONE WE CAN DO LITTLE; TOGETHER WE CAN DO SO MUCH**

— Helen Keller



Borrowing money can be a stressful process. Most people will be in a situation (whether to buy their first home or buy an investment property to grow wealth) that they need financial assistance to complete the transaction. For others, there may have been circumstances that now make it difficult to borrow money.

You are most certainly not alone. Every year, thousands of people seek out the assistance of finance brokers to assist in the process of borrowing. Whether due to self-employment, lower deposits, credit issues, or just not fitting the stringent criteria of the high street lenders, many people find that using a finance broker, who has access to a much wider range of lenders allows them to get better rates, better terms and get through the process of lending with someone on their side.

You might be thinking that using a finance broker is expensive, or that you won't get the same everyday facilities that you would with 'The Big 4', but what this brochure will do is explain exactly what you can expect from engaging the services of an independent finance professional.

If you want someone on your side, rather than fighting against the banks, we welcome the opportunity to help you achieve the YES! you deserve, whatever your borrowing needs might be.

## The 3 top concerns about borrowing money

Our research has found the three most common concerns about borrowing are:

CONCERNS	
<p><b>Not Knowing Where To Start</b></p> <p>There are so many questions you will have: How much deposit do I need, how much can I borrow, can I buy at auction – the list will be long.</p> <p>We offer an obligation free consultation, where every question you have will be answered. We'll show you exactly how much you will need to purchase a property, what your repayments will be and every other detail to make an informed decision. Best of all, we won't just present one option, but because of our wide range of lenders, we will often have a variety of options for you to consider.</p>	
<p><b>Concerns Around Personal Finances</b></p> <p>Many people struggle with budgeting, and we're here to assist with that. During your consultation, we'll discuss what your current expenses are and what you need to prepare for. This is usually much worse in your head than when it is down on paper. Don't forget to ask for your FREE copy of Limitless Wealth, our book that has been used to create financial independence.</p>	
<p><b>Getting The Wrong Advice</b></p> <p>No two situations are the same, and people will always have a success or horror story to share with you. Our one aim is to ensure you have all of the facts to hand, to make an informed decision for yourself. We will provide you with a written quote and proposal advising all the details of the loan. We members of the FBAA (Finance Brokers Association of Australia), our professional mortgage association, ensuring the highest standards of education, compliance, integrity and professionalism of its members.</p>	



# The Property Loan Advisor Way

For a stress-free borrowing journey, we adopt a simple 6 step process.



## Data Collection

At our initial consultation, we will complete an in-depth fact find. The best way to find the perfect loan for you is through thorough research of your financial situation. At this stage, we will look for documentation such as:

- Pay Slips
- Loan and Bank Statements
- Business financials (for self-employed)
- PAYG summaries
- Rental Statements

This allows us to narrow down which loan policies best suit your needs.

Using our data partners, we can assist in efficiently collecting much of this data.



Provides an instant report and credit score to avoid any surprises when lodging your application.

Allows us to quickly and securely submit your ID to lenders



Provides a valuation report on your property of interest, allowing a more accurate idea of your lending needs.

No more searching for the last 6 months of paper statements. A secure link provided to you provides access to your statements in seconds.





## Quote & Proposal



With the information provided in the data collection phase, we can perform a preliminary assessment of what loans are available to you. We will take into account any specific needs, such as fixed or variable interest, a redraw facility or offset account, or any other key features we may have discussed at the fact find phase. We also look at your budget and expenses and assess your ability to comfortably repay your loan, even if interest rates go up. We will then provide a copy of this assessment, along with a proposal of the option(s) that best suit you. This will include details such as interest rates, repayments, fees, charges and commissions paid by the lender.

## Submission



After you have had time to review the proposal and are happy to proceed, we will prepare the loan application and submission to the lender. This may involve some additional documentation, as each lender has different requirements for assessing a loan. It's at this stage we also let the lender know about your specific story so that your loan has the best chance of being approved.

## Conditional Approval



At this stage, the lender has advised they are happy with the proposed loan application but required additional information to move to formal approval. This can sometimes be as simple as clarifying a certain aspect that is not clear, or additional documents to support a particular element of the application. The most common requirement at this stage is a formal property valuation by a certified valuer.

## Formal Approval



This is our favourite part of the job when we let you know the lender has said ! The lender will now send instructions to have the formal loan documents prepared. These are then sent to you within a few days for signing and returning to formalise the entire agreement. This is usually a good time to chat about protecting yourself and your assets, through strategies such as life insurance, income protection, and also look at superannuation and wealth creation options.



## Settled



Upon returning the documents, the lender will finalise and prepare the loan for settlement. Congratulations, your loan will now be completed. We will keep in touch with you throughout the process, and also on an annual basis to make sure the loan is still suitable for your situation.

**Note:** Most purchases and refinances take around 6 weeks from start to settlement. This can vary by lender, and having all documents ready to go will also streamline this. If a purchase is time sensitive, we can look to select lenders based on their current service levels.



*As a business owner, who values the customer first, it is easy to identify another business that has the same values. It was an absolute pleasure to deal with you all. I know that our refinances would have been super challenging. I also have a sneaky suspicion that there were many hiccups along the way, but you never stressed us with the details. You took on all the stress, sorted the issues without bothering us, and then called with all the great news humbly. You'll probably never tell us how many extra miles you went to get it across the line. But please know deep down that we are forever grateful for everything you did for us to get the impossible achieved. You were so honest from the very beginning, so we knew exactly where we stood, with no unbroken promises. We really thought it was going to be the most stressful process, but instead it was actually fun! Thanks for all your genuine support, the best follow up process ever post settlement, and for looking after us like family would. We are actually looking forward to more purchases, which is extremely achievable now as our servicing has increased with the refinances, and the equity releases has allowed us to create even more equity through renovations. We are so honoured to be a client of yours. Thank you from the bottom of our hearts.*

*Belinda & Marc*





## Who we work with

Working with our clients, we review their financial position to ensure their foundation is solid enough to acquire more funding. We suggest ideas to help clients get their personal finances on track and performing including debt elimination strategies. We also consult with clients who wish to start or expand their property portfolio with the view to growing their wealth.

We also work with many other professional people in the financial services industry such as accountants, real estate agents, financial planners, solicitors and conveyancers and help provide their clients with lending advice to achieve a complete financial picture.

## Why use us

We are a small, dynamic team and we believe in delivering you a “Yes” from the lender. We believe that your story really matters, and our process ensures that all the research is done up front to match you with the right lender and the right loan for your circumstances.

We have a combined total lending experience of over 4 decades. We have access to over 70 lenders that can service many different types of lending solutions, including:

- First time buyers
- Property Investment
- Refinancing and restructuring
- Self employed
- Loans for over 50s still working
- Impaired credit
- New construction
- Owner builder
- Incomplete construction and require funds to complete
- Bridging loans
- Business loans
- Equipment finance loans

The founder of Property Loan Advisor has authored two books that discuss money management and wealth creation. With simple but profound insights on how to become financially independent with your current resources, so that you don't ever have to worry about money again. Ask us for your free copy of Limitless Wealth when we meet.





## Success stories

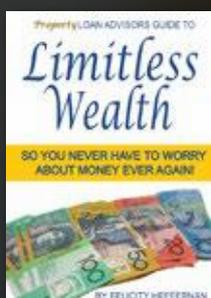
Self-funded retirees were building their dream home on the northern beaches of Sydney. There were increased costs because the footings required were way more than the clients had budgeted. The property was unencumbered, and the value of the land was more than sufficient to cover the loan amount needed. Despite having banked for many years with one of the major lenders, they were told no. In fact, just about every other lender they approached said no because the clients were midway through construction and their policies would not allow them to lend with a house that was “incomplete”. We were able to find one lender that would lend against the land value to raise funds to complete the house.

One of our Self-employed clients owned their home valued at \$800,000 with a small mortgage owing of \$236,000. The clients were informed by their current bank that they could not afford to borrow any more money. After doing an extensive deep dive into the client’s financial position, we found out that they could, in fact, borrow the additional \$80,000 they wanted to do some renovations on the property. We were able to locate several lenders that had a loan product that was suitable for these clients.

A solicitor that we work closely with referred a client to us. He was in dispute with the vendor of the property, and he was unable to complete the purchase. The vendors’ ex-wife claimed that she did not sign the contract to sell the property and took her ex-husband to court, which meant that our client could not complete the purchase of the property. The client needed a pre-approval to go to court to prove that he had the funds to complete the purchase after the dispute was finalised. His bank said no because they did not like the fact that the property was involved in a legal dispute. We were able to organise a pre-approval from one of our lenders, the dispute was resolved, and our client was able to complete the purchase of the property.

Brad and Tina came to us as a last resort before selling their family home. Having had a business failure and a seriously ill child, they had struggled to catch up with payments on their home loan. Fearing the only option was to sell, they reached out to see if we could assist. We were able to find a lender that worked with credit-impaired borrowers and refinanced their home loan to allow them to get back on top of things and keep their family home.

**WE ARE A COUPLE CLICKS OR A PHONE CALL AWAY  
TO HELP YOU WITH PROBABLY ONE OF THE MOST  
IMPORTANT FINANCIAL DECISIONS OF YOUR LIFE.**



**Call now for your **FREE**  
copy of Limitless Wealth**