

PEARSE
FINANCIAL

WHY A MORTGAGE BROKER?



Lender Choice:

Access to AFG's panel of lenders, which includes the 1,450 home loan products from over 45 of Australia's leading lenders



No Service Cost*:

Brokers work for you but are paid by lenders and so the service doesn't cost you anything

*Other fees and charges may apply e.g. credit checks, conveyancer costs, valuations, settlement fees, product fees etc.

WHY PEARSE FINANCIAL?



Qualifications:

- Commerce Degree (Finance Major) from Monash University
- Chartered Accountant
- Cert IV in Finance and Mortgage Broking from the National Finance Institute



Industry Knowledge:

Have built up knowledge of the banking industry through seven years of consulting to them on strategy, operations and governance projects



Personal Banker:

End to end management of the application, settlement and post settlement process to take the stress out of home buying. One point of contact for all your banking and property questions



MONASH University



CHARTERED ACCOUNTANTS
AUSTRALIA + NEW ZEALAND

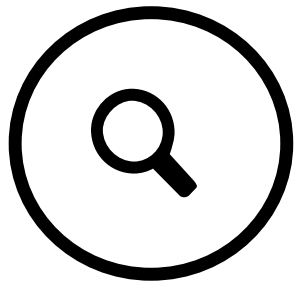


The National Finance Institute

Deloitte.

KPMG

PURCHASE PROCESS



START

Initial meeting



~1 week

Initial meeting to understand your circumstances e.g. the purpose of your loan, your repayment preference, your employment status etc.

Submit application



Based on your circumstances will agree on a lender and then submit an application for pre approval with supporting documentation such as pay slips, bank statements etc.

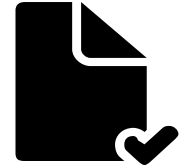
Credit assessment



~2 weeks

Bank's credit team reviews application and may come back with questions.

Pre-approval received



After pre-approval is received you can bid/offer with confidence

Win at auction or private sale



~1-2 weeks

Review lender and submit full application



Review lending circumstances and choose a suitable lender. Submit application with additional sale documents

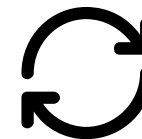
~1 week

Mortgage document signing

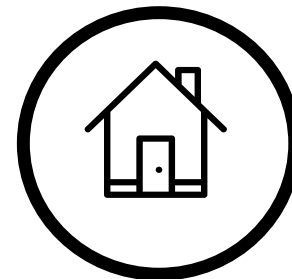


Signing of your loan agreement with your chosen lender before settlement.

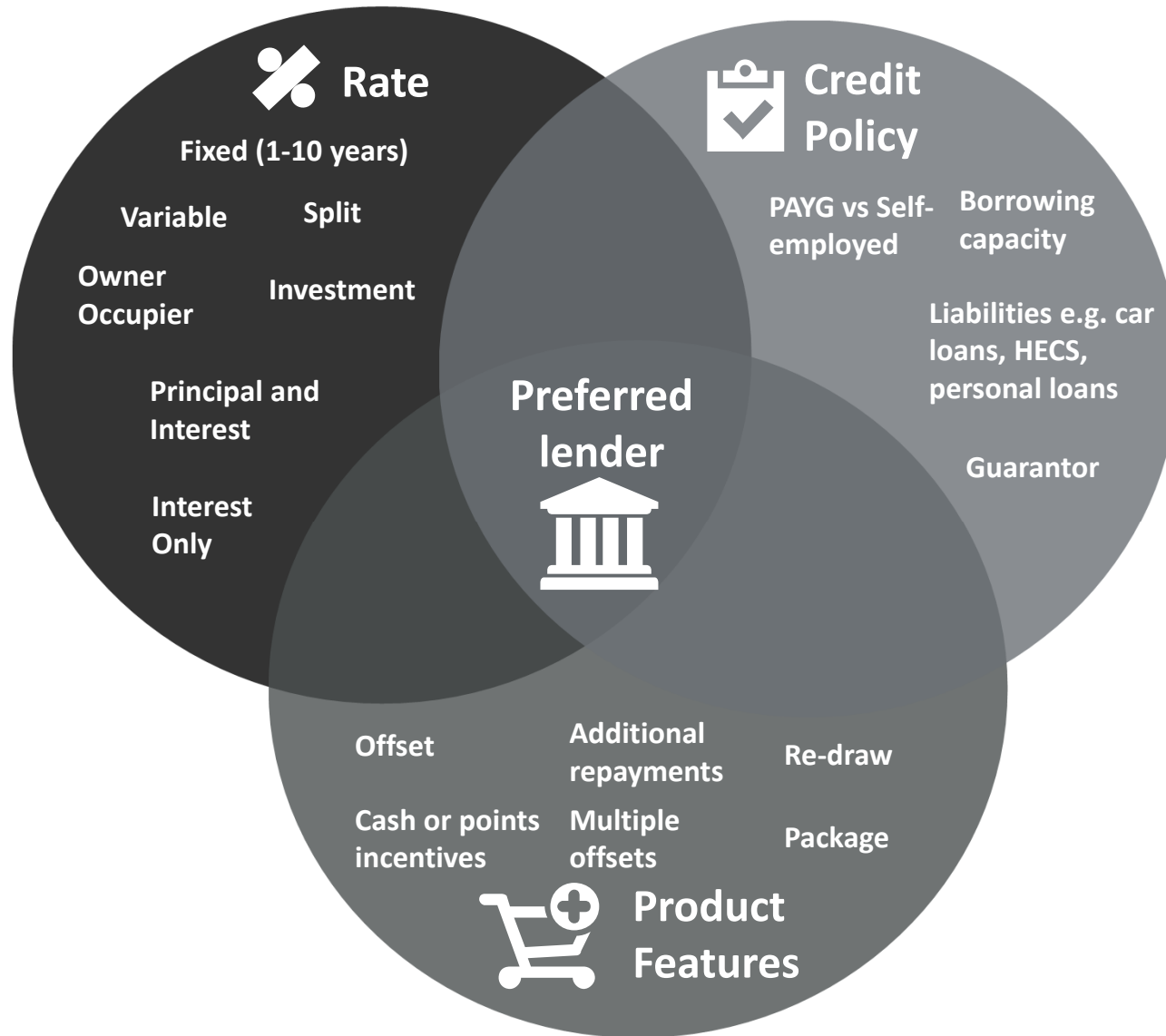
Settlement



Settlement will take place as organised by lenders and conveyancers



HOW A LENDER IS SELECTED



BROKER COMMISSIONS EXPLAINED

➤ UPFRONT COMMISSION

This commission is what I get paid by the lending institution, for securing a new client.

If you are not happy with your loan product and change lender within the first 2 years, I may need to pay back a proportion of the upfront commission I receive.

Average: 0.715% (incl GST)

➤ TRAIL COMMISSION

This commission is what I get paid by the lending institution, for retaining a client.

This is calculated based on the outstanding loan amount.

Average: 0.165% per annum (Incl GST)

➤ EXAMPLE CALCULATION

Loan amount:	\$500K
Up front commission:	\$3,575
Trail commission (year 1):	\$825

For more information enquire about a remuneration disclosure document

HELPERS

Property Lawyer:



- Xin Katsu, Katsu Lawyers
- Services: Contract reviews, conveyancing and property law
- Contact details: 0433 290 433 xin@katsulawyers.com.au

Property Advisors:



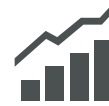
- Alastair Mairs (Property Bureau) or Amy Mylius (Cate Bakos Property)
- Services: Buyer's advocates (identifying, negotiating, bidding etc.), vendor advocates and property management
- Contact details: Alastair 0450 109 243 alastair@propertybureau.com.au, Amy 0411805500 amy@catebakos.com.au

Building and Pest Inspection:



- Pete Alexander, Safe Home
- Contact details: 0409 495 949 peter@safehome.com.au

Financial Planner:



- Robert Rich, Endorphin Wealth
- Services: Insurance (income protection, life, death, disability and trauma) and financial planning
- Contact details: 0466 554 234 robert@endorphinwealth.com.au

Accountant:



- Michael O'Shaughnessy, Cadence
- Services: Accounting and tax advice
- Contact details: 9813 2933 mdo@cadence.com.au

Note: There are no financial arrangements/incentives that exist with any of these helpers. They have been chosen due to their skills and exceptional level of client service.

CONTACT DETAILS

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Mortgage Broker

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