

# 1300WHATLOAN

Hello and thank you for downloading this documents, this is the beginning to a better home loan service.

But first a little bit about us and what we do.

**1300WHATLOAN** was established in 2012 and has helped many people into new and established homes over that time.

We are an Australian owned and operated business that specialises in finding the right home loan and are renowned for helping our clients through the finance nightmare. We are not a franchise or bank aligned.

We will search the market for the best possible deal for your situation.

Our aim is to provide you with a professional and efficient service.

The business now helps customers Sydney Metropolitan areas.

We assist customers with Residential, Business, Commercial and Chattel Mortgages, SMSF and also Leasing.

## **What you can expect from us?**

- Initial interview to determine your needs
- Assessment of a suitable lender
- Preparation of loan submission and First Home Owners Grant, if applicable
- Submission and follow up of the application with your lender
- Liaison with your legal representative regarding your purchase
- Checking of loan documents (for accuracy)
- Post settlement interview (if required)
- Ongoing reviews of your lending facilities post settlement

We will endeavour to obtain the best possible financial deal for you.

## **How our service operates**

Most lenders will pay Brokers for the introduction of business. This fee is NOT passed onto you. You are NOT financially disadvantaged by dealing with us, however, there may be times when we need to charge a fee. If this is the case, we will tell you in advance.

# Guide to Mortgage Brokers

If you are thinking about taking out a home loan, then you might want to consider using a mortgage broker. A mortgage broker can save you time and offer expert advice, and what's more, their services are often free.

This guide explains what mortgage brokers do, the benefits of using a broker, and tells you the most important considerations when dealing with a broker.

## What Is A Mortgage Broker And What Do They Do?

A mortgage broker is very much like an insurance broker in that they will:

- identify your requirements;
- identify mortgage options that meet your requirements;
- act as your advocate in negotiations with lenders; and
- arrange all paperwork necessary to secure the mortgage.

Effectively, in a market where you are literally spoilt for choice, the role of a mortgage broker is to wade through the good, the bad and the ugly and ultimately arrive at a solution that meets your current and future needs.

## What Are The Benefits To Me?

### It's Free!

There aren't many things in life that are free, but mortgage brokering (for the most part) is one of them. Brokers earn their living via commissions on each mortgage they secure. This benefits the customer who does not have to pay a cent for expert advice and assistance.

### Time Savings

There are literally hundreds of lenders in the market today. If you don't have the time to wade through the fine print of each one, why not let a mortgage broker do the leg work for you? Once you have your loan confirmed, most brokers will continue to manage all your paperwork, in conjunction with your conveyancing agent, until settlement.

### Expert Advice

Mortgage brokers, like doctors and dentists, are experts in their field. As subject matter experts, they know the mortgage market inside and out and are able to provide you with expert advice regarding the options available to you.

### Capitalise On The Broker / Mortgager relationship

Because of their close relationships with lenders, you may be able to get your answer faster than if you submitted the application yourself. In one case a couple had submitted a home loan application to a bank, but were rejected. As a last resort, they turned to a mortgage broker who secured them a loan within 48 hours with the same bank.

## Your Rights As A Client Of A Mortgage Broker

The National Consumer Credit Protection Act (NCCP) sets out many laws relating to the mortgage broker profession. This act and the laws within apply to the whole of Australia. One main area that aims to protect the consumer when applying for a home loan with a mortgage broker is a law regarding the suitability of the loan that a mortgage broker suggests to a consumer.

Since 2009 a mortgage broker cannot give an 'unsuitable' loan to a consumer, the suitability of the loan takes into account the consumer's specific requirements and requests in regards to the loan, and also the consumer's ability to repay the loan. The mortgage broker not only has to assess the consumer's financial situation, but also verify these facts, so that the consumer will be able to repay the loan without any financial hardship.

This means that when you obtain the services of a mortgage broker to find you a loan, you can be sure that the loan will match all your requirements and also not have to worry that the loan will be too hard for you to repay.

An amendment to the NCCP act made in 2011 gives out even more protection for you as a client of a mortgage broker. Under this new law a mortgage broker must provide you with a 'Key Facts Sheet' stating all the relevant information about any loan the mortgage broker suggests to you. Including any information relating to your specific requests or requirements, as well as all the information regarding payments, the loan amount, the length of the loan etc.

As you can see, using a mortgage broker to help find you a loan is a very reasonable option. These laws protecting your interests as well as all the other benefits mentioned above lead to the assumption that using a mortgage broker is a great options when trying to find and secure a loan.



*The broker works for you. The bank doesn't.*

The right mortgage is a critical factor determining long-term savings. The value of a professional mortgage broker comes from having someone who objectively works for you and is not limited to mortgage product offerings from one source; like a bank.

Advice on choosing the right mortgage option considers interest rate, repayment, long term savings and much more.

Take a look at the differences between my services & the bank's services

Feature	Our Services	The Bank's Services
Product Choice & Access	<ul style="list-style-type: none"> <li>• Access to over 20 lenders (including big 4 banks)</li> <li>• Rate promotions</li> </ul>	<ul style="list-style-type: none"> <li>• Limited access to the bank's line of mortgage products</li> </ul>
Independence & Objectivity	<ul style="list-style-type: none"> <li>• Works for you ( the Client )</li> </ul>	<ul style="list-style-type: none"> <li>• Works for the bank</li> </ul>
Rates	<ul style="list-style-type: none"> <li>• Offer the best rates in the market</li> </ul>	<ul style="list-style-type: none"> <li>• Offer the rate for that specific bank</li> <li>• Will not be able to offer you better deal from another institutions product.</li> </ul>
Ongoing Services	<ul style="list-style-type: none"> <li>• Keep in touch thought mortgage period, offering annual reviews, refinancing, renovation finance, debt consolidation or Investing</li> </ul>	<ul style="list-style-type: none"> <li>• Get annual statements in the mail and notice for your mortgage</li> </ul>
Cost	<ul style="list-style-type: none"> <li>• No Cost ( We are paid by the financial Institution that funds your mortgage)</li> </ul>	<ul style="list-style-type: none"> <li>• No Cost*</li> </ul>

\*on approved applications

*You never have to worry about a better mortgage on the market – you will have it.*

# Your financial Profile

Home Loan / Investment Loan

*I'm here to help with your financial needs...*

I'm

Carlos Lopes

from

1300WHATLOAN

my credit Representative number is

447176

contact me in the office on:

1300 942 856

or on my mobile:

0403 151 614

alternatively by email at:

carlos@1300whatloan.com

## Online Clients Needs Analysis

Date	
CLIENT ONE	
CLIENT TWO	
Additional Clients	
What is The Loan For?	
Comments / Notes	

## PERSONAL DETAILS

CLIENT ONE		CLIENT TWO	
TITLE		TITLE	
GIVEN NAME/S		GIVEN NAME/S	
SURNAME		SURNAME	
RELATIONSHIP STATUS		RELATIONSHIP STATUS	
DATE OF BIRTH		DATE OF BIRTH	
Permanent Australian Resident:		Permanent Australian Resident:	
Residency Status: Visa/ Perm/citizen		Residency Status: Visa/ Perm/citizen	
Country of Residency		Country of Residency	
Country do you hold Citizenship		Country do you hold Citizenship	
DRIVERS LICENCE NO		DRIVERS LICENCE NO	
LICENCE EXPIRY		LICENCE EXPIRY	
PHONE (H)		PHONE (H)	
PHONE (W)		PHONE (W)	
MOBILE		MOBILE	
EMAIL		EMAIL	
CURRENT ADDRESS		CURRENT ADDRESS	
DATE MOVED IN		DATE MOVED IN	
RENTING OR OWNER		RENTING OR OWNER	
POSTAL ADDRESS		POSTAL ADDRESS	
PREVIOUS ADDRESS		PREVIOUS ADDRESS	
DATE FROM DATE TO		DATE FROM DATE TO	
NO OF DEPENDANTS		NO OF DEPENDANTS	
DEPENDANTS AGES		DEPENDANTS AGES	
MOTHERS MAIDEN NAME		MOTHERS MAIDEN NAME	

## FRIEND / RELATIVE (Not living with you)

NAME	
ADDRESS	
PHONE	
RELATIONSHIPS	

## EMPLOYMENT

CLIENT ONE		CLIENT TWO	
CURRENT POSITION		CURRENT POSITION	
EMPLOYER		EMPLOYER	
ADDRESS		ADDRESS	
PHONE		PHONE	
HR CONTACT NAME		HR CONTACT NAME	
HR PHONE NUMBER		HR PHONE NUMBER	
START DATE		START DATE	
PROBATION COMPLETE		PROBATION COMPLETE	
PREVIOUS EMPLOYER		PREVIOUS EMPLOYER	
ADDRESS		ADDRESS	
PHONE		PHONE	
START & FINISH DATES		START & FINISH DATES	

<input type="checkbox"/>	Your employer will be contacted to confirm their Employment details.	<input type="checkbox"/>	Your employer will be contacted to confirm their Employment details.
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## COMPANY TRUST DETAILS

COMPANY ABN / ACN	
COMPANY / TRUST NAME	
REGISTERED ADDRESS	
BUSINESS ADDRESS	
TYPE OF TRUST	
Full name/s of trustee/s:	
Full name/s of beneficiaries:	

## ACCOUNTANT

NAME		FIRM NAME	
ADDRESS		PHONE	
FAX		EMAIL	

## SOLICITOR

NAME		FIRM NAME	
ADDRESS		PHONE	
FAX		EMAIL	

## FINANCIAL ADVISER

NAME		FIRM NAME	
ADDRESS		PHONE	
FAX		EMAIL	

**INCOME**

APPLICANT ONE		APPLICANT TWO	
GROSS ANNUAL		GROSS ANNUAL	
NETT MONTHLY		NETT MONTHLY	
RENTAL INCOME		RENTAL INCOME	
FAMILY BENEFITS		FAMILY BENEFITS	
OTHER INCOME		OTHER INCOME	

**SELF EMPLOYED INCOME (Last 2 financial years)**

	APPLICANT ONE		APPLICANT TWO	
	CURRENT YEAR	PREVIOUS YEAR	CURRENT YEAR	PREVIOUS YEAR
TAXABLE INCOME / SALES				
Less cost of goods sold				
Gross profit				
Operating Expenses				
<b>NET PROFIT BEFORE TAX</b>				
<b>ADD BACKS:</b>				
ONE OFF EXPENSES				
INTEREST				
SUPERANUATION				
DEPRECIATION				
DIRECTORS SALARY & FEES				
OTHER				
<b>TOTAL</b>				

## STATEMENT OF POSITION

ASSETS		LIABILITIES			
<b>OWNER OCCUPIED PROPERTY</b>					
ADDRESS	Value	Lender	Limit	Repayment	Owing
<b>INVESTMENT PROPERTIES</b>					
ADDRESS	Value	Lender	Limit	Repayment	Owing
<b>DEPOSIT ACCOUNTS</b>		<b>CREDIT CARDS</b>			
Lender	Value	Lender	Limit	Min Repay.	Owing
<b>MOTOR VEHICLES</b>		<b>MOTOR VEHICLE DEBT</b>			
Make and Model	Value	Lender	Limit	Min Repay.	Owing
<b>FURNITURE / PERSONAL EFFECTS</b>		<b>OTHER DEBTS</b>			
Type	Value	Lender	Limit	Min Repay.	Owing
<b>SUPERANNUATION</b>					
Applicant Name	Value				
<b>TOTAL ASSETS</b>	<b>VALUE</b>	<b>TOTAL LIABILITIES</b>			<b>VALUE</b>

<b>NET ASSET POSITION</b>	
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- I/we confirm that the below details are a true and accurate breakdown of our combined basic and additional living expenses.

### CURRENT MONTHLY LIVING EXPENSES

Continue  
after  
settlement

Continue  
after  
settlement

Food / Housekeeping:	\$	Yes <input type="checkbox"/> No <input type="checkbox"/>	Medical Expenses	\$	Yes <input type="checkbox"/> No <input type="checkbox"/>
Clothing	\$	Yes <input type="checkbox"/> No <input type="checkbox"/>	Education <i>(e.g. school, college, university)</i>	\$	Yes <input type="checkbox"/> No <input type="checkbox"/>
Rent:	\$	Yes <input type="checkbox"/> No <input type="checkbox"/>	Dependants support: <i>(e.g. childcare, child maintenance)</i>	\$	Yes <input type="checkbox"/> No <input type="checkbox"/>
Home phone & internet	\$	Yes <input type="checkbox"/> No <input type="checkbox"/>	Entertainment:	\$	Yes <input type="checkbox"/> No <input type="checkbox"/>
Mobile phones	\$	Yes <input type="checkbox"/> No <input type="checkbox"/>	Subscriptions	\$	Yes <input type="checkbox"/> No <input type="checkbox"/>
Insurance			Transport		
<i>Motor vehicle insurances</i>	\$	Yes <input type="checkbox"/> No <input type="checkbox"/>	<i>public transport</i>	\$	Yes <input type="checkbox"/> No <input type="checkbox"/>
<i>home contents/ building</i>	\$	Yes <input type="checkbox"/> No <input type="checkbox"/>	Petrol / tolls	\$	Yes <input type="checkbox"/> No <input type="checkbox"/>
<i>Private Health Cover</i>	\$	Yes <input type="checkbox"/> No <input type="checkbox"/>	<i>Vehicle maintenance, servicing</i>	\$	Yes <input type="checkbox"/> No <input type="checkbox"/>
<i>Personal life / income protection</i>	\$	Yes <input type="checkbox"/> No <input type="checkbox"/>	<i>Motor vehicle registrations</i>	\$	Yes <input type="checkbox"/> No <input type="checkbox"/>
Utilities			Other (detail below :)		
Land rates	\$	Yes <input type="checkbox"/> No <input type="checkbox"/>	Body Corporate Rates ( Strata)	\$	Yes <input type="checkbox"/> No <input type="checkbox"/>
gas	\$	Yes <input type="checkbox"/> No <input type="checkbox"/>		\$	Yes <input type="checkbox"/> No <input type="checkbox"/>
electricity	\$	Yes <input type="checkbox"/> No <input type="checkbox"/>		\$	Yes <input type="checkbox"/> No <input type="checkbox"/>
Water Rates	\$	Yes <input type="checkbox"/> No <input type="checkbox"/>		\$	Yes <input type="checkbox"/> No <input type="checkbox"/>
Memberships				\$	Yes <input type="checkbox"/> No <input type="checkbox"/>
Pay TV	\$	Yes <input type="checkbox"/> No <input type="checkbox"/>		\$	Yes <input type="checkbox"/> No <input type="checkbox"/>
Gym Membership	\$	Yes <input type="checkbox"/> No <input type="checkbox"/>		\$	Yes <input type="checkbox"/> No <input type="checkbox"/>
<b>SUB TOTAL</b>	\$		<b>SUB TOTAL</b>		
<b>TOTAL</b>			\$		

Provide any additional comments below on any additional living expenses listed which you would reduce / cancel in order to meet your loan repayment and avoid financial hardship.

**FEATURES AND FACILITIES** – please select below features, however will discuss them later.

<b>FIXED RATES</b>	Fixed Rate Schedule provided to client?	Yes <input type="checkbox"/> No <input type="checkbox"/>
<b>INTRODUCTORY FIXED RATE</b>	Introductory Fixed Rate Loan Schedule provided to client?	Yes <input type="checkbox"/> No <input type="checkbox"/>
<b>BASIC VARIABLE RATE</b>	Basic Variable Rate schedule provided to client?	Yes <input type="checkbox"/> No <input type="checkbox"/>
<b>LINE OF CREDIT</b>	Line of Credit Schedule provided to client?	Yes <input type="checkbox"/> No <input type="checkbox"/>
<b>COMBINATION LOAN</b>	Combination Loan Schedule provided to client?	Yes <input type="checkbox"/> No <input type="checkbox"/>
<b>VARIABLE RATE</b>	Variable Rate Schedule provided to client?	Yes <input type="checkbox"/> No <input type="checkbox"/>
<b>INTRODUCTORY VARIABLE</b>	Introductory Variable Rate Schedule provided to client?	Yes <input type="checkbox"/> No <input type="checkbox"/>
<b>NON CONFORMING</b>	Non conforming Schedule provided to client?	Yes <input type="checkbox"/> No <input type="checkbox"/>
<b>LOW DOC LOAN</b>	Does the client not have ITR's completed?	Yes <input type="checkbox"/> No <input type="checkbox"/>
<b>SENIORS LOAN</b>	Does the client require a facility with no repayments?	Yes <input type="checkbox"/> No <input type="checkbox"/>
<b>OTHER</b>	Redraw <input type="checkbox"/> Offset <input type="checkbox"/> Switching <input type="checkbox"/> Top ups <input type="checkbox"/> Interest Only <input type="checkbox"/> Portability <input type="checkbox"/> Extra <input type="checkbox"/> Repayments <input type="checkbox"/> Other <input type="checkbox"/>	

**SUITABILITY STATEMENT**

<b>CURRENT FINANCIAL HEALTH</b>	<b>APPLICANT ONE</b>	<b>APPLICANT TWO</b>
In relation to current enquiries & goals, is the applicant aware of anything which will adversely affect their ability to meet their current & future financial obligations?	Yes <input type="checkbox"/> No <input type="checkbox"/>	Yes <input type="checkbox"/> No <input type="checkbox"/>
Do the applicants anticipate any changes to their income in the next 12 months?	Yes <input type="checkbox"/> No <input type="checkbox"/>	Yes <input type="checkbox"/> No <input type="checkbox"/>
Has the applicant ever had any credit defaults, judgements or previously been made bankrupt?	Yes <input type="checkbox"/> No <input type="checkbox"/>	Yes <input type="checkbox"/> No <input type="checkbox"/>
<b>ESTATE &amp; PLANNING</b>	<b>APPLICANT ONE</b>	<b>APPLICANT TWO</b>
Do you have a legal will in place? (If no, encourage to seek advice or review with change in circumstances?)	Yes <input type="checkbox"/> No <input type="checkbox"/>	Yes <input type="checkbox"/> No <input type="checkbox"/>
What is your anticipated retirement date?		
How do you plan to reduce/clear your debt prior to retirement?		
<b>PERSONAL INSURANCES</b>	<b>APPLICANT ONE</b>	<b>APPLICANT TWO</b>
I / we understand that the loss of income will affect my ability to repay my existing or proposed debt. I/we understand that there are insurances available that are designed to help protect my financial position in the event of illness, injury or death.	Yes <input type="checkbox"/> No <input type="checkbox"/>	Yes <input type="checkbox"/> No <input type="checkbox"/>
Do you have any arrangements in place to protect your mortgage/debt existing or concurrent to this application in the event that things go wrong (injury/illness)? (If no, encourage to seek advice or review with change in circumstances?)	Yes <input type="checkbox"/> No <input type="checkbox"/>	Yes <input type="checkbox"/> No <input type="checkbox"/>
Do you have adequate Life Protection insurance in the event of accidental death?	Yes <input type="checkbox"/> No <input type="checkbox"/>	Yes <input type="checkbox"/> No <input type="checkbox"/>
I / we require further information to be provided in relation to insurances to enable us to make an informed decision.	Yes <input type="checkbox"/> No <input type="checkbox"/>	Yes <input type="checkbox"/> No <input type="checkbox"/>

I/We hereby acknowledge that I have obtained:

**Please  
tick  
to  
confirm**

- Credit Guide
- Representative Credit Guide
- Privacy Policy

*Has been provided to me/us by 1300WHATLOAN*

In signing below I / we acknowledge that the information in this seven page Clients Needs Analysis is true and correct.

APPLICANT NAME	SIGNATURE	DATE

## PRIVACY STATEMENT AND CONSENT

In handling your personal information, Joao Carlos Lopes is committed to complying with the Privacy Act 1988 and the National Privacy Principles.

### How and why we collect your personal information

We collect personal information from you when you apply for or use our products and services. In particular, we collect it so we can:

- provide you with the products and services you require, which may include financial and insurance products and services; and
- provide you with information about products and services available to you from Joao Carlos Lopes and associated businesses.

### Providing Your Personal Information to Other Organisations

In providing products and services to you it may be necessary for us to provide your personal information to other organisations with which we conduct business. This includes outsource financial pty ltd (ACN 131 090 705) which is our mortgage aggregator.

Other such organisations include related entities, mortgage managers, lenders, solicitors and legal advisers, accountants and auditors, printers and mailing services, insurers, collection agents, conveyancers and government agencies which regulate our products and services.

Your personal information is only provided to those entities to the extent necessary to enable us to provide our products and services to you.

### Consent to provide your personal information to a credit reporting body (CRB)

If you consent to us doing so, we may obtain a report or information about your consumer or commercial credit worthiness from a CRB, we may disclose personal information such as your name, date of birth, drivers licence and address to the CRB to obtain an assessment of whether that personal information matches the information held by it.

I/we appoint Joao Carlos Lopes as our agent to obtain a credit report on my/our behalf

### Marketing Information

If you consent to us doing so, we may provide you with information from time to time about new products and services available to you from Joao Carlos Lopes, or other businesses with whom we have a relationship. Your consent to our providing this information to you will be implied unless you notify us that you do not wish to receive this information.

I/we do not wish to receive marketing information from Joao Carlos Lopes

### If your personal information is not provided

In order to provide products and services to you and to assist you in applying for a home loan and related products and securities, we require information about you. If you do not provide us with all of the information we request we may be unable to supply to you the product or service that you require.

### Your rights

The Privacy Act gives you rights to access the personal information we hold about you, and you can ask us to correct the information if it is inaccurate. You can gain access to the information we hold about you by contacting us at 1300 942 856 or 0403 151 614 [info@1300whatloan.com](mailto:info@1300whatloan.com) or outsource financial on 02 9560 0555.

\_\_\_\_\_  
Borrower 1 signature

\_\_\_\_\_  
Borrower 2 signature

\_\_\_\_\_  
Borrower 1 name

\_\_\_\_\_  
Borrower 2 name

Date: \_\_\_\_\_

Date: \_\_\_\_\_

**“Thank you”**

**For taking the time to fill in your financial detail**

**Could you please email it to**

**[Info@1300whatloan.com](mailto:Info@1300whatloan.com)**

**We will contact you soon**

*Carlos*

# 1300WHATLOAN

ABN: 90924823961

**Telephone 1300 942 856**

**Fax 02 8809 9318**

**Mobile 0403 151 614**

**Email [info@1300whatloan.com](mailto:info@1300whatloan.com)**

**Website [www.1300whatloan.com](http://www.1300whatloan.com)**

*I value your personal introductions and referrals and they always receive top priority. Should there be someone you know currently - a family member, friend, or even a business colleague - in need of guidance or advice, I'm happy to talk to him or her in a complimentary fashion, and in courtesy to our relationship. Perhaps they could benefit from a Loan Check Up or Borrowing Power & Opportunities Report too?*

*As I always say, "Feel free to share me!"*