

STATEMENT OF CONSUMER CREDIT ADVICE

prepared for:

.....

by:

Northend Mortgage & Associates Pty Ltd

Licence Number: **364352**

ABN: 99 099 760 200

Date: / /

What this document is about

This document (called a Statement of Credit Advice or 'SOCA') explains my recommendation.

My contact details

You can contact me on: 03 9466 2777

My email address is: northendmortgage@bigpond.com.au

Postal address: 24 Rochdale Square, Lalor VIC 3075

Next steps

To decide whether to follow my recommendation, you should:

- make sure you understand my recommendation and ask me any questions you have.
- consult your financial adviser, legal adviser, and accountant or taxation adviser.

Once you are happy to follow my recommendation, please complete the authority to proceed at the end of this document and return it to me at the address located above.

Section 1: Important information about you

This section has information about you that I used in preparing my recommendation, such as your objectives and borrowing needs.

Your objectives and borrowing needs:

We met on / / and at that meeting you told me you wanted my recommendation/assistance only for the following:

You wish to borrow: \$.....

You are seeking a loan over:years P & I Interest only
 Interest in advance

You are seeking a: Variable Fixed rate loan

You require special loan features: Credit Line Top up/lock in rate facility
 Balloon payment Seasonal payments

You are seeking: Leasing Chattel mortgage Hire purchase Personal Finance

You wish to borrow the funds for:

You wish to have a guarantor Yes No

Section 2: My recommendation to you

This section tells you:

- What my recommendation is and why it is appropriate for you
- Any disadvantages of my recommendation
- The consequences of replacing one loan product with another
- The important things my recommendation does not deal with.

What is my recommendation?

Based on what you have told me, I recommend the following loan product/s:

.....
.....
.....

Why is my recommendation appropriate for you?

The loan has the required features you requested – (see also Section 3 Product fees)

Interest only payments Principal and interest repayments Balloon payments

Seasonal payments

Estimated loan repayments of: \$..... per month weekly fortnightly

Repayments if loan not on a regular basis: \$.....

Interest rate of:% Subject to conditions, market rises, and penalty for late payment.

Does my recommendation have any disadvantages?

.....
.....

Consequences of replacing one financial product with another

Payout existing loan/s \$.....

Costs approximately \$..... (See attached Annexure 'A')

Total \$.....

Refinancing, while it may reduce your overall loan repayments, may increase your over amount payable over the term of the loan.

What my recommendation doesn't deal with

Taxation issues, investment advice or your insurance needs, and we suggest that you seek your own legal financial advice relevant to the above areas.

Section 3: What else you need to know

This section:

- tells you about fees and any commissions we will get
- explains what product fees you will pay
- answers other questions you might have about my recommendation

What are my fees?

In addition to the commissions that we will receive if you follow my recommendation, we will charge you a fee of \$..... (including GST) for my recommendation and completing the lodgment of the loan application to the respective lender. Of this, Northend Mortgage & Associates Pty Ltd will get \$ and the referrer will receive \$.....

Please pay this fee within 14 days of receiving this SOCR, or if agreed, we will deduct from the loan proceeds as per your signed authority. If you do not proceed with the loan after an approval has been obtained within 45 days of approval, then you must pay us \$..... or% of the loan amount. (Fee agreed upon by both parties.)

What commissions will I get?

If you follow our recommendations, the issuers of the loan products we have recommended will pay commissions to Northend Mortgage & Associates Pty Ltd. I will get a share of those commissions. Some products pay a higher commission than other products. The products we have recommended are suitable for you however,

there might be other suitable products that pay a lower commission. Please refer to our approved product list which displays all up-front and trail commissions paid.

Ongoing commission

The amount of ongoing commission Northend Mortgage & Associates Pty Ltd receives from the lender depends on the amount of your loan balance.

What product fees will you pay?

If you follow my recommendation, the loan provider/s I have recommended will charge you establishment and product fees.

The lender will charge an establishment fee of \$.....

Ongoing monthly fees: \$.....

These fees along with any other relevant fees, charges and features will be fully explained in the letter of offer and the Product Disclosure Booklet (PDS) for each product, as issued by the lender. See attached Annexure 'A'.

Do we guarantee the performance of loan products I have recommended?

No. The loans we have recommended must be 'appropriate' for you. However, we do not guarantee that the loans are the best for you or that they will perform in a particular way.

Does our recommendation have a time limit?

Yes. Our recommendation expires three (3) months from the date of this SOCA. You should not rely on my recommendation after that time if you haven't acted on it by then. The lender's letter of offer may have an earlier expiry date other than the one month period stated above.

Is your personal information protected?

Yes. Information about you will not be given to anyone without your written permission unless the law says we must. Please see copy of our privacy policy on Financial Services Credit Guide (FSCG).

How long does the approval process take?

Once we have all the required documentation and information from you we expect that approval process will take no more than fourteen (14) days, but further delays can occur due to lenders' work loads or approval processes. We of course will aim to reduce the approval time for you.

Authority to proceed

If you want to follow our recommendation, please sign and return the last page of this document.

► **Before you sign this authority, we would like to check that we have:**

- Shown you a copy of our approved product providers list Yes No
- Talked to you about your personal/business circumstances, loan needs and financial goals in a way you understand, and answered your questions Yes No
- Discussed the risks involved in my recommendation Yes No
- Discussed any fees you will have to pay Yes No

► **Before you sign this authority, we would like to check that you have:**

- Read all the documents we have given you and acknowledge that you will read the credit contract/loan agreement carefully before signing and advise us of any variances Yes No
- Checked that your information given to us is accurate and understand that under the law we are required to report any fraud, forgery or illegal activities Yes No
- Asked us any questions you may have. Yes No

AUTHORITY TO PROCEED

By signing below you agree to the recommendations made to you by Northend Mortgage & Associates Pty Ltd and you give authority for us to act on your behalf and proceed with the loan approval process.

Client/s

Signed:.....
Signed:.....

Date: / /

Authorised Credit Representative

Signed:.....

Date: / /

Licence Number: 364352

This is the ANNEXURE "A" referred to in the Statement of Credit Advice dated / / .

INDICATIVE COSTING SHEET PURCHASE/REFINANCE

(To be signed by the client/s and attached to Statement of Credit Advice)

Reason	Purchase \$	Refinance \$
Purchase/Refinance		
Current loan amount + 2 month's interest		
Total of other debts to be consolidated		
Sub Total (A)		
Government Costs		
Title search fee		
Stamp duty on Purchase Price (Land Transfer)		
Registration fee/s (Land Transfer)		
Registration fee/s (Mortgage)		
Registration fee/s (Discharge of Mortgage)		
Sub Total (B)		
Loan Costs		
Loan application/establishment fee		
Property Valuation fee/s		
Progress payment inspection fees (Construction)		
Sub Total (C)		
Lender's Mortgage Insurance Premium (D)		
Other Costs (Miscellaneous)		
Settlement/conveyancing agent's cost		
Adjustment of shire council/water rates		
Sub Total (E)		
Less Client's Contribution		
Own resources/ Gift/ FHOG /Loan (F)		
Total funds required/Loan amount (A) + (B) +(C) + (D) + (E) - (F) = (G)		
Purchase Price/ Estimated Market Value (H)		
Loan amount \$ (G) / Security Value \$ (H) = LVR %		

Client Name

Client Name

Client Signature:.....

Client Signature.....