

Consumer Asset Finance Application

(Personal Use Only. Asset is for 50% or greater for personal use)

Applicant # 1 – Full Name (where a guarantor is required complete a separate application form with their details)												
Date of Birth		Gender		Driver's License #		State						
				D/L Expiry Date:								
Marital Status		No. of Dependents		Ages								
Current Residential Address:							Post Code	Years	Months			
Prior Address (If < 3 years At Current)							Post Code	Years	Months			
Postal Address							Post Code					
House Status		Home Phone		Email								
Work Phone		Fax No		Mobile No								
References – Provide Name , Address & Phone Number												
Personal Reference												
Business Reference												
Nearest Relative												
Finance References												
Mortgagee Or Landlord												
Accountant					Bank / Branch							
Applicant # 2 – Full Name												
Date Of Birth		Gender		Driver's License #		State						
				D/L Expiry Date:								
Marital Status		No. of Dependents		Ages								
Current Residential Address:							Postcode	Years	Months			
Prior Address (If < 3 years at current)							Postcode	Years	Months			
Postal Address							Post Code					
House Status		Home Phone		Email								
Work Phone		Fax No		Mobile No								
References – Provide Name , Address & Phone Number												
Personal Reference												
Business Reference												
Nearest Relative												
Finance References												
Mortgagee Or Landlord												
Accountant					Bank / Branch							

Employment Details		Applicant # 1				Applicant # 2			
Occupation									
Employer									
Employers Address									
Employer Contact									
Employer Telephone No.									
Employment Status									
Start Date									
<i>Previous employment details if less than 3 years in current employment</i>									
Occupation									
Employer									
Employers Address									
Employer Contact									
Employer Telephone No.									
Employment Status									
Start Date									
Finish Date									
<i>If Self – Employed provide the following information</i>									
Entity Type		Director			Director				
Entity Name									
Trustee (If Applicable)									
ACN / ABN									
Trading Name									
Trading Address									
Your Finance Requirements									
Description Of Goods To Be Purchased Including Accessories							Year:		
Supplier:						Type			
Supplier Contact				Telephone			Facsimile		
Supplier Address									
Cash Price				Including On Road Costs, GST & Accessories					
Insurance				To Be Financed	Yes	No	N/A		
Upfront Fees – Lender & Statutory				To Be Financed	Yes	No	N/A		
Upfront Fees - Broker				To Be Financed	Yes	No	N/A		
Sub Total				Do Not Include Items Not Financed					
Less Deposit (Show As A – For Negative Trade Equity)				Cash		Trade Equity		Details Below **	
Required Loan Amount									
Term – Months		Balloon Payment			Repayments				
Repayment Frequency		Customer Rate		%	**Trade Description:				
Trade Value		Lender (If Applicable)			Trade Payout				
Applicants loan objectives & or requirements not detailed above.									

Your Statement of Position

Assets			Liabilities			Monthly Repayment		
Savings Accounts- <i>Financial Institutions</i>		Current Value	Credit Lines - <i>Financial Institution</i>		Limit	Amount Owing	Repayment	To be paid out
1		\$	1		\$	\$	\$	
2			2					
1		\$	1		\$	\$	\$	
2			2					
Real Estate – <i>Addresses</i>		Current Value	Home Loans – <i>Financial Institution</i>		Limit	Amount Owing	Repayment	
1		\$	1		\$	\$	\$	
2			2					
1		\$	1		\$	\$	\$	
2			2					
1		\$	1		\$	\$	\$	
2			2					
1		\$	1		\$	\$	\$	
2			2					
Motor Vehicles - <i>Make & Year</i>		Current Value	Leasing – <i>Financial Institution</i>		Expiry Date	Amount Owing	Repayment	
1		\$	1			\$	\$	
2			2					
1		\$	1			\$	\$	
2			2					
1		\$	1			\$	\$	
2			2					
Contents Insurer		\$ <i>Insured Amount</i>	1			\$	\$	
			2					
Superannuation – <i>Fund</i>		Current Value	Personal Loans - <i>Financial Institution</i>		Expiry Date	Amount Owing	Repayment	
1		\$	1			\$	\$	
2			2					
1		\$	1			\$	\$	
2			2					
Business Value		\$	1			\$	\$	
			2					
Shares & Investments		Current Value	Credit Card - <i>Financial Institution</i>		Limit	Amount Owing	Repayment	
1		\$	1		\$	\$	\$	
2			2					
1		\$	1		\$	\$	\$	
2			2					
1		\$	1		\$	\$	\$	
2			2					
Deposit Paid		\$	1		\$	\$	\$	
			2					
Other Assets – <i>Description</i>		Current Value	Other Debts – <i>Description</i>		Expiry Date	Amount Owing	Repayment	
1		\$	1			\$	\$	
2			2					
1		\$	1			\$	\$	
2			2					
1		\$	1			\$	\$	
2			2					
Total Assets		\$	Total Liabilities			\$		
			Total Monthly Repayments			\$		
Life Insurance Sum Insured		1						
		2						
Do you expect any changes to your net asset position in the foreseeable future?			Yes	No	If so, please provide further details			

Personal Questions On Credit History: (If Yes; please provide details)	Yes	No
Are you an undischarged bankrupt or do you have any unsatisfied credit defaults or judgements against you or any company of which you are or were a Shareholder or Officer?		
Has either applicant been an officer or shareholder of any company to which an administrator, receiver or liquidator was appointed?		
Has any application in respect of this loan ever been submitted by either applicant or another person to any other Credit Provider(s)?		
Are you aware of any changes to your situation / circumstance that may impact upon your ability to meet your financial commitments?		

Monthly Income & Expenditure Details

SOURCE	Applicant # 1	Applicant # 2	TOTAL
Net Income / Full Time Salary	\$	\$	\$
Overtime	\$	\$	\$
Investment / Rental Income (Please specify)	\$	\$	\$
Other Income (please specify in notes)	\$	\$	\$
Total Income	\$	\$	\$
LESS MONTHLY EXPENSES			
Total Monthly Loan Repayments (from Statement of Position page 3)			\$
Rent / Property Repairs and Maintenance			\$
Electricity / Gas / Rates (Land and Water) / Buildings / Contents Insurance			\$
Motor Vehicle Registration & Insurance / Repairs / Servicing / Fuel / Public Transport			\$
Living Costs (incl. Food, Entertainment, Clothing, Holidays, Phone & Internet, Health Insurance / Medical Costs)			\$
Maintenance Payments For Dependents			\$
Education – School Fees, University Fees, HECS / HELP payments			\$
Other (please specify)			\$
Total Monthly Expense			\$
Net Monthly Surplus (income less expenses)			\$

Basis for Recommendations made and Customer Disclosures

Refinance Existing Facility	I have informed the customer & they understand that they may encounter costs, fees and or charges associated when paying out another loan prior to the maturity date.	I have informed the customer that where the new loan is refinancing / paying out an existing credit contract, that the lender will confirm the amount payable and it will be considered during their assessment process.
Finance Add-ons & Insurances	I have confirmed the customer understands and accepts the extent to which the add on features, insurance and fees have contributed to the amount financed, repayment & term.	
Finance Term	I have explained to the customer the consequences of electing a short versus a longer term with respect to repayments made and total interest payable.	I have explained to the customer that if they terminate the loan early or make extra repayments they may incur early termination fees and early repayment costs.
Payment Frequency	I have discussed the source and frequency of customers income and we have agreed upon the frequency of payment	
Balloon payment	The client has requested and following disclosures made wish to continue with a balloon payment as they requires payment of lower instalments during the term of the loan.	I have explained this is a lump sum payment at the end of the loan that the customer must pay to settle the debt.
	The client has indicated their intention to:	
	Refinance to clear the balloon. They understand finance is subject to credit approval and will incur interest costs.	Pay out the balloon from their own funds
		Sell or trade in the asset to meet the balloon payment
	The client understand that provision of the balloon payment is subject to credit assessment and part consideration by the lender in this process will be the estimated value of the asset at the end of the term.	

Protecting Your Financial Position		Yes	No
Would you be able to maintain your commitments and lifestyle if you or your partner were temporarily unable to earn an income?			
Details / Required Action:			

Declaration:

I / We confirm receipt of your credit guide and privacy policy. I / We declare that we have reviewed this document and confirm the information contained within is to the best of my / our knowledge true, correct, complete and accurate. I / We understand that the factual information contained within this document is relied upon in making a preliminary assessment of the suitability of the facility applied for. I/We note the disclosures made above and are comfortable with my/our ability to make repayment on the proposed loan without financial difficulty.

Applicant 1 Name	Applicant 2 Name
Applicant 1 Signature	Applicant 2 Signature
Date	Date
Representative Signature	Representative Name

Preliminary Credit Assessment

Australian Credit License No:			
The recommended loan listed below has been assessed as being 'not unsuitable' for you. This is based on the information collected from and verified by you. This document is designed to assist you to understand our decision making process. If you require further information on the recommendation then please contact us.			
Your Details			
Applicant 1		Applicant 2	
Full Name		Full Name	
Date of Application			
Transaction Details			
Proposed Loan Details	Loan 1	Loan 2	
Lender			
Loan Amount			
Loan Product			
Interest Rate**			
Loan Term (months)			
Repayment Cycle			
Repayment Amount			
Other Features			
Security Details			
** A higher interest rate may apply if the loan is in default. Interest rates are subject to review / change between the date of this assessment and settlement of the loan			
Demonstration of Affordability		Our Assessment	
Total Income		Having considered your financial information and calculated your monthly income and expenses, we have assessed that you are able to meet the financial obligations of the recommended loan without financial hardship. The recommended loan has met your requirements and objectives as stated and discussed during the application process, as it offers the important features requested by you.	
Less Total Expenses			
Net Monthly Surplus			
Add Commitments Ceasing			
Sub Total			
		Period of Assessment	
Deduct New Commitment		This assessment is valid for 90 days from the date of the quote provided to you, on the provision that your financial situation remains unchanged. Should your financial situation change please contact us immediately.	
Deduct Expense Increasing			
Net Surplus / Deficit			
Declaration: I confirm that the information contained within this document is to the best of my knowledge complete and accurate and that I have taken reasonable steps to verify the information is true and correct.			
Representative Name:		Credit Representative No:	
Signature:		Date:	

Broker use only**Verification of Key Factual Information** (multiple sources of evidence is best practice)

This preliminary assessment has been based on the personal details, financial information and loan structure / purpose as detailed by the applicant/s in this Finance Application document, the specific objectives and / or requirements (if stated) have also been taken into consideration.

This information has been verified from the following sources

<input type="checkbox"/>	Drivers Licence	<input type="checkbox"/>	Pay Slips	<input type="checkbox"/>	Other Income Verification	<input type="checkbox"/>	Store Card Statements
<input type="checkbox"/>	Passport	<input type="checkbox"/>	Tax Returns	<input type="checkbox"/>	Loan Statements	<input type="checkbox"/>	Share Certificates
<input type="checkbox"/>	Other Identification	<input type="checkbox"/>	Rental Statements	<input type="checkbox"/>	Bank Statements	<input type="checkbox"/>	Rates Notices
<input type="checkbox"/>	Employment Letter	<input type="checkbox"/>	Benefit Statements	<input type="checkbox"/>	Credit Card Statements	<input type="checkbox"/>	Contract of Sale

Other Documentation (please specify)

Transaction Notes**AML/CTF Risk Assessment**

Was a face to face interview conducted?	Yes	<input type="checkbox"/>	No	<input type="checkbox"/>	If No, explain how the applicant was identified	
Is the applicants address in Australia or New Zealand?	Yes	<input type="checkbox"/>	No	<input type="checkbox"/>		
Is the asset to be purchased with the loan funds located in Australia or New Zealand?	Yes	<input type="checkbox"/>	No	<input type="checkbox"/>		
Will the loan be repaid from a source (e.g. bank account) within Australia or New Zealand?	Yes	<input type="checkbox"/>	No	<input type="checkbox"/>		
If any of the above is answered No – Please comment on Risk below.						

Notes:

<input type="checkbox"/>	Pricing	<input type="checkbox"/>	Lender Policy	<input type="checkbox"/>	Fees	<input type="checkbox"/>	Other
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Justification of Assessment/Product: (include detailed comments to justify lender and product recommendation):

Credit Proposal Disclosure Document This document provides information on the commissions we receive & fees payable should you proceed with the recommended credit

Representative Name:		Credit License:		Credit Representative No:	
Your Details					
Borrower / Guarantor (1)			Borrower / Guarantor (2)		
Full Name		Full Name			
Proposed Finance					
Lender		Finance Amount		\$	
Type of credit facility					
Our service fee charges as set out in our quote dated:				\$	
Estimate of commission to be received by the Licensee from the lender for assisting you to obtain the finance. We may receive additional commissions from volume bonuses which are referred to in our Credit Guide. The amount of any such bonus is unascertainable at the date of this document.		Upfront: % of the loan amount, payable shortly after settlement. We estimate the amount received by the licensee to be \$ of which \$ will be paid to our business.			
We may also receive these additional benefits if the credit sought by you is approved.		No additional benefits will be received by us. Or We will also receive the following benefits:			
Estimate of total fees and charges payable by you to the lender in relation to applying for the loan These figures are estimates only and the final figures will be shown in your credit contract. You can select whether some or all of these fees are to be included in the amount financed.		Documentation Fee		\$	
		Statutory Fees		\$	
		Personal Property Securities Register Search Fee		\$	
		Other:		\$	
		Total		\$	
Estimate of the total amount of any fees or charges that you are likely to pay any other person in relation to applying for the loan		There are no fees or charges payable by you to any other third party. Or Third Party Name: Service Provided: Estimated Amount: \$			
Amount of credit available to you after the deduction of any of the above fees from the loan amount		Finance Amount		\$	
		Fees and charges to be deducted (if any)		\$	
		Available Credit		\$	
Referral fees paid by us to any third parties		There are no fees payable by us to a third party. Or We have paid or will pay a referral fee of \$ to for referring you to us.			
I / We declare that I / we have received a copy of this document for my / our records.					
Borrower / Guarantor 1			Borrower / Guarantor 2		
<div></div>			<div></div>		
<div></div>		<div></div>		<div></div>	
Name		Date		Name	
				Date	

What happens if you repay some or all of your loan early?

About early repayment charges

This document is designed to give a general overview of how early repayment charges are calculated and why they are applied. The facility recommended gives you interest rate and repayment certainty. This means you can budget with confidence and know you're protected against the risk of interest rates rising.

If you decide to pay in advance this is entirely up to you. Your decision may be affected by the amount of interest you may save, along with possible insurance savings and other benefits, versus the cost to break the loan.

Early repayment charges

If you decide to make repayments in advance or pay out your loan before the completion date, early repayment charges will apply. The early repayment charges will vary depending upon your lender but in general work on the following basis:

Early Termination Fee		Break Cost
1. An administration Fee, for costs that relate to processing the early termination.		3. Can be significant – to recover costs (if incurred) for borrowing funds over the full term of your loan. Further explanation and example below
PLUS	PLUS	
2. An Administration Fee, for unrecovered costs of providing the loan.		

Can I make repayments in advance?

You can, but early repayment charges may be incurred. To avoid these please make payments in accordance with your repayment schedule. If you would like to get ahead or pay your contract off early please call us first and we can discuss the costs involved and other options you may like to consider to manage your finances.

Why is there a break cost?

In general terms, to lend you money at a fixed rate and for a fixed term the financier borrows funds from someone else for the same period. Just as you have an obligation to repay your loan, the financier has an obligation to continue to pay the fixed interest or break their loan arrangement.

Calculating break costs

Your financier can give you an estimate of the likely break cost, but the actual cost will be determined on the day that the early repayment occurs. For illustrative purposes only, the table below provides a guide on how changes in market interest rates and term of your loan can impact the break costs.

Per \$10,000 of lending repaid		Remaining Fixed Term Months			
		6	12	18	24
Cost of funds at start minus Cost of funds now	<0%	\$0	\$0	\$0	\$0
	1%	\$29	\$53	\$76	\$99
	2%	\$57	\$106	\$154	\$200
	3%	\$86	\$159	\$232	\$303
	4%	\$115	\$213	\$310	\$407

Example: Andrew takes out a \$40,000 Secured Loan over 3 years at a market interest rate of 7%. After making his agreed payments for two years he decides to fully repay his loan, at this time the market interest rate for the remaining 12 months is 5% and the principal balance is \$15000. The difference in rates is 2%. From this table we can see that Andrew will pay a Break Cost of roughly \$159 (\$106 per \$10,000).

Before you make any decision about paying out some or all of your loan early you should speak to your Adviser so we can help you understand the actual costs you will incur.