

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?



Background and industry knowledge:

- Commerce Degree, Chartered Accountant and Cert IV in Finance and Mortgage Broking
- Five years as a mortgage broker plus seven years of accounting and management consulting experience in banking



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



Ask our clients:

See below a link to our google reviews:
[link](#)



MONASH University



CHARTERED ACCOUNTANTS
AUSTRALIA + NEW ZEALAND

The National Finance Institute

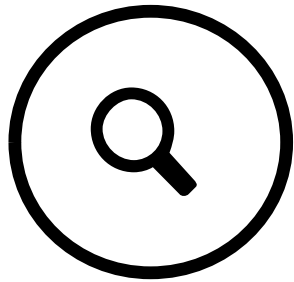


Deloitte.

KPMG

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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

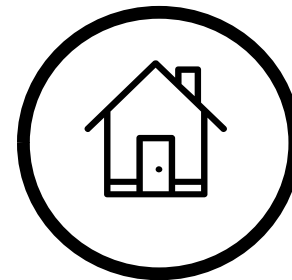


Signing of your loan agreement with your chosen lender before settlement.

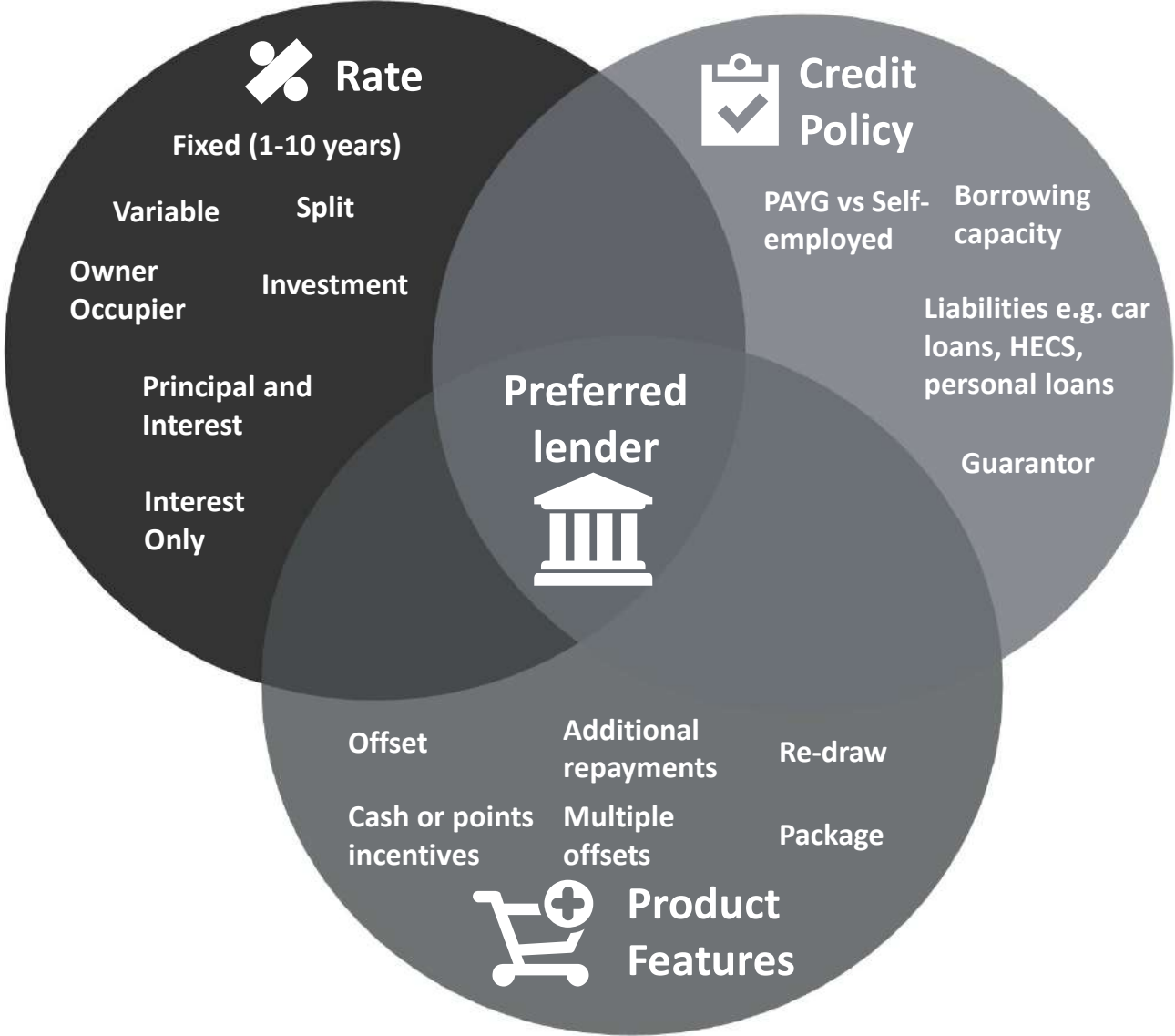
Settlement



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

THE TEAM



RAM PINTOR

Operations Manager

Email: ram@pearsefinancial.com.au



JACKSON EADE

Credit Analyst

Email: jackson@pearsefinancial.com.au

Phone number: 0417 599 843

Property reports

Reviewing documents

Loan applications

Status updates

Settlement updates

Loan fixing

Annual reviews

HELPERS

Property Lawyer:



- Xin Katsu, Katsu Lawyers or Sarah Vincenzi
- Services: Contract reviews, conveyancing and property law
- Contact details:
 - Xin 0433 290 433 xin@katsulawyers.com.au
 - Sarah 0402 212 221 sarah@mylegaladvisor.com.au

Property Advisors:



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

Building and Pest Inspection:



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

Tom Pearce
Mortgage Broker

0412 502 298
tom@pearsefinancial.com.au
www.pearsefinancial.com.au

