

preliminary assessment form

private and confidential

Client Name (s):		Existing Client <input type="radio"/> Yes <input type="radio"/> No
Client Name (s):		
Representative:		
Licence No.		
Date of enquiry:	/ /	<input type="radio"/> Meeting <input type="radio"/> Phone
Referred to:	Bank:	Contact at Bank:

important notice to customers

The National Consumer Credit Protection Act 2009 (National Credit Act) requires that a credit assistance provider must adhere to responsible lending obligations. This includes:

- making reasonable enquiries about your financial situation, and requirements and objectives;
- verifying your financial situation; and
- making a preliminary assessment about whether a credit contract is not unsuitable for you

The information requested in this form is necessary to enable us to make a preliminary assessment and will be used solely for that purpose. We accept no liability for any preliminary assessment given on the basis of inaccurate or incomplete information.

this assessment is valid for 180 days from the date of enquiry

The Finance Guru Pty Ltd
ATF The Finance Guru Trust
ABN 36719016861
Australian Credit Licence No. 389797
Level 4, 543 Bridge Road, Richmond, Vic 3121
Telephone 1300-1234-36
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If this assessment is over 180 days old, please select one of the following statements:

- I/We confirm that my/our personal information contained herein has not changed significantly since the date of enquiry. This preliminary assessment remains accurate.
- My/our personal information contained herein has changed significantly since the date of enquiry. I/We require a new preliminary assessment.

Signed: _____

Signed: _____

Date: / /

your financial requirements and objectives

1. what are you intending to purchase?

- Primary Residence
 Investment
 Other (please state) _____

2. what is the purpose of the loan you are seeking?	what is the amount of credit you are seeking?	what is the term of the loan you are seeking?
<input type="radio"/> Pre Approval	<input type="radio"/> 85% No Mortgage Insurance <input type="radio"/> 90% No Mortgage Insurance <input type="radio"/> _____% With Mortgage Insurance	
<input type="radio"/> New home loan	\$	_____ years
<input type="radio"/> Refinance / vary existing home loan	\$	_____ years
<input type="radio"/> Access equity in an existing property	\$	_____ years
<input type="radio"/> New investment loan	\$	_____ years
<input type="radio"/> Refinance/vary existing investment loan	\$	_____ years
<input type="radio"/> SMSF Borrowings	\$	_____ years
<input type="radio"/> Business Loan	\$	_____ years
<input type="radio"/> Other (e.g. credit cards, personal loans, unsecured overdrafts)	\$	_____ years
Total	\$	

3. what are the loan features you require?

<input type="radio"/> Principal & Interest	<input type="radio"/> Interest Only
<input type="radio"/> Fixed Rate	<input type="radio"/> Variable Rate
<input type="radio"/> Combination Fixed & Variable rate	<input type="radio"/> Guarantor ¹
<input type="radio"/> Bridging	<input type="radio"/> Redraw
<input type="radio"/> Bank Guarantee	<input type="radio"/> Offset Account

Notes:

1. You should consider a decision to become a guarantor very carefully. We recommend that you seek independent legal advice before entering into a guarantee. Please note that in addition to legal fees, the lender may charge a separate fee for a loan application that includes a guarantor.

4. can you foresee any circumstances that might prevent you from meeting loan repayments?

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Sections 5 to 9 - personal and financial information (attach existing boncard / client data)

Attach the following information (if applicable) from existing BonCard / Client Data Form	Tick if attached
Section 5. client details	<input type="radio"/>
Section 6. spouse details	<input type="radio"/>
Section 7. smsf details	<input type="radio"/>
Section 8. assets and liabilities	<input type="radio"/>
Section 9. contingent assets (existing insurances)	<input type="radio"/>

additional notes

Note any additional or updated information supplementary to the existing BonCard / Client Data Form	
Section	Additional information
Section 5. client details	
Section 6. spouse details	
Section 7. smsf details	
Section 8. assets and liabilities	
Section 9. contingent assets (existing insurances)	

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10. preliminary assessment

a) Property purchase price / Market Value	\$
Loan to Value Ratio	%
How much do you need to borrow?	\$

State property is located

VIC
 NSW
 QLD
 SA
 WA
 TAS
 ACT
 NT

b) Upfront Buying Costs¹	\$
Government Charges	
Stamp duty on property purchase	
less Stamp Duty Concession	()
Stamp duty on loan amount	
Registration of title transfer	
Registration of mortgage	
Fees	
Mortgage Insurance	
Loan Establishment Fee	
Loan Package Fee	
Estimated Legal costs	
Estimated Upfront Buying Costs	

d) Your Available Funding	\$
Cash/ own contribution	
First Home Owner Grant (if applicable)	
Deposit – Line of Credit	
Total available to you	
less Total Contribution required for settlement	()
Excess / (Shortfall)	

e) Loan Interest Rate	
Standard Loan Interest Rate	%
less Package discount	%
Final Loan Interest Rate	%

c) Summary	
Purchase Price	
Plus Upfront buying costs	
less Loan Amount	()
Your total contribution required for settlement²	

Loan Repayments³ / Additional Loan Repayments		
Loan Amount	\$	
Principal & Interest Repayment	Interest Only Repayment	Frequency
\$	\$	
		Annual
		Monthly

Notes:

1. Upfront Buying Costs can be determined by using the online calculator at <http://hlc1.westpac.com.au/hlc/hlc/UpfrontCosts.do>

2: Your total contribution = Estimated Upfront Buying Costs plus Deposit Required

3. Your Principal & Interest Repayments can be estimated by using the online calculator at <http://hlc1.westpac.com.au/hlc/hlc/Repayments.do>.

Please select "Yes" to the question "Base your calculation on a Premier Advantage Package?" to ensure the discounted rate applies.

Interest Only Repayments = (Loan Amount x Interest Rate) / No. of payments per year.

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11. serviceability assessment (or attach cashflow/serviceability notes)

	Client (\$)		Spouse (\$)		Total (\$)	
	Monthly	Annually	Monthly	Annually	Monthly	Annually
Total Income (after tax) ¹						
Expenditure / Outgoings ²						
2.00% of Credit Card Limit(s) (monthly amount)						
Monthly Buffer (0.13% of all bank debt) ³						
less Total Expenditure / Outgoings						
Surplus (Deficit) ⁴						

Notes:

- Total Income After Tax** – Include estimated new rental income if purchasing an investment or commercial property.
- Expenditure / Outgoings** – Include lifestyle expenses and current and proposed loan repayments assuming you draw down your total facility limit. This will assist in assessing the affordability of proposed new borrowings. Also include estimated expenses associated with your proposed investment or commercial property purchase.
- The Monthly Buffer** of 0.13% applies to the facility limits of new and existing loans, personal loans, and credit cards. It is a buffer for future interest rate rises and unexpected expenses.
- A surplus result** indicates that you are able to afford the proposed new borrowings based on your stated income and expenses. If you have agreed to make reasonable reductions to non-essential expenses to enable you to afford new borrowings without substantial hardship, please include your reduced expense amount in the above assessment (and note expenses you are willing to forgo in the section below) and sign the statement in Section 13 a) on page 6.

If deficit result, current expenses I am/we are willing to forgo to enable me/us to afford the proposed loan

Expense	Client (\$)	Spouse (\$)	Total (\$)
Total			

12. refinancing (please complete this section only if switching/refinancing an existing loan to a new loan)

When we recommend that you switch or refinance your existing loan, we must ensure that the new loan:

- would result in an overall cost saving to you, which is likely to override any loss of benefits; or
- may result in minimal cost savings, but will better meet your requirements and objectives.

Loan comparison table

Item	Existing Loan	New Loan	Reason(s) for switching/refinancing
Exit Fee		N/A	
Entry Fee	N/A		
Annual / Ongoing Fee			
Loan to Value Ratio	%	%	
Interest Rate	%	%	

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13. summary

a) Client Declaration

I/We seek a preliminary assessment to determine my/our capacity to meet a proposed credit application. I/We have provided complete and accurate information necessary to enable a preliminary assessment. I/We understand that this preliminary assessment does not constitute an offer of credit and that the lender will provide a final assessment to determine my/our eligibility to obtain credit. I/we understand how the loan will affect my/our living standards.

Please tick if applicable

I/we have agreed to make reasonable reductions to my/our non-essential expenses to enable me/us to afford the loan without substantial hardship.

	Client 1	Client 2
Signed		
Dated		

b) Adviser Declaration

The information collected in this form represents a true record of the client(s) details as provided to me. Based on the information provided to me, I estimate that the client(s) **WILL / WILL NOT** be able to meet the loan repayments as illustrated above. I have informed the client(s) that the lender will provide a final assessment to determine their eligibility to obtain credit.

	Adviser
Signed	
Dated	

c) Contingent Assets Declaration

Statement	YES	NO
1. I/we understand the importance of Income Protection, Trauma, Life and Total & Permanent Disablement insurances in assisting me/us to continue meeting loan repayments and/or providing a lump sum to repay a proposed loan.		
2. I/we would like to review my/our current level of personal insurances. If No, go to 3.		
3. Should I/we be successful in applying for credit, I/we accept full responsibility for any decision not to apply for or review my current level of personal insurances, even though this may cause substantial financial hardship.		

	Client 1	Client 2
Signed		
Dated		

d) Document Verification Checklist

Item	Provided Y/N
Income Verification:	
Pay slips	
PAYG Payment Summary	
Tax Return / Financial Statements	
Dividend / Distribution statements	
Bank statements (last 12 months)	
Real Estate Letter / Rental Statement	
Letter of employment (medical graduates)	
Tax Portal print out	

Item	Provided Y/N
Identification Documents (100 points required)	
Drivers Licence / photo ID (certified for FHOG) (40points)	
Passport (certified for FHOG) (70 points)	
Utility Bill (e.g. Gas, Electricity) or Credit Card (25 points)	
Medicare Card (25 points)	
General Documents	
Existing mortgage	
Building Insurance (mandatory except for Body Corporate)	
Lease from Tenant	
Contract of Sale (for purchase)	