

**preliminary assessment form**

---

**private and confidential**

|                         |       |   |
|-------------------------|-------|---|
| <b>Client Name (s):</b> |       | Existing Client<br><input type="radio"/> Yes <input type="radio"/> No |
| <b>Client Name (s):</b> |       |   |
| <b>Representative:</b>  |       |   |
| <b>Licence No.</b>      |       |   |
| <b>Date of enquiry:</b> | / /   | <input type="radio"/> Meeting <input type="radio"/> Phone             |
| <b>Referred to:</b>     | 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**  
**www.thefinanceguru.com.au**

**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<br><input type="radio"/> 90% No Mortgage Insurance<br><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<br>(e.g. credit cards, personal loans, unsecured overdrafts) | \$   | years   |
| <b>Total</b>   | <b>\$</b>  |   |

**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 <sup>1</sup> |
| <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?**

|  |
|--|
|  |
|  |
|  |
|  |

preliminary assessment form

**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<br>(existing insurances)   |                        |
|   |                        |
|   |                        |
|   |                        |

preliminary assessment form

10. preliminary assessment

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

**State property is located**

VIC   
  NSW   
  QLD   
  SA   
  WA   
  TAS   
  ACT   
  NT

|  |           |
|--|-----------|
| <b>b) Upfront Buying Costs<sup>1</sup></b> | \$        |
| <b>Government Charges</b>                  |           |
| Stamp duty on property purchase            |           |
| less Stamp Duty Concession                 | (       ) |
| Stamp duty on loan amount                  |           |
| Registration of title transfer             |           |
| Registration of mortgage                   |           |
| <b>Fees</b>                                |           |
| Mortgage Insurance                         |           |
| Loan Establishment Fee                     |           |
| Loan Package Fee                           |           |
| Estimated Legal costs                      |           |
| <b>Estimated Upfront Buying Costs</b>      |           |

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

|                                 |   |
|---------------------------------|---|
| <b>e) Loan Interest Rate</b>    |   |
| Standard Loan Interest Rate     | % |
| less Package discount           | % |
| <b>Final Loan Interest Rate</b> | % |

|  |           |
|--|-----------|
| <b>c) Summary</b>  |           |
| Purchase Price   |           |
| Plus Upfront buying costs  |           |
| less Loan Amount   | (       ) |
| <b>Your total contribution required for settlement<sup>2</sup></b> |           |

|   |                         |           |
|---|-------------------------|-----------|
| <b>Loan Repayments<sup>3</sup> / Additional Loan Repayments</b> |                         |           |
| 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.

preliminary assessment form

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

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

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<br>(\$) | Spouse<br>(\$) | Total<br>(\$) |
|--------------|----------------|----------------|---------------|
|              |                |                |               |
|              |                |                |               |
|              |                |                |               |
| <b>Total</b> |                |                |               |

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        | %             | %        |                                     |

**preliminary assessment form**

**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. <b>If No, go to 3.</b>   |     |    |
| 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 |
|--|--------------|
| <b>Income Verification:</b>              |              |
| 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 |
|---|--------------|
| <b>Identification Documents (100 points required)</b>           |              |
| 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)                                       |              |
| <b>General Documents</b>  |              |
| Existing mortgage   |              |
| Building Insurance (mandatory except for Body Corporate)        |              |
| Lease from Tenant   |              |
| Contract of Sale (for purchase)                                 |              |