



STEPHEN & HEATHER'S

# Game Plan





Hi Stephen and Heather,

Thank you for this opportunity to help you achieve your goals - I'm excited to go on this journey with you!

**Your personalised Game Plan** features a range of competitive options for your new loan (based on your current financial situation). It outlines:

- what we have discussed; the information provided by you on your requirements, objectives and goals
- what I recommend; and why I believe these recommendations are in your best interests
- what it will cost you; we are transparent so any fees, commissions, interest or charges relating to the products and services are laid out for you to see

**What's next?** Take some time to review these options and understand what it means to proceed. I'm here to answer all your questions. Once you're ready to proceed, I'll prepare your loan application ready for your review, approval, and signature. I'll then submit your application and let you know the moment it's approved by the lender.

I'm just a phone call or email away for any questions you may have.

Darole Evans

0448903997



Let's review

# Your goals.





**What is the primary purpose of this funding**

Investment Property

**Notes on your immediate goals & objectives**

AIP to be completed with the below proposed structure

Loan amount \$1050000

Term 35 years

Payments IO 5 years

Rate Variable

Features

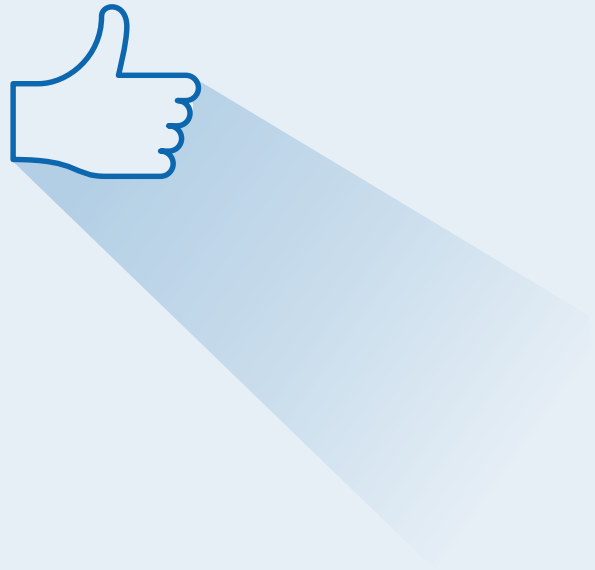
Offset

Redraw

Medico policy and as discussed at time of meeting the 35 year term provides the structure and lending capacity sought

Solution summary

# Our recommendation



## Selected product & recommendation rationale



### Split 1

Premier Advantage Package (Pricing Tool Required) Variable 80%-90% (Inv IO)

Loan Term & Amount	35 years	\$1,050,000
Year 1 - 35 principal and interest (variable)	6.49% p.a.	\$2,924.50 p.f.

Total Loan Amount	\$1,050,000.00
Total Interest Charged	\$1,611,292.21
Total Initial Fortnightly Repayments	\$2,924.50

### Why I believe this solution is in your best interest

When providing loan assistance and recommending both a lender and product, I am legally obliged to act in your best interests and prioritise your interests ahead of my own in all circumstances. I have reached my recommendation based on our discussion regarding your personal needs and objectives.

### Rationale for recommendation

#### Goals & Objectives

Heather and Stephen are seeking to purchase a new investment property in Brisbane 8-10km radius

Will use PMC

Expected rental income of new property \$800 pw

Would like to borrow 100% plus costs including PMC

Discussion on using existing security and are very happy at Westpac, still want a competitive rate, also would like to use the 35 year term to maximise the lending capacity after we discussed options.

AIP to be completed with the below proposed structure

Loan amount \$1050000

Term 35 years

Payments IO 5 years

Rate Variable

Features

Offset

Redraw

Medico policy and as discussed at time of meeting the 35 year term provides the structure and lending capacity sought

Recommended solution

Selected lender: Westpac

\$1,050,000, 35 Years, Principal & Interest

Selected product: Premier Advantage Package (Pricing Tool Required) Variable 80%-90% (Inv IO)

Interest rates

Reference the following in this section:

Selected product: Westpac - Premier Advantage Package (Pricing Tool Required) Variable 80%-90% (Inv IO)

\$1,050,000, 35 Years, Principal & Interest, Initial rate: 6.49%, Ongoing rate: 6.24%

Compared products

Commonwealth Bank - MAV Package Variable 80%-90% (Inv IO), Initial rate: 6.92%, Ongoing rate: 6.66%

ANZ Australia - Standard Variable 80%-95% (Inv IO), Initial rate: 6.44%, Ongoing rate: 6.19%

## Selected product & recommendation rationale

continued...

### Recommendations

Westpac ProLoan have also introduced a 35 year loan term for Medico clients, we have recommended this structure as it again allows an increase in borrowing capacity which is a key objective. As it is a variable loan Heather and Stephen can choose to make higher repayments and reduce the loan term if they so choose.

The current turnaround time for pre-approvals is also very fast with Westpac and this was another key requirement for the clients.

This new feature is unique to the Westpac Medico offering and provides Heather and Stephen with the lending capacity to buy in the area they seek. It is also delivered with a competitive rate that meets their expressed needs. It also allows for the existing lending to remain so security can be used to purchase this property.

**Interest rates and repayments:** these may change from those disclosed in this document if the lender changes interest rate. Before you accept your loan offer, you should check it carefully to ensure that the terms of the loan meet your requirements as they may differ from the terms set out in this document.

**Lenders Mortgage Insurance:** This insurance protects the lender in the event you are unable to meet the repayments of the mortgage. It is commonly required when you borrow more than 80% of the value of the property being offered as security for the loan. If property values decline, the security may not be enough to cover the outstanding loan when the lender comes to sell it. LMI is a one-off insurance payment incurred at the time the loan settles, and usually the lender will pass on the cost of the LMI premium to you, the borrower, as a fee.

## Solution summary

# Your loan preferences

### Your preferences have driven our recommendation

The overall solution and product recommendations have been driven by your preference. These factors have helped me narrow down options available. I understand why these preferences are important to you and considered any special requirements in my recommendations. It's important you understand the potential impact of your particular preferences and product features, so I've included important information related to your loan preferences. If you have any questions about this don't hesitate to ask.

#### Rate Preferences

Rate Type

Variable

Why is this important to you?

Take advantage of future decreases

#### Repayment Preferences

Interest Only Repayment Frequency

Fortnightly

Interest Only Period

5 years plus

Why are interest only repayments important?

Taxation or accounting reasons

#### Special Feature Preferences

Feature

Offset Account

Why is an offset important to you?

Quicker loan repayment

Feature

Redraw

Why is redraw important to you?

Access to prepaid funds

#### Other Information Preferences

Any other requirements and objectives?

Not Specified

Are there any conflicts between any of the loan preferences?

No

Broker interview declaration

I have interviewed the client via Phone Call

#### Lender preferences

Current Bank

Westpac

Happy with Current Bank?

Yes

Preferred Lender

Yes - Westpac

#### Important information related to your loan preferences

Variable Rate

1. Interest rate and repayment amount may increase while the loan is on a variable rate.

### Important information related to your loan preferences continued...

#### Interest Only

1. Higher interest rates may apply to interest only loans. 2. Interest only payments will not reduce the loan principal. 3. Not repaying loan principal will result in the applicant paying more interest over the loan term. 4. After the end of the interest only period, principal and interest repayments will be required and these will be higher than they would have been if the loan had principal and interest repayments throughout the loan term. 5. The amount of equity that is built-up in the property securing the loan will be less with an interest only loan.

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#### Offset Account

1. Feature may not be available when the loan is on a fixed rate. 2. May only be a partial interest rate offset. 3. Fees may apply. 4. Choosing a product that includes an offset account may include a higher interest rate on the loan.

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#### Redraw

1. Lender may charge fees for each redraw. 2. Each redraw may be subject to the lender's discretion.

## Full transparency on fees & commissions



### An overview of the service a mortgage broker provides

The service a mortgage broker provides is called *Credit Assistance*. At the point of issuing you this document, I've undertaken extensive research, talked to you to understand your needs and objectives and collected information on your current financial circumstances. This has given me the information I need to make a recommendation that is aligned to your best interests.

I have many legislative obligations I must adhere to that ensure your needs and requirements are at the centre of my work. These laws, including but not limited to the *National Consumer Credit Protection Act 2009 (Responsible Lending)*, *The Privacy Act 1988*, *Anti-Money Laundering and Counter Terrorism Financing Act 2006 (AML/CTF)*, are designed for your protection.

### How mortgage brokers get paid for the work they do

Generally as your mortgage broker, I'll be paid by the lender (with no additional cost to you) in the following ways:

#### Initial payment

When your loan has "settled", the selected lender will pay me an initial payment as a percentage (%) of the "net borrowings" (total loan, less any amount in the linked offset account). This percentage varies by lender however generally ranges between 0.60% and 0.75% including GST.

If the loan is transferred or is paid out within 2 years of the settlement date, the lender may reclaim some or all of these commissions from me.

#### Ongoing monthly payments

The selected lender may also pay an ongoing monthly payment to me as a percentage (%) calculated and paid on the outstanding balance of your loan at the end of each month. The percentage varies by lender and includes GST.

Regardless of how I'm paid by a lender, I'll be there to help you with any questions both now and throughout the life of the loan!

## Full transparency on fees &amp; commissions

**Loan fees included in your loan (you pay these direct to lender)**

Settlement Fee payable at settlement	\$0
Application Fee payable at settlement	\$0
Establishment Fee payable at settlement	\$0
Valuation Fee payable at settlement	\$0
Ongoing Annual Fee payable annually	\$395
Legal Fee payable at settlement	\$0
Ongoing Monthly Fee payable monthly	\$0
<b>Total</b>	<b>\$395</b>

**Disclaimer:**

You agree to pay the fees specified above by the time specified above. These figures are estimates only and the final figures will be shown in your credit contract or lease. Some or all of these fees may be paid from the finance proceeds. We are not aware of any other fees or charges payable to anyone else in relation to the application for finance, but the financier may impose some additional requirements.

**How we get paid (paid to us by the lender)**

Initial payment 0.44% of the loan amount (less any amount in a linked offset account)	\$4,620
Ongoing monthly payment 0.27% of the outstanding balance of your loan each month	\$236.25

The displayed monthly payment is the highest possible amount. It is recalculated monthly and is based on the outstanding balance.

**Disclaimer:**

Some or all of the commission received by the Licensee may be paid to the credit representative. From time to time we receive benefits in the form of conferences and training sessions provided by the licensee, financiers, or others. The value of these benefits cannot be ascertained. If you want information on this, please ask to see my Benefits Register.

**All numbers quoted above include GST**

\*In making my assessment about the recommendation in this Game Plan, I emphasise that at all times I have prioritised your interests above any potential conflicts with third parties that referred you to me as a potential client.

Let's review

# How we calculated how much you need to borrow



## How we calculated how much you need to borrow



<b>Funds Required</b>	—	<b>Your Contributions</b>	—	<b>Proposed Lending</b>	=	<b>Surplus</b>
\$989,862.65		\$1,190,020.00		\$1,050,000.00		\$1,250,157.35

**Funds Required**

Purchase (QLD, Investment, Established)	\$950,000.00
Stamp Duty on Property	\$35,775.00
Mortgage Registration Fees	\$224.32
Transfer Fees	\$3,468.33
Lenders Fees	\$395.00
<b>Total</b>	<b>\$989,862.65</b>

**Funds Available**

Existing Equity	\$980,020
Cash	\$210,000
Proposed Lending	Variable, P&I, 6.49% p.a \$1,050,000
<b>Total</b>	<b>\$2,240,020</b>

**Surplus**

Total Funds Required	\$989,862.65
Total Funds Available	\$2,240,020.00
<b>Total Surplus</b>	<b>\$1,250,157.35</b>

# The properties used as security & LVR



**Total securities**  
\$3,380,000.00

**LVR**  
63.78%

## Securities

Pre-approval for a property to be purchased in QLD \$950,000.00

Type	Registered Mortgage	Status	Established
Transaction	Purchasing	Purpose	Investment
Ownership	Heather 100%	Zoning	Residential
Valuation Basis	Actual Value	Property Type	Fully Detached House
		<b>Contract Date</b>	<b>Not Specified</b>

Unit 703, 1 Como Crescent, Southport Queensland 4215, Australia \$440,000.00

Type	Registered Mortgage	Status	Established
Transaction	Owns	Purpose	Investment
Ownership	Stephen 50% - Heather 50%	Zoning	Residential
Current Value	\$440,000.00	Property Type	Fully Detached House
Valuation Basis	Applicant Estimate	<b>Contract Date</b>	<b>Not Specified</b>

Unit 1, 213 Morgan Street, Merewether New South Wales 2291, Australia \$1,990,000.00

Type	Registered Mortgage	Status	Established
Transaction	Owns	Purpose	Owner Occupied
Ownership	Stephen 50% - Heather 50%	Zoning	Residential
Current Value	\$1,990,000.00	Property Type	Fully Detached House
Valuation Basis	Applicant Estimate	<b>Contract Date</b>	<b>Not Specified</b>

## LVR (Loan to Value Ratio)

New Lending	\$1,050,000.00
Existing Lending	\$1,105,835.00
Total Securities	\$3,380,000.00
<b>Total</b>	<b>63.78%</b>

## Other Considerations

### Insurance declarations

Is the client confident they have adequate insurance cover to protect their family against injury, death, or financial hardship? **Not Specified**

Is the client confident they have adequate insurance cover to protect their home and contents against accident, damage or theft? **Yes**

The clients understand that under a standard contract, the risk of damage or destruction to the property transfers to the buyer at 5:00pm on the first business day after the contract date. In broad terms this means that if the property is damaged or destroyed before settlement, the seller is not liable to fix the damage and the buyer is still required to settle. Accordingly, it is prudent that a buyer obtain insurance against the risk of the property being damaged or destroyed before settlement. If purchasing a property that is in a Community Titles Scheme, in all cases a buyer should obtain, at least, insurance cover for the property's contents (which will include carpets, curtains, internal blinds, etc.) and public liability insurance for the property's interior

From insurance, removal and storage services, or connecting services at your new property - we'll take care of you.

### ALI Group Life Insurance

Would the client like to discuss 'My Protection Plan' offered by an ALI group authorised mortgage broker? **No**

**Please note:** Whilst we strive to provide great options, it's important that you know the Best Interests Duty has not been applied to the referral of these services and therefore I can't guarantee it's the best solution. There may be other products or services in the market that better meet your needs and objectives. If you proceed with any of these services, I may receive a commission from the service provider. This is not payable by you. In these instances, I'll disclose to you any commissions that I'll earn.

Our research process

# The options we considered



Product comparison  
\$1,050,000 over 35 years

	✓ Selected	Option 2	Option 3
<b>Product name</b>	Premier Advantage Package (Pricing Tool Required) Variable 80%-90% (Inv IO)	MAV Package Variable 80%-90% (Inv IO)	Standard Variable 80%-95% (Inv IO)
<b>Initial period</b>	Year 1 - 35 6.49% p.a. variable \$2,924.50 per fortnight	Year 1 - 35 6.92% p.a. variable \$3,068.86 per fortnight	Year 1 - 35 6.44% p.a. variable \$2,907.88 per fortnight
<b>Ongoing period</b>			
<b>Max loan term</b>	30 Year(s)	30 Year(s)	30 Year(s)
<b>MAX LVR</b>	90%	90%	95%
<b>Repayment frequency</b>	Monthly	Monthly	Monthly, Fortnightly, Weekly
<b>Offset</b>	✓	✓	✓
<b>Credit card</b>	✓	✓	✗
<b>Direct salary credit</b>	✓	✓	✓
<b>Allowable splits</b>	✓	✓	✓
<b>Redraw</b>	no minimum	no minimum	no minimum
<b>Redraw Fee</b>	\$0	\$0	\$0
<b>Ongoing monthly fee</b>	\$0	\$0	\$10
<b>Ongoing annual fee</b>	\$395	\$395	\$0
<b>Upfront fee</b>	\$0	\$200	\$0
<b>Discharge fee</b>	\$350	\$350	\$320
<b>Total repayments and fees</b>	\$2,675,470.00	\$2,807,037.60	\$2,650,690.80
<b>Lifetime cost difference</b>	Selected	+ \$131,567.60	- \$24,779.20

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Appendix

# The information that informed our research



## Important information

Our assessment have been based on the information which you have provided to us. You should check carefully that the information provided is accurate and up to date and doesn't leave out any material details which may impact your ability to meet the repayment requirements in the credit contract outlined in the solution. This includes any foreseeable changes to your circumstances that may otherwise impact on your ability to meet your contractual obligations.

## The applicants

### Borrowers

Stephen Christopher Cooke	213 Morgan Street, Merewether New South Wales 2291, Australia
Heather Anne Cooke	213 Morgan Street, Merewether New South Wales 2291, Australia

## Broker details

### Darole Evans

Walshs Finance Pty Ltd  
level 24/10 Eagle Street, Brisbane City QLD, 4000,  
Australia  
Credit Representative Number: 540287  
ABN 80671622797 ACN 168809523

### Walshs Finance Pty Ltd

GPO Box 12 Brisbane QLD 4001 Australia  
Australian Credit License Number: 459119  
ABN 80671622797 ACN 168809523  
matt@walshs.com.au

# Stephen Christopher Cooke

Personal details	
Name	Stephen Christopher Cooke
DOB	27 Oct 1981
Gender	Male
Marital Status	Married

Identification	
Drivers Licence Australia	Expiry 2023

Contact	
Home	
Business	
Mobile	0412 846 712
Email	stevecooke.c@gmail.com

Particulars	
Mother's Maiden Name	Not Specified
Marketing Opt-in	Yes

Citizenship	
Citizenship	Not Specified
Residency	Not Specified

Dependants	
Christian	9 years
Joshua	6 years

Address History		
1.	213 Morgan Street, Merewether New South Wales 2291, Australia	Oct 2018 - Current
2.	Unit 1, 213 Morgan Street, Merewether New South Wales 2291, Australia	Not Specified

Employment History	
Employment not provided	

Borrower 2 summary  
Heather Anne Cooke

**Personal details**

Name	Heather Anne Cooke
DOB	31 Jul 1978
Gender	Female
Marital Status	Married

**Identification**

Passport Australia	Expiry 2025
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**Contact**

Home	
Business	
Mobile	0431 016 494
Email	heather111finn@gmail.com

**Particulars**

Mother's Maiden Name	Not Specified
Marketing Opt-in	Yes

**Citizenship**

Citizenship	Not Specified
Residency	Not Specified

**Dependants**

Christian	9 years
Joshua	6 years

**Address History**

- 213 Morgan Street, Merewether New South Wales 2291, Australia Oct 2018 - Current
- Unit 1, 213 Morgan Street, Merewether New South Wales 2291, Australia Not Specified

**Employment History**

- Newcastle heart, 64 Denison Street, Hamilton East New South Wales 2303, Australia From: 10 Jul 2015 - Current  
Role: Cardiologist. Basis: PartTime. Type: Self-employed. On Probation: No. Status: Primary Employment  
Contact: Heather Cooke. Phone: 024 929 2444. Employer type: Private
- Hunter New England Health, New Lambton Heights New South Wales 2305, Australia From: 10 Nov 2016 - Current  
Role: Cardiologist. Basis: PartTime. Type: PAYG. On Probation: No. Status: Secondary  
Contact: John Hunter Hospital . Phone: 024 921 2000. Employer type: Public

**Income**

Type	Details	Ownership	Frequency	Amount
Rental Income	Unit 703, 1 Como Crescent, S...	50% - 50%	Weekly	\$550
Salary / Wages	Hunter New England Health	Heather 100%	Yearly	\$107,874
Company Profit Before Tax	Newcastle heart	Heather 100%	Yearly	\$409,563
Rental Income		Heather 100%	Weekly	\$800
			Monthly total	\$48,969.75

Ownership = Stephen Christopher Cooke - Heather Anne Cooke

**Expenses**

**Education**

Type	Ownership	Frequency	Amount
Public School Costs	50% - 50%	Monthly	\$100
Higher Education & Vocational Training (excluding HECS/HELP)	50% - 50%	Yearly	\$800
		Monthly total	\$166.67

**Groceries**

Type	Ownership	Frequency	Amount
Groceries	50% - 50%	Monthly	\$2,166
		Monthly total	\$2,166

**Expenses continued...**

**Primary Residence Expense (excl. Insurance)**

Type	Ownership	Frequency	Amount
Electricity & Gas	50% - 50%	Monthly	\$200
Council Rates	50% - 50%	Monthly	\$150
Water & Sewer	50% - 50%	Quarterly	\$400
Body Corporate	50% - 50%	Monthly	\$150
Home Operation	50% - 50%	Monthly	\$1,500
Home Repairs	50% - 50%	Monthly	\$200
		Monthly total	\$2,333.33

**Insurance**

Type	Ownership	Frequency	Amount
Building Insurance	50% - 50%	Monthly	\$50
Contents Insurance	50% - 50%	Monthly	\$90
Health Insurance	50% - 50%	Monthly	\$467
Income Protection	50% - 50%	Monthly	\$1,100
Vehicle Insurance	50% - 50%	Monthly	\$150
		Monthly total	\$1,857

**Investment Property Expense (inc. Insurance)**

Type	Ownership	Frequency	Amount
Council Rates	50% - 50%	Yearly	\$1,000
Body Corporate	50% - 50%	Quarterly	\$1,000
Repairs & Maintenance	50% - 50%	Yearly	\$1,500
		Monthly total	\$541.67

**Expenses continued...**

**Medical**

Type	Ownership	Frequency	Amount
Medical & Health	50% - 50%	Monthly	\$300
		Monthly total	\$300

**Personal Care**

Type	Ownership	Frequency	Amount
Clothing & Footwear	50% - 50%	Monthly	\$250
Personal Care	50% - 50%	Monthly	\$100
		Monthly total	\$350

**Recreational & Entertainment**

Type	Ownership	Frequency	Amount
Alcohol / Tobacco	50% - 50%	Monthly	\$400
Cinema/Concerts/Memberships	50% - 50%	Monthly	\$50
Dining Out	50% - 50%	Monthly	\$600
Gym / Sports	50% - 50%	Monthly	\$200
Gifts & Miscellaneous	50% - 50%	Monthly	\$100
		Monthly total	\$1,350

**Telephone & Internet**

Type	Ownership	Frequency	Amount
Home/Mobile Phone	50% - 50%	Monthly	\$100
Internet, Pay TV & Media Streaming Subscriptions	50% - 50%	Monthly	\$130
		Monthly total	\$230

**Expenses continued...**

**Transport**

Type	Ownership	Frequency	Amount
Petrol	50% - 50%	Monthly	\$500
Registration	50% - 50%	Monthly	\$130
Vehicle Maintenance	50% - 50%	Monthly	\$80
Taxi/Ride Sharing	50% - 50%	Monthly	\$40
		Monthly total	\$750

**Other**

Type	Ownership	Frequency	Amount
managed funds	50% - 50%	Monthly	\$5,000
		Monthly total	\$5,000

Expenses monthly total \$15,044.67

Ownership = Stephen Christopher Cooke - Heather Anne Cooke

**Assets**

Type	Details	Ownership	Value
Managed Funds	Praemium Prae	Stephen 100%	\$274,986.33
Other Deposit	WBC Offset 612594	50% - 50%	\$38,986.11
Other Deposit	WBC Offset 645063	50% - 50%	\$184,491.59
Savings Account	WBC Offset 622136	50% - 50%	\$10,481.43
Savings Account	WBC Bus Cash Reserve Account - 316533	Heather 100%	\$2,199.10
Savings Account	WBC Choice Account - 645055	50% - 50%	\$6,648.28
Savings Account	WBC Business One Low Account - 316525	Heather 100%	\$55,167.61
Superannuation	Future Super	Stephen 100%	\$150,003.84

**Assets continued...**

Type	Details	Ownership	Value
Superannuation	Asgard Super	Heather 100%	\$1,473.75
Superannuation	QSuper	Heather 100%	\$285,681.59
<b>Total</b>			<b>\$1,010,119.63</b>

Ownership = Stephen Christopher Cooke - Heather Anne Cooke

**Liabilities**

Type	Mortgage	Rate	1.98%	Repayment	\$2,581 monthly
Lender	Westpac	Clearing?	No	Balance	\$608,654
Asset	Unit 1, 213 Morgan Street, Merewether New South Wales 2291,...	Ownership	50% - 50%	Limit	\$608,654
Type	Mortgage	Rate	5.99%	Repayment	\$1,633 monthly
Lender	Westpac	Clearing?	No	Balance	\$82,377
Asset	Unit 1, 213 Morgan Street, Merewether New South Wales 2291,...	Ownership	50% - 50%	Limit	\$82,377
Type	Mortgage	Rate	6.34%	Repayment	\$2,043 monthly
Lender	Westpac	Clearing?	No	Balance	\$230,804
Asset	Unit 703, 1 Como Crescent, Southport Queensland 4215, Austra...	Ownership	50% - 50%	Limit	\$230,804
Type	Mortgage	Rate	6.58%	Repayment	\$1,661 monthly
Lender	Westpac	Clearing?	No	Balance	\$184,000
Asset	Unit 1, 213 Morgan Street, Merewether New South Wales 2291,...	Ownership	50% - 50%	Limit	\$184,000
Type	Credit Card	Clearing?	No	Repayment	\$548 monthly
Lender	Westpac	Ownership	Heather 100%	Balance	\$0
Asset	Not Specified			Limit	\$14,400
Type	Loan	Clearing?	No	Repayment	\$0 monthly
Lender	Westpac	Ownership	Heather 100%	Balance	\$17,671
Asset	Not Specified			Limit	\$17,671
<b>Total balance</b>					<b>\$1,123,506</b>
<b>Total limit</b>					<b>\$1,137,906</b>

Ownership = Stephen Christopher Cooke - Heather Anne Cooke

**Real estate assets**

Address	Type	Ownership	Security?	Value
Unit 703, 1 Como Crescent, Southport Queensland 4215, Australia	Fully Detached House	50% - 50%	Yes	\$440,000
Unit 1, 213 Morgan Street, Merewether New South Wales 2291, Australia	Fully Detached House	50% - 50%	Yes	\$1,990,000
			Total	\$2,430,000

Ownership = Stephen Christopher Cooke - Heather Anne Cooke

**Stephen - financial circumstance changes**

Does the applicant plan or anticipate changes (other than retirement) to their future financial circumstances that could adversely impact their capability to repay the loan? No

Does the applicant plan to retire during the term of the loan? Yes

At what age does Stephen plan to retire? 70

How would the applicant propose to repay the loan? Repayment of loan prior to retirement, Sale of assets

Does the applicant have any future objectives that should be considered?

Nil

**Heather - financial circumstance changes**

Does the applicant plan or anticipate changes (other than retirement) to their future financial circumstances that could adversely impact their capability to repay the loan? No

Does the applicant plan to retire during the term of the loan? Yes

At what age does Heather plan to retire? 70

How would the applicant propose to repay the loan? Sale of assets, Repayment of loan prior to retirement

Does the applicant have any future objectives that should be considered?

Nil

**Stephen & Heather Arrears**

Any previous issues to debt arrears including credit cards, personal loans, car loans, short term loans, monies owing to friends/family, education loans, credit declines/bankruptcy.

Current Arrears? No

Previous Arrears? No

Director in the last 5 years? No

Approval to proceed

**Time to sign. Let's do this.**



# Time to sign

## Collection notice for privacy purposes & consent

Walshs Finance Pty Ltd Credit Representatives are appointed under Walshs Finance Pty Ltd Australian Credit Licence 459119.

Walshs Finance Pty Ltd ABN 80671622797 Australian Credit Licence 459119 of GPO Box 12 Brisbane QLD 4001 Australia [we,us,our] we are collecting personal information about you and this may include sensitive information (such as health information).

A complete copy of our privacy policy can be found at <https://img.broker/consumer-privacy>.

1. The information you provide will be held by us.
2. You appoint us your agent (Access Seeker) to obtain your credit information from a credit reporting body on your behalf and for the purpose of assisting you with your finance application. You authorise us to disclose any credit information we obtain to prospective financiers in connection with your finance application.
3. We may use credit information and personal information you provide us to arrange or provide finance and other services to you and you authorise us to make any enquiries necessary to do so.
4. We may exchange personal information with the following types of entities, some of which may be located overseas: our employees, franchisor, related bodies corporate, contractors or service providers for the purposes of operation of our website or our business, fulfilling requests by you, and to otherwise provide products and services to you including, without limitation, web hosting providers, IT systems administrators, couriers, payment processors, data entry service providers, electronic network administrators;
  - persons who provide finance or other products to you, or to whom an application has been made for those products; financial consultants, accountants, lawyers and advisers;
  - any industry body, tribunal, court or otherwise in connection with any complaint regarding our services;
  - any person where we are required by law to do so;
  - any of our associates, related entities or contractors;
  - your referees, such as your employer, to verify information you have provided;
  - any person considering acquiring an interest in our business or assets;
  - any organisation providing online verification of your identity; or
  - any person or organisation for any authorised purpose with your express consent.
5. You may gain access to the personal information that we hold about you by contacting us. A copy of our privacy policy can be obtained at <https://img.broker/consumer-privacy> or by contacting us on 0405688722. Our privacy policy contains information about how you may access or seek correction of the information we hold about you, how we manage that information and our complaints process.
6. If you do not provide the information we may not be able to assist in arranging finance or providing other services to you.

### Do we disclose your personal information to anyone outside Australia?

We may disclose personal information to our franchisor's related bodies corporate, our related bodies corporate and third party suppliers and service providers located overseas for some of the purposes listed above. Your personal information may be stored in the cloud in an overseas country. In the event that a disclosure is made in that overseas country (which we consider unlikely), the information will not be protected by the Australian Privacy Principles. In any event, by providing your details, you consent to your information being disclosed in this manner.

### Consent to give notices electronically

You consent to us sending you notices and other documents in connection with your dealings with us by email. You understand that upon giving this consent:

- a. we will either make all notices and other documents available for a reasonable period of time on our website for retrieval by you or we will send you notices and other documents by e-mail;
- b. if the information is displayed on our website we will promptly send you an e-mail to your nominated e-mail address notifying you that information is available for retrieval from our website and notify you of the nature of that information;
- c. we will not send paper copies of notices and other documents;
- d. you must regularly check your nominated e-mail address for notices; and
- e. you may withdraw your consent to the giving of notices and other documents electronically at any time.
- f. you have facilities to enable you to readily print notices of other documents retrieved from our website if you desire.

### Electronic signature consent

For the purposes of all dealings with us:

1. I consent to the use of an electronic signature system for the execution of any documents; and
2. I confirm I am the person named in the document where I indicate I am signing, I approve of the information communicated and I accept this method as reliable in the circumstances for communicating this type of information.

By clicking 'I agree' you agree to us collecting, holding, using and disclosing personal information about you in accordance with our Privacy Policy.

By signing this document you agree to us collecting, holding, using and disclosing personal information about you in accordance with our Privacy Policy.

# Time to sign

## Terms, disclaimers, and acknowledgements

This document\* includes a recommendation for a lender and a specific product

*When providing credit assistance, we must act in your best interests (Best Interests Duty). This means that any products we recommend to you must be in your best interests, and the reasons for these recommendations will be recorded and explained to you.*

In order to ensure your best interests have been met, we will assess what product(s) and what credit assistance will be in your best interests.

To do this, we need to:

1. Gather information about you and your situation,
2. Use this information to assess what credit assistance (if any) is in your best interests, and ;
3. Depending on this individual assessment, make a recommendation to you.

This recommendation will include information about why this is in your best interests and how it is aligned to your needs and objectives.

In addition, we also have the following obligations:

1. To satisfy the responsible lending obligations and assess the products as NOT UNSUITABLE for you and that you can comply with the credit obligations without substantial hardship;
2. In the case of actual, potential or perceived conflicts of interest to prioritise your interests ahead of the licensee and broker in all circumstances; and
3. Any products recommended to you will align to your specific goals and objectives.

The document includes information about why this is in your best interests and makes a recommendation to you which aligns with your specific goals and objectives.

Design and distribution obligations are intended to help consumers obtain financial products that are appropriate for them. Each product must have a Target Market Determination (TMD) which specifies the product issuer's distribution conditions, including who the target market of the product is. For more information, or to see the TMD for the recommended product, please ask your broker.

It also represents the completion of our interaction with you and draws upon our discussions with you, the analysis of your financial circumstances, the research across a range of products and the consideration of what is important to you.

**\*Note this document is valid for 90 days from signature date. Information on loan products is supplied by lenders and is subject to frequent changes (i.e. as interest rates change). Any material changes will be raised with you by your mortgage broker and may result in a revised document.**

### The information you have provided to your mortgage broker

*By signing this Customer Acknowledgement and Declaration you are confirming that you have checked the information you provided is accurately represented in the document and as far as you know there are no omissions or inaccuracies.*

The information used in the document has been recorded and used in accordance with information provided by you. You should check the information in your document for any inaccuracies and/or omissions (including any foreseeable changes) which may impact on your ability to meet loan repayments in the future and advise your mortgage broker immediately as this may alter the assessment and recommendation.

### Agreeing to this recommendation instructs your mortgage broker to apply for the loan

*By signing this Customer Acknowledgement and Declaration you are instructing your mortgage broker to proceed to lodge a loan with the recommended lender and product.*

Some important things to note as we move forward to lodging a loan application:

- **Your broker will assist you to verify the payout costs** with your current lender when refinancing an existing credit contract
- **Your mortgage broker represents you and has obligations to the lenders** This means your broker must not provide any information they or you know is misleading or deceptive. Your broker also has obligations under the law to report any fraud, forgery, or other illegal activities. By signing this agreement you confirm that you understand that your broker has these obligations to the lender and under the law. If you have any questions about their role, ask before you sign.
- **A loan is a credit contract with the lender**, you should read the details carefully before signing, checking that it matches your requirements.

**We do not provide legal and/or financial advice**, unless specified in a separate contract. Accordingly, it is important you ensure you understand your legal obligations under the loan, and the financial consequences. If you have any doubts, you should obtain independent legal and financial advice. We do not determine or recommend the conditions of the credit contract (such as interest rates, fees, or the term of the loan).

We confirm the process to produce and lodge the loan application will be commenced immediately following your confirmation. This will include the provision of information that you have provided to us and that we have collated, information obtained in accordance with your consent from external parties i.e. credit history, financial statements, contracts of sale and any other related or lender requested documentation.

Time to sign  
Ready to proceed?



### Borrower Acceptance

Heather Anne Cooke

Sign

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Date

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Stephen Christopher Cooke

Sign

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Date

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### Broker Signature

Darole Evans

Sign

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Date

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**Disclaimer:** By signing this document you agree to the terms, disclaimers, and acknowledgements set out on the previous page.