



\*\*\*\*\*the section is only for our record and saved in the documents upload section of the CRM for the client PLEASE DELET\*\*\*\*\*

# PRELIMINARY ASSESSMENT & PRODUCT RECOMMENDATION

**Prepared for:**

Prepared by Maseh Barakzai  
Friday, January 11, 2019

### Introduction & Overview

This document is a record of our product recommendation(s) to you. You are entitled to receive a further preliminary assessment whenever we provide you with any additional product information.

This product recommendation is prepared solely for the use of the people to whom it is addressed and listed as the borrowers in the personal information section of this document.

We do not accept any liability whatsoever for any third party relying on any information contained within the document.

The document includes:

- o Our product recommendation
- o The basis on which the recommendation is given
- o All fees, commissions, interests or associations that might influence the recommendation.

### We have relied on the information you have provided to us

In preparing this product recommendation we have relied on the information that you have given to us. We take no responsibility for this recommendation if the information provided by you is incorrect, incomplete or inaccurate.

If you believe that any aspect of your situation has been overlooked or is not correctly represented, it is your responsibility to bring it to our attention before acting on our recommendations.

This recommendation may only be considered to be current as at the time of production. The nature of the recommendation can be altered should interest rates and fees change at any point after the production of this document.

Once you have selected an appropriate product, an application will be submitted to a lending institution. The lending institution will provide you a loan agreement or contract, which will detail all the terms and conditions associated with the product that you have selected.

### No taxation advice or information

This product recommendation does not constitute or contain taxation advice.

Whilst every effort has been made to include relevant taxation considerations, the adviser with whom you have dealt is not a licensed taxation agent.

Any taxation considerations contained in this document are intended as a guide only. If you require taxation advice we strongly recommend that you seek independent taxation advice from a licensed taxation agent.

### Personal Information

Below is a summary of the financial and employment status of each applicant as disclosed to us.

### Funding position Worksheet

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Purchase Amount	\$550,000
Establishment Fee	\$449
Broker Origination Fee	\$0
Less deposit already paid	\$0
Loan Amount to be financed	\$26,300

\*\*\*\*\*this section is repopulated from “ Preliminary assessment for repopulation broker use”PLEASE DELETE\*\*\*\*

*Note\* - The fees quoted above are estimations as advised by the various lenders and government bodies. Final fees will be quoted on the Letter of Offer from the lending institution that you choose to proceed with.*

### Product Recommendation

#### Reasoning behind the recommendation

This recommendation has been developed taking into account:

- Your personal & financial profile
- Your requirements and objectives in your needs analysis responses

#### Product recommendation

Based on the information you have provided to us in our needs analysis questionnaire, we have selected the following product as being suitable for your requirements.

Credit Provider Pepper (Asset Finance)

Product Name Chattel Mortgage

Interest Rate 7.45%\*\*\*\*\*this section is repopulated from “ Preliminary assessment for repopulation broker use”PLEASE DELETE\*\*\*\*

In some instances, there may be an ongoing account fee. If applicable, this will be disclosed to you in the final amount of fees and charges within the credit contract which will be issued by the lender.

Based upon the information you have supplied to us during the course of the interview and in your needs analysis responses, this information will be provided to the lender or originator to source a loan which is appropriate to your needs and objectives.

### Appendix A – Consumer requirements Needs Analysis responses

No	Question	Response
1.1	What is the loan amount you are applying for? (if known)	\$26,300
1.2	What is the purpose of the loan?	Business use
1.3	Will this new loan refinance an existing loan?	No

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1.4	If you answered Yes, please provide information on what your objectives are for seeking this?	
1.5	How long do you expect to remain in the new Credit Contract?	3 - 5 years
1.6	What will be your preferred loan repayment frequency?	Monthly
2.1	Applicant 1: Have you ever had any defaults, judgements or legal proceedings recorded against you?	No
2.2	Applicant 1: If you answered Yes to the above question, please provide details.	
2.3	Applicant 1: Are all of your current credit commitments up to date?	Yes
2.4	Applicant 1: If you answered No to the above question, please provide details on how you plan to bring your existing loan repayments up to date.	
2.5	Applicant 2: Have you ever had any defaults, judgements or legal proceedings recorded against you?	No
2.6	Applicant 2: If you answered Yes to the above question, please provide details.	
2.7	Applicant 2: Are all of your current credit commitments up to date?	Yes
2.8	Applicant 2: If you answered No to the above question, please provide details on how you plan to bring your existing loan repayments up to date.	
3.1	Applicant 1: On a scale of 1-10 how would you rate your current job security? (the higher the number, the more secure you feel - 1 is Not Secure; 10 is Highly Secure)	10
3.2	Applicant 2: On a scale of 1-10 how would you rate your current job security? (the higher the number, the more secure you feel - 1 is Not Secure, 10 is Highly Secure)	
4.1	Do you anticipate any changes to your income in the next 6-12 months?	No
4.2	If you answered Yes to the above, please provide further information.	

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4.3	Do you anticipate your expenses will change materially in the next 6-12 months?	No
4.4	If you answered Yes to the above, please provide further information.	
4.5	Are there any other factors that you can think of that may materially affect your income and/or expenses in the next 6-12 months?	No
4.6	If you answered Yes to the above, please provide further information.	
5.1	Are there any lenders that you don't wish to deal with? (Please provide their name)	no
5.2	Are you considering having a Balloon Payment or Residual Value in this new Credit Contract?	No
6.1	Do you currently have adequate Life Insurance?	No
6.2	Do you currently have adequate Debt Protection Insurance?	No
6.3	Do you currently have adequate Income Protection Insurance?	No
6.4	Do you have adequate insurance that will repay your loan repayments and/or outstanding balance (current and/or new) should you not be able to work?	No
6.5	If you answered No, or Unsure to any of the above questions, would you like us to arrange a meeting for you to discuss options regarding your insurance needs and requirements?	No
7.1	On a monthly basis, how much do you currently repay and/or spend on the following items?	
7.2	Home Loan repayment	\$2,000
7.3	Investment Property Loan repayment	\$0
7.4	Personal Loan repayment	\$0
7.5	Credit Card payment (3% of total limit)	\$0
7.6	Other loans and/or debt commitments	\$0
7.7	Rental or Board paid	\$0
7.8	Utilities - Electricity, Rates, Gas, Water, Body Corporate	\$300

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7.9	Connections - Phone, Mobile, Internet, Cable TV	\$100
7.10	Education - Child Care, School Fees, Uniforms & Activities	\$0
7.11	Food - Groceries, Meat, Fruit & Vegetables	\$300
7.12	Transport - Public, Petrol, Registration, Insurance & Servicing	\$50
7.13	Medical - Private Health Insurance & Ongoing Medical Bills	\$0
7.14	Insurances - Home & Personal (Life/TPD/Trauma) & Voluntary Super	\$0
7.15	Household Purchases and Maintenance	\$100
7.16	Entertainment - Dining Out, Movies, Gifts & Other	\$100
7.17	Sports, Hobbies and Memberships	\$0
7.18	Other Regular Expenditure	\$0

\*\*\*\*\*the section above from 1.1 - 6.5 can be prepopulated from application and 6.6 - 7.18 can be repopulated from application or financial declaration PLEASE DELETE\*\*\*\*\*

Net monthly income for all applicants	3,857
Marital Status	Defacto/Married
Spouse Income	0
Dependants	1
Other Loans + monthly expenses	0
Rent/Mortgage	516
Living Expenses	1250
Proposed Repayment	500

Surplus After repayment \$

- Evidence of Income:

(type here)

- Spousal income verified:

(type here)

- NOTES:

(type here)