

Confidential Financial Needs Analysis

Applicant/s Guarantor/s _____

Name/s _____

Date: _____

Agenda

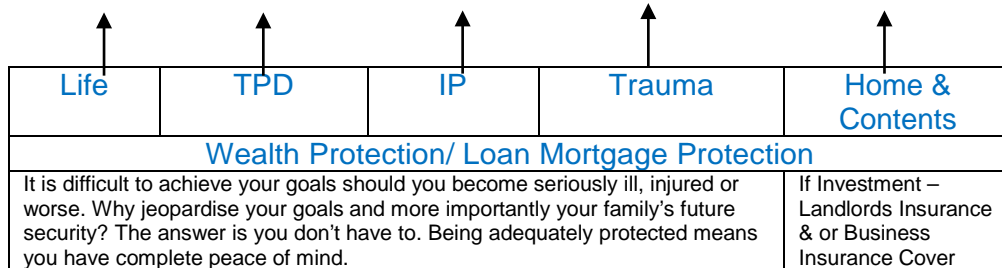
- Getting to know you, your goals and objectives
- Collecting information about you
- Analyzing your borrowing capacity & lender options
- How to protect new / existing assets, you & your family
- Next steps to get this all in place

Ask me about the Foundations of Wealth & Protection Concepts available with your Home Loan



- Options in Wealth Creation**

 - Direct Shares
 - Property
 - Rollovers
 - Managed Funds
 - Superannuation
 - Regular Investments
 - Savings
 - Cash



Important Notice to Clients:

Your Mortgage Broker must have reasonable grounds for making a Credit Proposal. Before making recommendations, the Mortgage Broker must ask you about your borrowing objectives, financial situation and your particular needs. The information requested in this form will be used strictly for that purpose.

Warning:

Your Mortgage Broker could make inappropriate recommendations or give inappropriate advice if you fail to fully and accurately complete this form & or disclose your full financial position.

Getting to know the client (key points, family, occupation, hobbies, sports & interests)

Objectives and Goals

E.g. Current Borrowing needs, retirement income needs, diversification, tax minimisation through negative gearing, capital growth through property /investment, Wealth Creation, First Home New Mortgage, Refinance Mortgage/ Credit Cards/ Personal Loans, Investment Mortgage etc

Reasons for seeking Mortgage Finance Advice:

Short Term (1-5 yrs):

Medium Term (6-15 yrs):

Long Term (15-30 yrs):

Key Notes (i.e. previous borrowing history, any lending/product preferences, structure of loan, fixed v's variable, preferences for asset type, income & family protection & or refinance details.)

Where are you on the lifestyle journey?

20 - 40yrs old - You are establishing and building your career and perhaps starting a family.



business planning.

You may be looking at:

- getting married
- first home loan
- having children
- income protection
- debt management
- family healthcare

Comments

40 – 50yrs old - This is your consolidation stage – achieving a comfortable lifestyle and thinking about managing your long-term future. You're likely to focus on:



- protection of lifestyle
- healthcare
- investments
- tax management
- inheritance
- retirement planning
- long-term care planning

50 – 60 yrs old - With 30 or more years of retirement ahead of you, your priorities will depend on how well you've prepared.



Your main concerns may be:

- protection of assets
- debt elimination
- family healthcare
- helping your children
- retirement planning
- wills and trusts
- business exit strategy.

65 + yrs old - This is the time to indulge in hobbies or travel, enjoy your family and prepare for transferring your wealth.



You may be thinking of:

- protection of assets
- healthcare
- aged care planning
- inheritance tax mitigation
- gifting to family
- preserving your capital
- estate planning

PERSONAL DETAILS	Borrower 1	Borrower 2
Full Name		
Preferred Name		
Current Address		
Time at Address		
Previous Address (if within last three years)		
Address Status	Mortgage <input type="checkbox"/> Own <input type="checkbox"/> Rent <input type="checkbox"/> Other <input type="checkbox"/>	Mortgage <input type="checkbox"/> Own <input type="checkbox"/> Rent <input type="checkbox"/> Other <input type="checkbox"/>
First Home	Yes <input type="checkbox"/> No <input type="checkbox"/>	Yes <input type="checkbox"/> No <input type="checkbox"/>
Driver Licence Number	State Exp	State Exp
Date of Birth		
Phone Number/s	H: W:	H: W:
Mobile Number		
Email Address		
Nationality/Residency		
Marital Status	Single <input type="checkbox"/> Married <input type="checkbox"/> De Facto <input type="checkbox"/> Other <input type="checkbox"/>	Single <input type="checkbox"/> Married <input type="checkbox"/> De Facto <input type="checkbox"/> Other <input type="checkbox"/>
Ages of Dependents		
Mother's Maiden Name		
Relative or Close Friend Contact Details		

CURRENT EMPLOYMENT	Borrower 1	Borrower 2
Type of Employment	<input type="checkbox"/> PAYG <input type="checkbox"/> Self-employed <input type="checkbox"/> Not employed	<input type="checkbox"/> PAYG <input type="checkbox"/> Self-employed <input type="checkbox"/> Not employed
Status	<input type="checkbox"/> Full time <input type="checkbox"/> Part time <input type="checkbox"/> Casual <input type="checkbox"/> Contract	<input type="checkbox"/> Full time <input type="checkbox"/> Part time <input type="checkbox"/> Casual <input type="checkbox"/> Contract
Employer Name		
Employer Address		
Employer Contact Name		
Employer Contact Number		
Position		
Time in Position		
Gross Annual Income		
Net Monthly Income		

PREVIOUS EMPLOYMENT	Borrower 1	Borrower 2
Type of Employment	<input type="checkbox"/> PAYG <input type="checkbox"/> Self-employed <input type="checkbox"/> Not employed	<input type="checkbox"/> PAYG <input type="checkbox"/> Self-employed <input type="checkbox"/> Not employed
Status	<input type="checkbox"/> Full time <input type="checkbox"/> Part time <input type="checkbox"/> Casual <input type="checkbox"/> Contract	<input type="checkbox"/> Full time <input type="checkbox"/> Part time <input type="checkbox"/> Casual <input type="checkbox"/> Contract
Employer Name		
Employer Address		
Employer Contact Name		
Employer Contact Number		
Position		
Time in Position		
Gross Annual Income		

INCOME	Current	After Settlement	EXPENSES	Current	After Settlement
Borrower 1: Net Monthly Income			Existing Mortgage <i>(apply actual with a 2% Buffer)</i>		
Borrower 2: Net Monthly Income			Existing Mortgage <i>(apply actual with a 2% Buffer)</i>		
Existing Rental Income @ (80%)			Existing Mortgage <i>(apply actual with a 2% Buffer)</i>		
#Existing Rental Income @ (80%)			Proposed Mortgage <i>(apply actual with a 2% Buffer)</i>		
#Existing Rental Income @ (80%)			Proposed Mortgage <i>(apply actual with a 2% Buffer)</i>		
#Proposed Rental Income @ (80%)			Car Finance		
#Proposed Rental Income @ (80%)			Car Finance		
Investment Income			Personal Loan		
Government Payments			Other Loans eg HECS – HELP		
			Credit Cards at 3% of limit		
			School / Child Care Expenses (Private V's Public)		
			Board		
			Mobile Phone/Internet & Pay TV plans		
			Private Health Care Fund		
			#Actual /Average Monthly Variable Expenses – Expenses (do not use lender calc. base benchmark figure – # see below for this figure)		
TOTAL MONTHLY INCOME (A)	\$ 0.00	\$ 0.00	TOTAL MONTHLY EXPENSES AFTER SETTLEMENT (B)		\$ 0.00
<i># Rental Income - make allowance for the associated expenses & vacancy rate by using 80% of the rental income.</i>					
NET MONTHLY SURPLUS (A – B)					\$
Notes <i># Average Monthly variable expenses includes: food; clothing, utilities, transport costs, insurances, rates & discretionary living expenses</i>					

SELF EMPLOYED BORROWERS (if applicable)

BUSINESS DETAILS			
Name of Business		ABN	
Type of Entity		Website	
Nature of Business			
Trustee (if applicable)			
Beneficiaries			

FINANCIAL POSITION – BUSINESS ENTITY			
	Latest Financial Year	Previous Financial Year	Comments
Sales			
Less cost of goods sold	()	()	
Gross profit	\$ 0.00	\$ 0.00	
Operating expenses	()	()	
Net Profit Before Tax	\$ 0.00	\$ 0.00	
ADDBACKS			
One off expenses			
Interest			
Depreciation			
Directors fees			
Other			
Sub Total	\$ 0.00	\$ 0.00	
Less Tax	()	()	
TOTAL	\$ 0.00	\$ 0.00	

ACCOUNTANT DETAILS	
Business Name	
Accountant Name	
Phone Number	

Are you aware of any future changes to business income that may affect your ability to meet your financial obligations? <i>If Yes, please provide further details</i>	Yes <input type="checkbox"/> No <input type="checkbox"/>
Has the income been consistent in the last two years? <i>If No, please provide further details</i>	Yes <input type="checkbox"/> No <input type="checkbox"/>

CURRENT ASSETS				
Asset	Description	Value	Monthly Income	Ownership
Property 1				<input type="checkbox"/> App 1 <input type="checkbox"/> App 2
Property 2				<input type="checkbox"/> App 1 <input type="checkbox"/> App 2
Property 3				<input type="checkbox"/> App 1 <input type="checkbox"/> App 2
Vehicle 1				<input type="checkbox"/> App 1 <input type="checkbox"/> App 2
Vehicle 2				<input type="checkbox"/> App 1 <input type="checkbox"/> App 2
Bank Account 1				<input type="checkbox"/> App 1 <input type="checkbox"/> App 2
Bank Account 2				<input type="checkbox"/> App 1 <input type="checkbox"/> App 2
Investments				<input type="checkbox"/> App 1 <input type="checkbox"/> App 2
◆ Superannuation				<input type="checkbox"/> App 1 <input type="checkbox"/> App 2
◆ Superannuation				<input type="checkbox"/> App 1 <input type="checkbox"/> App 2
Contents and Valuables				<input type="checkbox"/> App 1 <input type="checkbox"/> App 2
Other				<input type="checkbox"/> App 1 <input type="checkbox"/> App 2
Other				<input type="checkbox"/> App 1 <input type="checkbox"/> App 2
Other				<input type="checkbox"/> App 1 <input type="checkbox"/> App 2
TOTAL ASSETS		\$ 0.00	\$ 0.00	

INSURANCE				
◆ Insurance - Home		◆ Insurance – Risk (Possibly in Super)	Life – Insured cover surrender value = \$	
◆ Insurance - Car			IP	
			TPD	
			Trauma	
			Key Man	

CURRENT LIABILITIES							
Liability	Description/lender	Limit	Balance	Monthly Payments	Interest Rate	Remaining Term	To be cleared
Mortgage 1							<input type="checkbox"/> Yes <input type="checkbox"/> No
Mortgage 2							<input type="checkbox"/> Yes <input type="checkbox"/> No
Mortgage 3							<input type="checkbox"/> Yes <input type="checkbox"/> No
Personal Loan							<input type="checkbox"/> Yes <input type="checkbox"/> No
Personal Loan							<input type="checkbox"/> Yes <input type="checkbox"/> No
Car Finance							<input type="checkbox"/> Yes <input type="checkbox"/> No
Car Finance							<input type="checkbox"/> Yes <input type="checkbox"/> No
Credit Card 1							<input type="checkbox"/> Yes <input type="checkbox"/> No
Credit Card 2							<input type="checkbox"/> Yes <input type="checkbox"/> No
HECS/HELP							<input type="checkbox"/> Yes <input type="checkbox"/> No
Other							<input type="checkbox"/> Yes <input type="checkbox"/> No
Other			\$0.00	\$0.00			<input type="checkbox"/> Yes <input type="checkbox"/> No
TOTAL LIABILITIES		\$ 0.00	\$ 0.00	\$ 0.00			

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NET ASSETS (Asset Value – Liability Balance)	\$0.00
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PROTECTING LIFESTYLE AND ASSETS	
<p>◆ Do you have a CURRENT WILL in place?</p> <p><i>Buying a house is a significant new asset – If you do not have a will, the court will appoint an administrator and there is no guarantee that the family's needs will be met according to their wishes.</i></p>	<input type="checkbox"/> Yes <input type="checkbox"/> No
<p>◆ In the event of a serious illness/accident that stops you from working for a prolonged period of time, how will you pay your mortgage (or rent if you were to sell the property), cover other liabilities and ongoing expenses?</p>	
<p>◆ In the event of a terminal illness or accident resulting in death, how would your family maintain the lifestyle they are accustomed to now (for example pay the mortgage, pay for school fees, day to day living expenses)?</p>	
<p>◆ What stress would be placed on your family and/or personal relationships in the event you were struggling financially after a serious illness or accident?</p>	
<p>◆ What provider do you have your Life, Disability and Income Protection Insurance with?</p>	
<p>◆ What provider do you have your home, contents & car insurance with? (Due dates to assist with reviews)</p>	
<p>◆ Smoker</p>	<input type="checkbox"/> Yes <input type="checkbox"/> No

CREDIT HISTORY	
1. Have you ever had any financial judgments or legal proceedings against you?	<input type="checkbox"/> Yes <input type="checkbox"/> No
2. Are you having difficulty meeting your financial commitments?	<input type="checkbox"/> Yes <input type="checkbox"/> No
3. Are any existing debts currently in arrears?	<input type="checkbox"/> Yes <input type="checkbox"/> No
4. If "yes" to above, have you employed any strategies to reduce repayments and/or clear any arrears?	<input type="checkbox"/> Yes <input type="checkbox"/> No
5. If "yes" to question 3 or question 4 above, have you formally or informally applied for hardship with your existing lender?	<input type="checkbox"/> Yes <input type="checkbox"/> No
<i>Provide additional notes</i>	

CHANGES TO CURRENT CIRCUMSTANCES	
Do you anticipate any change to your income over the next 12 months?	<input type="checkbox"/> Yes <input type="checkbox"/> No
Do you anticipate any material change in your expenditure over the next 12 months?	<input type="checkbox"/> Yes <input type="checkbox"/> No
Are there any geographical factors that may contribute to higher living expenses?	<input type="checkbox"/> Yes <input type="checkbox"/> No
<i>Provide additional notes</i>	

LOAN PURPOSE		
<input type="checkbox"/> Purchase owner occupied	<input type="checkbox"/> Purchase an investment property	<input type="checkbox"/> Purchase land
<input type="checkbox"/> Construction for owner occupation	<input type="checkbox"/> Construction for investment	<input type="checkbox"/> Finance vehicle or equipment
<input type="checkbox"/> Refinance (explain benefits)		
<input type="checkbox"/> Equity release/Top up (explain benefits)		
<input type="checkbox"/> Other (provide details)		
Time frame to pay off the loan?		

LOAN REQUIREMENTS			
Loan 1	Amount of credit sought		Proposed loan term
Loan 2	Amount of credit sought		Proposed loan term
Loan 3	Amount of credit sought		Proposed loan term
Requirements		Priority	Reason for requirements
<input type="checkbox"/> Interest only	I/O Term	<input type="checkbox"/> Must have <input type="checkbox"/> Nice to have <input type="checkbox"/> Optional	<input type="checkbox"/> Preserve cash flow <input type="checkbox"/> Tax benefits <input type="checkbox"/> Construction <input type="checkbox"/> Other
<input type="checkbox"/> Fixed rate	Fixed Term	<input type="checkbox"/> Must have <input type="checkbox"/> Nice to have <input type="checkbox"/> Optional	<input type="checkbox"/> Concerned about interest rates <input type="checkbox"/> Stability of repayments <input type="checkbox"/> Other
<input type="checkbox"/> Standard variable		<input type="checkbox"/> Must have <input type="checkbox"/> Nice to have <input type="checkbox"/> Optional	<input type="checkbox"/> Flexibility <input type="checkbox"/> Additional repayments <input type="checkbox"/> Advanced features <input type="checkbox"/> Other
<input type="checkbox"/> Basic variable		<input type="checkbox"/> Must have <input type="checkbox"/> Nice to have <input type="checkbox"/> Optional	<input type="checkbox"/> Low rate and fees with less features <input type="checkbox"/> Other
<input type="checkbox"/> Introductory loan		<input type="checkbox"/> Must have <input type="checkbox"/> Nice to have <input type="checkbox"/> Optional	<input type="checkbox"/> Minimise initial repayments <input type="checkbox"/> Other
<input type="checkbox"/> Line of credit		<input type="checkbox"/> Must have <input type="checkbox"/> Nice to have <input type="checkbox"/> Optional	<input type="checkbox"/> Easy access to funds <input type="checkbox"/> Flexibility <input type="checkbox"/> Additional repayments <input type="checkbox"/> Other
<input type="checkbox"/> Low doc		<input type="checkbox"/> Must have <input type="checkbox"/> Nice to have <input type="checkbox"/> Optional	<input type="checkbox"/> Financials and tax not completed <input type="checkbox"/> Profit increase since financials <input type="checkbox"/> Other
<input type="checkbox"/> Non –conforming loan		<input type="checkbox"/> Must have <input type="checkbox"/> Nice to have <input type="checkbox"/> Optional	<input type="checkbox"/> Adverse financial history <input type="checkbox"/> Unable to qualify for normal loan <input type="checkbox"/> Other
<input type="checkbox"/> Offset account		<input type="checkbox"/> Must have <input type="checkbox"/> Nice to have <input type="checkbox"/> Optional	<input type="checkbox"/> Pay loan off as quickly as possible <input type="checkbox"/> Other
<input type="checkbox"/> Make additional repayments		<input type="checkbox"/> Must have <input type="checkbox"/> Nice to have <input type="checkbox"/> Optional	<input type="checkbox"/> Pay loan off as quickly as possible <input type="checkbox"/> Other
<input type="checkbox"/> Low fees and charges		<input type="checkbox"/> Must have <input type="checkbox"/> Nice to have <input type="checkbox"/> Optional	<input type="checkbox"/> Pay loan off as quickly as possible <input type="checkbox"/> Other
<input type="checkbox"/> Other features required			

ADDITIONAL NOTES ON REQUIREMENTS AND OBJECTIVES

SECURITY PROPERTIES				
Security Property	Property Type / Details	Value	Source Of Value	Ownership

Property Investment? We have a panel of Property Investment Specialists who assist in researching and buying the right property for you.

ESTIMATED TRANSACTION COSTS			
Refinance/Exit Costs If existing loan is being refinanced		Proceeds of Property Sale	
Existing Loan Payout		New Loan 1	
Purchase Price		New Loan 2	
Application Fees		Grant	
Legal Fees		Savings	
Stamp Duty		Gift	
Other Costs		Other Funds	
TOTAL COSTS	\$ 0.00	TOTAL FUNDS	\$ 0.00

SOLICITOR / CONVEYANCER DETAILS						
Name				ABN		
Conveyancing Firm				Website		
Address						
Contacts	Mobile		Phone		Fax	
	Email					

Need a Conveyancer? – Let us know and we can put you in touch with one of our panel Solicitors & Conveyancers

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Warning:
Your Mortgage Broker could make inappropriate recommendations or give inappropriate advice if you fail to fully and accurately complete this form & or disclose your full financial position.

Signed:

Date :

Applicant 1:	Applicant 3:
Applicant 2:	Applicant 4:

Documentary Requirements

If you would like to proceed with the finance, below is a list of the typical documentary requirements:

Income

- Last 3 pay slips
- Latest PAYG Tax Assessment Summary
- Employment letter
- Employment contract
- Last 2 years personal tax returns & Tax Office Notice of Assessments
- Last 2 years business tax returns & Financial Statements
- Rental income confirmation (Lease, bank statements, rental statement)
- Other

Statements

- Last 6 months loan statements (last transaction within 30 days)
- Most recent credit card statements (last 3 if refinancing)
- Lease/CHP/personal loan statement
- Last 6 months savings statements (last transaction within 30 days)
- Most recent superannuation statement & or personal risk insurance/s statements**
- Other – Transaction Account Statement – verifying PAYG Income for the last 3 pays

Other

- Copy of driver's license (ID check)
- Copy of passport
- Contract of sale
- Rates notice – existing properties
- Confirmation of share portfolio
- Confirmation of term deposit or deposits
- Gift letter
- Signed application and privacy forms – (we will provide)

Privacy Disclosure Statement and Consent



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In handling your personal information, **Vow Financial Pty Ltd ACN 138 789 161, Australian Credit Licence 390261** Level 11/ 1 Chifley Square Sydney 2000 Phone: 1300656922 and our Authorised Credit Representatives are committed to complying with the Privacy Act 1988 and the Australian Privacy Principles.

How and why we collect your personal information - We collect personal information from you when you apply for or use our products and services. In particular, we collect it so we can provide you with the products and services you require.

Providing Your Personal Information to Other Organisations - In providing products and services to you it may be necessary for us to retain your personal information and provide it to other organisations with which we conduct business. We may exchange the information with the following types of entities, some of which may be located overseas.

- Organisations which provide finance or other products to you or to whom an application has been made.
- Finance consultants, accountants and auditors, conveyancers and legal advisers, insurers, printers and mailing services.
- Any associates, related entities, contractors and our mortgage aggregator (Vow Financial Pty Ltd).
- 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.
- 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.

Your rights - You may gain access to the personal information that we hold about you by contacting us. You can also contact us to obtain a copy of our privacy policy. The policy contains information about how you can access or seek correction of the information we hold about you, how we manage that information and our complaints process.

By signing this consent you agree that we may collect, use and disclose your information also as specified below;

Consent to provide your personal information to a credit reporting body (CRB) – we can act as your agent to obtain a report or information about your consumer or commercial credit worthiness from a (CRB), we may disclose personal information such as your name, date of birth, and address to the CRB to obtain an assessment of whether that personal information matches information held by it. **OR**

Tick only if NO; I/we do not appoint you as our agent to obtain a credit report on my/our behalf

Consent to receive marketing Information - you consent to us doing so & we may provide you with information from time to time about new products and services available to you from us or other businesses with whom we have a relationship. Your consent to our providing this information to you will be implied unless you notify us that you do not wish to receive this information. **OR**

Tick only if NO; I/we do not wish to receive marketing information

Consent to receive documents electronically - you consent to us providing you with documents by electronic communication, you confirm that paper documents may no longer be given and electronic communications must be regularly checked for documents. Consent to the giving of documents by electronic communication may be withdrawn at any time. **OR**

Tick only if NO; I/we do not wish to receive documents electronically

If your personal information is not provided - If you do not provide us with all of the information we request we may be unable to supply to you the product or service that you require.

Name	Signature	Date
Applicant 1		
Applicant 2		
Applicant 3		
Applicant 4		