

# 5 reasons to call your mortgage broker this month

You already know why it makes sense to use a mortgage broker, but you may not know that my service to you does not end once you get your loan. Occasionally it's worthwhile having a financial check up to see if there is a cheaper or better way to manage and structure your finances. Let us do the ground work and research for you so that you can relax in the knowledge that your finances are under control and get on with your life with less worry.

**Here are some reasons why you might like to call us this month!**

## 1. Getting the "best deal"

Everyone advertises "the best deal". But what they may omit to tell you about are the hidden costs, break out fees and other associated issues when changing lenders or loans. We have access to many lending institutions and will be able to guide you through your decision if you are thinking about your finance options right now. Don't try to do it yourself. Ask us, your trusted finance consultant, to work through this with you.

## 2. Switching

You may not even need to change lenders to get better finance. Sometimes your current lender has brought out better products since you have taken out your loan. If they have introduced a better product they are not likely to let you know, well why would they? We, on the other hand, work for you - not the bank. So we will always make suggestions in your best interest, not theirs. It may be as simple as a product switch. We can help you with this. Call the office if you're interested in us finding out for you.

## 3. Credit card / debt consolidation

This time of year usually starts us questioning how we can better manage our debt - especially credit card balances that creep up and never seem to get paid. Often consolidating loans can free up substantial cash. It is common for us to save our clients several hundreds of dollars each month just by consolidating a few credit cards and personal loans. Why not consolidate all of your debts into one loan? Call us to explore your options.

## 4. Top up that loan!

If you need extra cash, sometimes it's as easy as taking some from the equity in your home. We get disappointed when we hear that our clients "just went to the bank" for that extra \$25,000 when we could have helped them ourselves - and usually through more creative options. Once again, even small changes to your finance, like a "top up" or a small personal loan, can have severe consequences if all avenues are not explored and all changes discussed.

## 5. Invest

Property is a popular path to wealth. Australia currently faces a chronic housing shortage, which coupled with a rapidly expanding population has put upward pressure on rents. An investment plan is important to build wealth and secure your financial freedom. Call us for more information about your potential to invest. Get your loan pre-approved now before you go property shopping.

New regulation of the Australian mortgage broking industry has been designed to give consumers even more confidence in their brokers. You can now think of your broker as being even more of a professional in the same way you think of your accountant, financial planner or solicitor. Brokers build ongoing relationships with their clients and think of your best interests and not those of the bank.

The new responsible lending laws now make it a legal requirement for a mortgage broker or a lender, known as a credit provider, to suggest credit for a consumer that is "not unsuitable" based on their needs and their financial capacity.

We take our responsibilities seriously and would like to keep in touch with you at least annually for a review; but when lending criteria, finance options and personal circumstances change, it is wise to contact us more frequently to discuss your options in this ever changing market.

## Help us to help you



**Ask us to send you our quick Life & Finance Update form today. Then take a few moments to update us with your current life and finance situation and we will get in touch with you to talk about whether we can help improve your financial life.**

\*Disclaimer: This article is generic in nature. All investment decisions should be considered wisely and based on your personal and financial circumstances. Seek proper advice before committing to any course of investment action. This is not deemed as advice.