

Hello to everyone,
Can't believe the year is nearly passed. We are all in the throws of spring season and frantically busy. Thank goodness we have such a terrific team in the office to look after your needs every step of the way. John processes your application from lodgement to approval. Catherine tracks your loan to ensure all is in order from approval to settlement and Barb keeps up with ongoing service and customer care. Of course, I am here overseeing every step of the way and jumping in regularly as and when needed.

We have had some fantastic wins with various lenders agreeing to some very aggressive pricing and more loopholes and little niches becoming available every day which we love to utilize for our client base. Recently, we had \$825K approved on a low doc loan. The day before the documents were to be issued the bank brought in a new policy which allowed their 6.49% fixed rate to be utilized for low doc. We immediately notified the client and with his full consent swapped his loan around saving him \$6,847.50 p.a. While timing was on our side, I nevertheless do not believe a bank manager would have alerted existing clients to the added value thereby reducing the bank's profit. I feel once the loan is done and approved it is basically behind them. I am very interested to hear of your experiences? Please call to discuss.

Did you know, one of our lenders allows our clients to borrow up to \$100K extra up to 80% of property value without requesting any income verification at all, and even adds an extra discount to all the client's loans? Another has raised their professional package discount to .75%. Recently we achieved a .88% discount which is .18% higher than policy dictated. A lot depends on the loan size and in that score we will help you structure the right deal. We have had a huge number of incorrect Loan Offers being issued by a whole variety of lenders. Seems to be across the board. There are large numbers of staff in the Document Preparation Dept and therefore a big margin for errors. Please ensure that you call us to check the full parameters of your loan so that we can arrange fresh documentation for signature.

Once again, thank you all for your loyalty and support. With no advertising, we have had a fantastic 6 months brought about purely by your return business and referrals. You are each highly valued and we will continue to do our best to call you 2 - 3 times a year for a Loan Health Check.

Holiday season is around the corner, drive safely and have a terrific season. Wishing you all health, prosperity and happiness for the coming year.
JUDITH GOORJIAN

Petrol Bait !!!

Recent interview from the Money Magazine Editor on one of the current affair shows stated what a great deal they thought a credit union was offering @ 7.24% (comparison rate 7.3%) with a hook of .50c a litre off petrol for 52 fill ups in 12 months (limit 80 litres p/fill). Minimum loan for this offer was \$100,000. Bear in mind this credit union has at least \$750+ in various set up costs. At even \$150,000 loan we can find deals which are far cheaper in the first year, and much much less in subsequent years. I am shocked to see the lack of analysis or thought put into this TV segment and wonder how many unsuspecting naïve viewers were sucked in. Please discuss any of these so called "deals" with us. I always say, the numbers don't lie. No matter how you add 2+2 they will always equal 4.



Special Offer !

For those of you who require electrical, computer cabling/internet sharing, we can highly recommend the services of AGEM Cable Connection. Please call the office for their contact details. You have the next 60 days to receive a 10% discount.

Cheap Travel ! HAWAII

We currently have available, two Qantas tickets Syd/Hawaii/Syd return by 10th December 2005 being offered for A\$500 each. Great offer. First in best dressed.



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*"The finest compliment I can receive
is a referral from my clients and friends"*

Always Check the Structure With Your Accountant

I am told that it is imperative you keep your investment borrowing separate from the personal borrowing for the following reason:

Say you have an investment loan of \$300,000 and a loan for the purpose of your home and other personal items of \$200,000. If this was merged into one Line of Credit (which I have seen many bank managers suggest) the following would apply:

\$500,000 total Line of Credit

- \$1,000 paid into the loan from rental property.
- \$2,500 paid into the loan from monthly salary.
- \$1,500 paid out of the loan to pay off c/c.

The \$2,500 which should be credited to your home loan is actually split by the tax department 60/40. Why? Because the \$500K loan is split 60% for investment and 40% personal. Any payment into this loan is apportioned and once removed for personal purposes such as living expenses that part of the loan is no longer tax deductible. This is very costly to you in the longrun.

Please ensure that any restructure of any sort which has a tax deductible component is run passed your accountant before proceeding. As we are not accountants in the office, it is our policy to suggest this for your peace of mind. We have had numerous clients given incorrect advice by lending staff. Don't get caught out.

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"Remember, we all make mistakes. We're only human.
It's not our fault that they just happen to all
be in our favour."

Are you due a Rebate?

We recently watched a segment on A Current Affair regarding a software program called "bankchecker". Apparently, 54% of loan statements checked by this program are found to be incorrect and 80% of these are in favour of the lender. Those who find these errors are being reimbursed the compounded errors by the lender to the tune of \$200 - \$10,000+. You can find this software on www.bankchecker.com.au for \$129.

SELF EMPLOYED BORROWERS

When applying for a loan please note that all 2004 company and personal tax returns and financials must be complete by end of November. Many self-employed clients automatically send us a copy of their full returns (co & personal) as soon as they are done. This enables us to do a full assessment when you make loan enquiries.



To Fix, Yes or No ?

I always write something about this subject as you all ask regularly. I reiterate, the reason to fix is for security and peace of mind. Not to beat the interest rates as you will have a 50/50 chance of this. However, I must say that fixed rates are lower than variable and rather attractive. Please call us to discuss. The last thing we want you to do is to fix on the wrong loan if there are better rates around. We will analyse the cost of moving and the gain of the better rate to ensure it is worth your while. Do not bother splitting your loan so that some is fixed and some is variable, just for the purpose of having flexibility on the variable portion.

We have an option which allows payments without penalty and redraw on the fixed loan (if this is needed). Once again, call us. We spend many hours each week analyzing the products in the marketplace which are constantly changing and will give you up to date information.

Newsflash - Free Service Reduce your Expenses

If you wish to find the best deals and service for landlines, mobile phones, internet gas and electricity for individuals as well as small to medium sized businesses, please call us for the details of long time client who specializes in this field. You will receive a free assessment of your expenses.