Solv Financial
Low Doc Lending

No Financials?
No Problem.

A clear-headed guide to getting a loan when the bank says no

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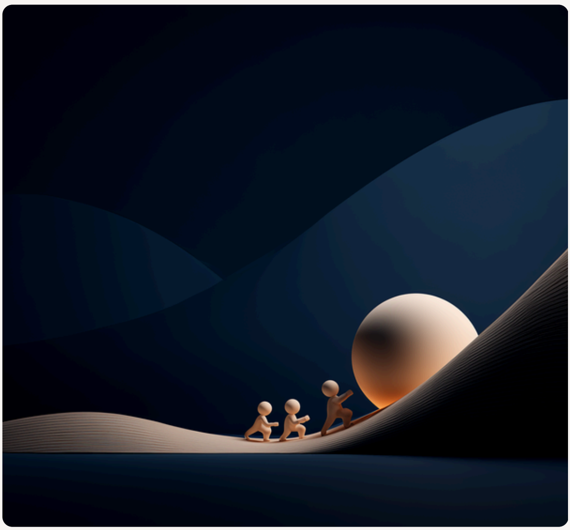
● Introduction

When banks say no

If you're reading this, chances are you've been knocked back by a bank or two. Maybe you're a tradie who's built a successful business but your tax returns don't tell that story. Perhaps you're a contractor with steady work but no payslips to prove it. Or you might be a small business owner who runs everything through the business and looks "poor on paper" despite being anything but.

Here's the thing: being turned away by traditional banks doesn't mean you can't get finance. It just means you need a different approach.



This guide will show you exactly how to get the finance you deserve, without jumping through endless hoops or explaining yourself to people who don't understand how real businesses work.

● Cut the BS - here's what you need to know

The real reason banks say no (it's not what you think)

Banks don't reject you because you're risky. They reject you because you don't fit their computer system.

Think about it: banks are designed for PAYG employees who get the same amount deposited every fortnight, have neat and tidy tax returns, and never claim a business expense. If you're self-employed, you're automatically in the "too hard basket", not because you can't afford the loan, but because their systems can't easily process your application.
Banks use tick-box lending. If you don't tick every box perfectly, you're out. It doesn't matter if you've got $2 million in assets, a thriving business, or twenty years of experience in your trade. No payslip? Computer says no.

Why low doc loans exist (and why they're perfect for you)

Low doc loans were created specifically for successful business owners who don't fit the traditional mould.

Instead of requiring payslips and neat tax returns, low doc loans look at your actual financial situation. Most often, a declaration from your accountant is used to verify your income. Alternatively, you can provide your business activity statements or bank account statements if you believe they provide an accurate representation of your business.

These loans aren't "dodgy" or "risky", they're just designed for a different type of borrower. A borrower who knows how to manage money, run a business, and make smart financial decisions.

● Cut the BS - here's what you need to know

Myths vs reality:
Setting the record straight

Myth: Low doc loans are for people with bad credit

Reality: Low doc loans are designed for successful self-employed people who simply don't have traditional income documentation. Most of our clients have good credit histories and strong asset positions. The issue isn't creditworthiness, it's that payslips and Financials do not reflect your true position when you run your own business.

Myth: Interest rates are much higher

Reality: Rates are typically only 0.5-1% higher than standard loans. If you have a 40% equity, rates can be virtually identical to traditional loans. When you consider the speed and certainty of approval, that small rate difference often pays for itself by allowing you to secure properties that would otherwise slip away.

Myth: You need perfect financials

Reality: You need to demonstrate you can service the loan, And that's it. Lenders understand that self-employed income fluctuates and that smart business owners minimise tax through legitimate business expenses. They're looking at your capacity to pay, not your accounting strategies.

● Cut the BS - here's what you need to know

Myths vs reality: Setting the record straight

Myth: The application process takes forever

Reality: We regularly get approvals within 24-48 hours and have settled loans in under a week when time is critical. The key is having the right lender who understands your situation from day one, rather than having to educate them about how your business works.

Myth: You need a huge deposit

Reality: Many low doc loans start from 20% deposit, exactly the same as traditional loans. Some lenders even offer options with 10-15% deposits for the right scenarios. The deposit requirements are about loan security, not loan type.

Myth: Only dodgy lenders do low doc loans

Reality: Major non-bank lenders and specialist institutions focus on this market precisely because it's profitable and lower-risk than most people think. These lenders often provide better service than the big banks because they actually understand your business model.

Your finance options, explained simply

Home loans: Getting the house you want

Whether you're buying your first home, upgrading the family house, or accessing equity for your next project, low doc home loans work just like regular home loans, except they actually get approved.

You can use them to buy your principal place of residence, purchase investment properties, refinance existing loans to better rates, or access equity for renovations or business needs. The best part? You don't need to explain why you write off your car, tools, or phone through the business. The lender gets that you're self-employed and structures the assessment accordingly.

What makes them different

Traditional banks want to see consistent PAYG income that rarely exists in real business. Low doc home loans assess your actual capacity to pay based on business cash flow, asset position, and track record. If you've been successfully running a business and managing your finances, that's what matters.

Interest rates and terms

Expect rates around 0.5-1% higher than standard loans, with typical loan terms up to 30 years. If you have a strong deposit (40%+), some lenders offer rates very close to traditional loans. Most features are identical, offset accounts, redraw facilities, and flexible repayment options.

This approach is perfect for tradies, contractors, small business owners, consultants, freelancers, anyone with an ABN who's tired of being judged by their tax return instead of their actual earning capacity.

Your finance options, explained simply

Commercial loans: Buying your business premises

Sick of paying rent to someone else? A commercial low doc loan can help you buy your own workshop, office, retail space, or warehouse.

This isn't just about having your own place (though that's great). It's about building wealth. Instead of paying someone else's mortgage through rent, you're building equity in your own asset. Commercial low doc loans can cover workshops and trade premises, office buildings, retail spaces, warehouses and storage facilities, mixed-use properties, or refinancing existing commercial properties.

Why it makes financial sense

Consider this, if you're paying $2,000 per month in rent, that's $24,000 per year going to someone else's pocket. Over 10 years, that's $240,000 with nothing to show for it. A commercial loan puts that same money toward building your own wealth.

How the numbers work

Commercial loans typically require 20-30% deposit, with loan terms from 15-25 years. Interest rates are usually slightly higher than residential loans but often tax-deductible if used for business purposes. The key advantage is using the property as both your business base and an investment asset.

This approach is perfect for any business owner who needs physical premises, plumbers, electricians, mechanics, cafes, retail stores, professional services. You understand your business needs better than any bank. Low doc commercial lending recognises that and gets out of your way.

● Your finance options, explained simply

Development finance: Building your next project

Got your eye on a block of land? Want to subdivide? Planning a small development? Development finance through low doc lending can make it happen.

Traditional banks hate development finance because they don't understand the building trade. They see risk where you see opportunity. Specialist lenders get it, they know that an experienced builder with a good project can make it work. Development finance can cover land acquisition, construction funding, subdivision projects, small to medium-scale developments, and renovation projects for resale.

Why banks say no

Traditional lenders panic about construction timeframes, cost blowouts, and market changes. They want guarantees that don't exist in the real world. Low doc development lenders understand that experienced builders know how to manage projects, control costs, and deliver results.

How development finance works

Typically structured as interest-only during construction, converting to principal and interest on completion. Funding is released in stages based on construction milestones. You need detailed plans, costings, and presales (for larger projects), but the assessment focuses on your experience and the project viability.

This is perfect for builders, developers, investors with building experience, and tradies who know a good opportunity when they see one.

Your finance options, explained simply

Business loans: Cash flow, growth & equipment

Running a business means you need access to capital. Whether it's smoothing out cash flow during quiet periods, buying new equipment, or expanding operations, business loans keep you moving forward.

Low doc business loans understand that business income isn't always predictable. Some months are huge, others are quiet, that's just how it works. Traditional lenders panic about this. Low doc lenders get it.

You can use business lending for working capital and cash flow support, equipment purchases, vehicle finance for work utes and tools, business expansion, office or workshop fit-outs, or debt consolidation. If you can run a successful business, you can manage a business loan. It's that simple.

Cash flow reality

Every business has seasonal variations. Christmas shutdown, wet weather delays, client payment cycles, these are normal business realities. Low doc business loans are structured to accommodate these patterns rather than penalise them.

Equipment vs cash flow

Equipment loans are secured against the equipment itself, making them easier to obtain and often cheaper. Working capital loans provide flexibility for materials, wages, and unexpected opportunities.

Tax advantages

Business loan interest is typically tax-deductible, effectively reducing the real cost of borrowing. Smart business owners use debt strategically to grow faster than they could with cash alone.

● Your finance options, explained simply

Asset finance:
Utes, tools & machinery

Your tools and vehicles are what make you money. When they need upgrading or replacing, you shouldn't have to wait months for bank approval or pay cash when that money could be working elsewhere in your business.

Asset finance lets you get the equipment you need now and pay it off from the income it generates. It's not just smart, it's how successful businesses operate. Asset finance covers work vehicles and utes, tools and equipment, machinery and plant, technology and software, commercial vehicles, and agricultural equipment.

The cash flow advantage

Instead of dropping $80,000 cash on a new ute and trailer setup, asset finance spreads that cost over 3-5 years. Your cash stays in the business for opportunities, emergencies, and growth.

Tax benefits

Asset finance payments are typically 100% tax-deductible for business use. Depending on the asset value and structure, you might also claim immediate depreciation benefits.

Example scenario: A carpenter needs a new ute ($60k) and workshop tools ($20k). Instead of using $80k cash, asset finance costs around $1,800 per month. The new equipment allows him to take bigger jobs, increasing income by $3,000+ per month. The equipment pays for itself.

Good equipment makes you more money. Asset finance makes good equipment affordable.

● Your finance options, explained simply

Self-Managed Super Fund Loans: Building wealth through property

Your super fund can borrow money to buy property. This isn't some complex tax dodge, it's a legitimate strategy that can significantly boost your retirement savings.

SMSF lending through low doc makes sense if you're self-employed because you control the investment decisions, property provides tangible returns, you're not relying on fund manager fees eating your returns, and you understand property as an asset class. You can use SMSF lending for residential investment properties, commercial properties (including your own business premises), development projects, and property upgrades and improvements.

Why property in super works

Your super fund can borrow up to 80% of a property's value. All rental income goes back into the fund tax-free (in pension phase) or taxed at just 15% (in accumulation phase). Capital gains are taxed at 15% or potentially zero if held long enough.

The self-employed advantage

You understand property, you know good value when you see it, and you're not restricted to someone else's investment choices. Instead of paying fund manager fees to invest in things you don't understand, you're building wealth through property you can see and control.

<u>Example scenario:</u> Your SMSF borrows $400k to buy a $500k investment property (using $100k from existing super). Rental income is $26k per year, loan payments $28k. The $2k shortfall is covered by ongoing contributions. After 15 years, the loan is paid off and you own a $750k asset in your super fund.

If property investment is good enough for your personal portfolio, why wouldn't it be good enough for your super?

● What you actually need (no, really)

The documentation truth: Less than you think

Here's what you actually need for a low doc loan application:

Essential

- Valid ABN (usually 12+ months old)
- Australian citizenship or permanent residency
- Decent credit history (not perfect, just decent)

Income verification (pick one)

- Accountant's letter stating your income
- 6 months of BAS statements
- 3-6 months of business bank statements

Property purchase

- Contract of sale
- Building and pest inspection
- Valuation (we organise this)

That's it. No tax returns. No employment letters. No payslips. No explanations about why your accountant minimises your taxable income.

● What you actually need (no, really)

ABN requirements made simple

Most lenders want your ABN to be at least 12 months old, though some accept 3 months for the right application. If your turnover is over $75,000, you need to be registered for GST. If you're under that threshold, GST registration isn't required but can help your application.

Your ABN needs to show genuine business activity.Industry doesn't matter, whether you're a plumber, consultant, café owner, or anything else with an ABN, the principles are the same. If you have several businesses, we can work with that. Just be upfront about all your income sources.

When you need an accountant's declaration

An accountant's letter is the simplest form of income verification. Your accountant simply states your income capacity based on their knowledge of your business.

You'll need an accountant's letter when your BAS statements don't clearly show income, you have multiple income sources, your business is complex or seasonal, or you want the simplest possible application.

The letter includes your name and ABN details, the accountant's assessment of your annual income, length of time they've been your accountant, and their professional credentials. The accountant must be a qualified professional (CPA, CA, or registered tax agent).

● What you actually need (no, really)

ABN requirements made simple

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When you need an accountant's declaration

An accountant's declaration is the simplest form of income verification. Your accountant completes a pre-populated template provided by the lender, filling in key details about your income capacity.

You'll need an accountant's declaration when your BAS statements don't clearly show income, you have multiple income sources, your business is complex or seasonal, or you want the simplest possible application.

The lender's template includes fields for your name and ABN details, your gross annual income after business expenses, length of time they've been your accountant, and confirmation of their professional credentials. The accountant must be a qualified professional (CPA, CA, or registered tax agent).

● What you actually need (no, really)

Bank statements that tell your story

Your business bank statements are like a diary of your business success. They show money coming in regularly, business expenses, and your ability to manage cash flow.

Lenders look for

- Regular deposits (doesn't have to be the same amount)
- Healthy account balance
- Reasonable business expenses
- No dishonours or excessive fees

What they don't worry about

- Seasonal variations in income
- Large one-off payments followed by quiet periods
- Business expenses that reduce your "net" income
- Payments to suppliers and contractors

Keep your business and personal banking separate. Mixed accounts make assessment harder and longer.

● The process that actually works

One phone call vs six months of paperwork

Traditional banks put you through months of back-and-forth, requesting more documents every week. We get everything sorted in one initial conversation and tell you upfront what we need.

How we package your story for success

We don't just submit documents, we craft a clear picture of your business and financial position that makes sense to lenders. Your application includes context about your industry, business model, and why the numbers look the way they do.

01
Initial Chat

We get to know you and what you're trying to achieve. If it's not a fit, we'll tell you straight. If it is, we're off and running.

02
Documentation

We'll send you what we need, clear and upfront. No drip-feeding or chasing later.

03
The heavy lifting

We package your story and handle the details. You'll always know what's happening and why.

04
Approval + Settlement

Fast turnarounds. Fewer roadblocks. Most loans we submit are approved, often within days.

What to expect every step of the way

You'll know exactly where your application sits at all times. No surprises, no waiting weeks for updates, no wondering if your application has disappeared into a black hole.

● Making it happen

Before you call: Quick prep checklist

Have ready

- [ ] Your ABN details
- [ ] Rough idea of your annual income
- [ ] Property address (if you've found one)
- [ ] Estimate of how much you want to borrow
- [ ] Your current financial commitments

Know these numbers

- [ ] Approximate property value or purchase price
- [ ] Available deposit amount
- [ ] Current debt levels (credit cards, existing loans)

Think about what you're trying to achieve, your timeline for when you need settlement, and any specific requirements or concerns you might have.

● Making it happen

Questions to ask any broker

Before working with any broker, ask these essential questions to separate the experts from the wannabes:

Experience questions

Q: How long have you been doing low doc loans specifically?
Q: What percentage of your business is low doc lending?
Q: Can you give me examples of similar scenarios you've handled recently?

Process questions

Q: What exactly do you need from me upfront?
Q: How long does your typical application take from start to settlement?
Q: What's your approval rate for applications like mine?
Q: Do you submit to multiple lenders or just one?

Cost questions

Q: What will this cost me in fees, and are there any you don't mention upfront?
Q: How do your interest rates compare to traditional loans?
Q: Are there any ongoing fees I should know about?

Worrying responses to watch for

"We can get anyone approved" (No one can guarantee approval)
"You don't need any documentation" (Even low doc requires some documentation)
"Interest rates are the same as regular loans" (They're usually slightly higher)
"We work with all the best lenders" (If they can't name specific lenders, that's a problem)

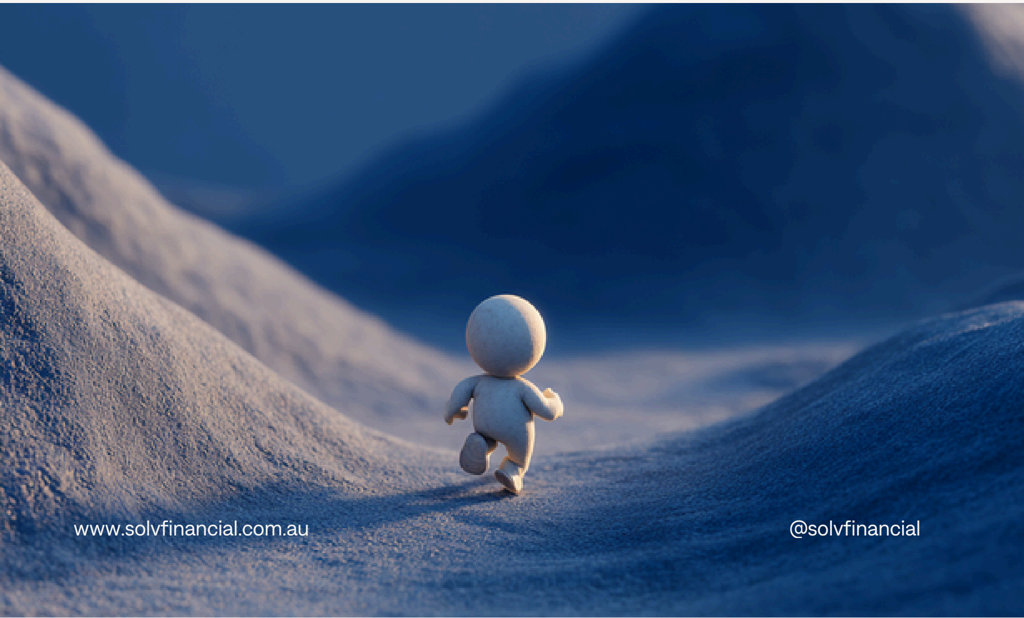
Making it happen

Red flags that mean run

Avoid brokers who

- Promise guaranteed approval without seeing your situation
- Want large upfront fees before doing any work
- Can't explain the process clearly
- Don't ask detailed questions about your business
- Only work with one or two lenders
- Pressure you to sign immediately

Watch for warning signs like rates that seem too good to be true, lenders you've never heard of with no online presence, applications that require no documentation at all, pressure to inflate income figures, or suggestions to hide debts or commitments.



● Your next move

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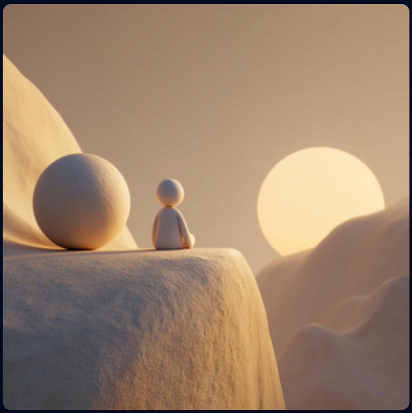

You've got the knowledge. You know your options. You understand the process.

The question now is simple: what are you waiting for? If you're tired of explaining your business to people who don't understand it, if you're ready to work with someone who gets how real businesses operate, and if you want to access the finance you deserve, it's time to make the call.

Ready to get the finance the banks won't give you?

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