

Connective Solutions Quick Guide



General Purpose

We can offer a home loan solution for any of the following purposes.

- ✓ Purchase or refinance
- ✓ First home owners
- ✓ Owner occupied and investment properties
- ✓ Vacant land
- ✓ LVRs up to 95%
- ✓ Minimum 5% deposit for LVRs greater than 90% (inclusive of fees)
- ✓ Loan amounts up to \$2.5m

Cash out

- ✓ For personal use
- ✓ For business purposes

Debt consolidation

- ✓ Consolidate unlimited number of debts
- ✓ Payout of ATO debt
- ✓ Pay out private or solicitor debts



Credit Impairment

We may consider clients with any of the below:

- ✓ Clients with past defaults (paid or unpaid)
- ✓ Part IX or X debt agreements
- ✓ Discharged bankrupt (one day)
- ✓ Unlimited mortgage arrears (within last 6 months)
- ✓ Refused credit from their bank or another lender



"Outside the Box"

We may consider clients who are:

- ✓ Newly employed (after probation is met)
- ✓ Self-employed (6 months ABN accepted)
- ✓ Tax returns not completed (alternative income documentation accepted)
- ✓ Failed to meet Lenders Mortgage Insurance requirements
- ✓ Have 'non genuine savings'
- ✓ Require 40 year loan term

Our approach:

- ✓ No third party LMI approval required
- ✓ Manual assessment of each application
- ✓ 2% serviceability buffer, plus additional options available for eligible clients



Acceptable Income

We will accept income to validate servicing from any of the following sources.

- ✓ PAYG income
- ✓ Self Employed Income
- ✓ Full time / part time / casual / second job
- ✓ 80% rental income
- ✓ Family payments – Part A and B
- ✓ Child support
- ✓ Centrelink income
- ✓ Pension
- ✓ Workers compensation
- ✓ Income protection
- ✓ Bonus / Commission / Overtime
- ✓ Car allowance / Company vehicle
- ✓ Superannuation



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