

BROKER CASE STUDY

Six days from scenario to purchase ...with a 2% deposit.

How seasoned broker, Vivienne Than, used Connective Skip to get a deposit-constrained couple into their dream home in just 6 days with a 2% deposit, without making them sell the family car.

THE SCENARIO

- A couple came to Vivienne, one had been through a costly separation and didn't have much of a deposit – they had their heart set on a dream home they'd already inspected. Strong income, good credit, but deposit-constrained.
- They felt they needed to choose between getting this home and selling their family car to bring the LVR down.
- Vivienne went to Connective Skip, pre-approval came within 24 hours, and the couple placed an offer.
- The happy couple were able to keep the car, have a cash buffer and they had their offer accepted on their dream home just 6 days from their first call to their broker.

"I can still clearly remember them jumping up and down with joy when I told them they were approved. They were over the moon. They followed up with a text 'we can't thank you enough for what you have done with Skip.'"

HOW SKIP HELPED

Yes to more clients

"Skip helps me say yes to more clients – and pull off what they thought was impossible."

Close faster

"Skip's speed helps my clients move fast to offer on properties and keeps my pipeline moving."

Skip the rework

"Skip's rates are competitive enough that I don't have to set a 6-month refi reminder like I would with a big bank. Set and forget."

"Skip are the best in the high LVR space.

The BDM is amazing, the credit team is amazing, and whoever came up with their credit policy is amazing. They're flexible, and I can trust them to do what they say they will do when I recommend them to a client, which is hugely important when my reputation is tied to that recommendation.

Skip will definitely be my go-to when I have a 90%+ LVR loan.

— Vivienne Than, Home Loan Experts

WHAT WOULD YOU LIKE BROKERS TO KNOW ABOUT SKIP?

"You can trust Skip will do what they say they will do. When brokers put in a pre-approval for a client, we want 99% certainty it will be approved, because our name and reputation is on the line. With bigger banks you don't get this; but with Skip you do. When Skip says yes, it really means yes."

Start writing with Connective Skip.

Talk to your Connective Lending Manager, Skip BDM, send your scenarios to scenarios-connective@skiploans.com.au or visit brokers-connective.skiploans.com.au

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