

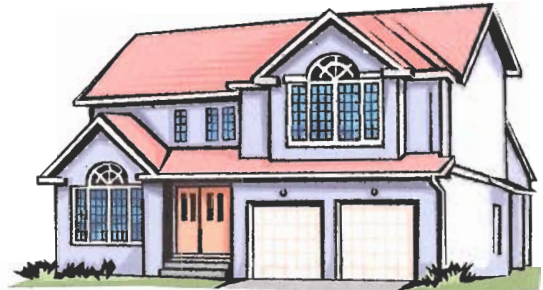
KEYSTONES



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Keystone - the stone that holds all the other stones together

The newsletter for Keystone Lending Pty Ltd
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MORTGAGE BROKERS

There has been a great deal of talk from certain lending sectors asking you the question—
WHY WOULD YOU USE A MORTGAGE BROKER?

The question should be **WHY GO TO A PARTICULAR BANK OR BUILDING SOCIETY WITHOUT THOROUGHLY INVESTIGATING ALL FACETS OF THE LENDING MARKET.**

The mortgage broker has already done this work and can offer you a loan from a number of lending institution he has available to him—a **loan that suits your situation, not a loan that suits the lender's situation.** We can all get carried away with free offers of holidays and giveaways etc—but the fact is you want the loan for you. Another point that should be noted is that there are mortgage brokers and then there are mortgage brokers and what you should look for is their lending experience, the lending institutions available to them and the quality of service.

At Keystone lending we pride ourselves on meeting this criteria. Keystone lending already has done all your leg work for you and has the runs on the board.

As the core of our business comes from you it indicates to us that we have fulfilled your expectations.

WHAT DOES KEYSTONE LENDING DO

We source finance for home loans.

We look at your financial position and work with you to decide which loan and institution is the best for you. You then let us know which institution and we complete all the paperwork and deal with the lender for you all the way through to approval and beyond.

We look to develop a relationship with you so that if you have any questions or require any information you will contact me and we will answer your questions

We also do the following;

- Finance for investment home loans
- Finance for any investment using property as security
- Finance for additional loans - where you already have a loan with an institution and would like additional funds for any purpose
- Information on how to pay off your home loan sooner - I can show you how you can do this.
- PRE-APPROVAL

THE SERVICE THAT KEYSTONE LENDING PROVIDES IS FREE

Keystone Lending
Phone 1300 88 5515

A.B.N. 67 082 103 259

TERMINOLOGY

Some of those words that come up when you buy a home that you may not understand

Mortgage

What the borrower and the lender sign when they enter in to a contract to borrow money. The legally enforceable document used when you borrow money to purchase a home

Mortgagor

The mortgagor is the person whose name is on the mortgage – the person who owes the money. My way of remembering this is the mortgagor is always poor.

Mortgagee

The lender of the money—they are the ones who are dancing with glee.

WHAT TO LOOK FOR IN A MORTGAGE BROKER

This month instead of the usual feature on the referral group I am going to list some of the things you should look for with your Mortgage Broker

1. What lenders does the broker have access to? They should have a range of lenders including Banks, Building Societies, and Mortgage Managers. If the range is too small then maybe you will not get the right loan for you.
2. How is the Broker paid? The majority of institutions pay the same rates—make sure to ask the broker how much they are getting paid to ensure they are not just getting you the loan that pays the most commission to them.
3. Get a clear idea of all fees and charges. You should not have to pay any brokerage fees as the broker gets paid by the lender.
4. Find out how the broker arrives at the loan and lender they have selected. Make sure they are not basing their decision on the level of commission they receive.
5. Is the broker a lender as well? You want an unbiased answer.
6. Make sure the broker complies with Privacy guidelines.
7. Make sure this is their only occupation. You do not want to be dealing with a broker who is doing your loan if it is only a part time job for them

THANK YOU

To all those people who continue to refer other people to me - I treat that as a great compliment because it means I have done the right thing by you.

I do very much appreciate all your efforts

**WE HOPE YOU HAVE A VERY MERRY CHRISTMAS
AND A HAPPY NEW YEAR.**

Phone Don or Tony on 1300 88 5515