

▶ **WHY LAZY AUSSIE
HOME OWNERS
ARE HAPPY TO PAY
AN EXTRA \$142,870 ON
THEIR MORTGAGE
& STAY IN DEBT
7 YEARS LONGER.**

The Home Owner & Investors
Guide to Mortgages



Mortgage Australia

MORTGAGE AUSTRALIA GROUP

www.mortgageaustralia.com.au

Invest 10 minutes of your time to read through this report and I guarantee you will learn some genuine mortgage insights that can save you 100's of thousands of dollars on your mortgage and set you up for a wealthier financial future.

Your mortgage is likely to be the single biggest expense in your budget, therefore there has been a lot of time and consideration put into the development of this report.

We created this report to help ensure that you are armed with all of the necessary information regarding your mortgage so that you can make the best decisions possible during the coming years for your financial future.

It's unfortunate, but most homeowners don't realise that they are paying excessive amounts to their bank or lending institution when they don't need to.

And they are also using ridiculous excuses to justify their reasons for staying in a high cost loan! We'll get to those excuses very shortly.

This report is designed to walk you through the most common flawed thinking home owners and investors have about their mortgages—along with the solutions or preventative measures to those problems.

In the title of this book we said that lazy home owners are happy to spend an extra \$142,870 on their home loans and stay in debt 7 years longer. Here are the facts about this statement:

In October 2014 we did a comparison of the true cost of 383 advertised variable home loans offered by 104 different lenders, **the difference in repayments between the 10 LEAST EXPENSIVE loans and the 10 MOST EXPENSIVE loans on an average \$436,000 home loan, was a huge \$599.50 every single month.**

And these are the loans the lenders are paying to advertise - their BEST loans, DISCOUNT packages and SPECIAL offers!

If instead, that \$599.50 was available as extra repayments into the loan instead of interest...

You Would Save a Massive \$211,833 and Cut Over 11 Years off Your Home Loan.

However, while this cost saving is valid for some people, we realise that most Aussies aren't in one of the higher cost loans and instead, they are in fairly AVERAGE priced loans around the middle of the market.

So we made the comparison between the cheapest loans and the average loans and found that it was still a significant \$319.73 per month difference in repayments.

So the average Australian home owner can have **an extra \$319.73 every month** to use as extra repayments, **saving \$142,870 on interest and repayments, and being mortgage free 7 years sooner** on their \$436,000 home loan.

Obviously the higher your home loan amount the more you save and vice versa.

There is also another way you could manage this saving which would be to pocket the extra \$319.73 every month putting a significant \$95,919 back into your budget over the course of your 30 year home loan.

The craziest thing about these stats though is that when home owners are exposed to the facts, they still make excuses to stay with their higher costs loans and give more of their money to the lender!



Common Excuses Home Owners Use To Stay In High Cost Mortgages

Overview:

1. Yes I know I could probably get a lower cost loan but it will cost too much to exit my current loan and refinance so I won't end up saving anything.
2. Yes I know I am probably paying too much but It's a complete hassle to refinance or go with another lender. There's just too much work involved in the application process and I don't have the time or can't be bothered spending the hours to do it.
3. I am currently with the 'XYZ' etc. and I don't want to change lenders because it's easy to have all my accounts in the one place. Or, I trust my bank, I have been with them forever.
4. I know my mortgage broker/bank manager and don't want to upset them. Plus I know that if there was a cheaper loan out there they would tell me.
5. I have a really good rate already.
6. I think it costs more to use a mortgage broker so I'll just stick with dealing directly with my bank.
7. Mortgage Brokers will just put me in a loan that is best for them. They don't really care they just want to get paid.
8. I think that the banks would have the cheapest loan anyway so if I stay with them I'll be fine
9. I think that the lowest interest rate loans are dodgy. I wouldn't be comfortable having a loan with those lenders.



Let's break them down:

1. **Yes I know I could probably get a lower cost loan but it will cost too much to exit my current loan and refinance so I won't end up saving anything.**

Early exit penalties on home loans were made ILLEGAL in July 2011.

There are still admin fees for exiting your current loan, but they are usually just a few hundred dollars. **A lower interest rate will usually save you many thousands of dollars in comparison.**

We can show how quickly you will recoup any costs of changing loans in our initial meeting.

2. **It's a complete hassle, there's just too much work involved in the application process and I don't have the time or can't be bothered spending the hours to do it.**

We can totally understand the frustration and tedious hard work a loan application involves.

However, say it took you 10 hours of actual work getting all your stuff together to help you save \$142,870 you would literally be getting paid \$14,287 an hour to sort it out! But the best part about it is, that it will take you nowhere near 10 hours.

If you were to get in touch with Mortgage Australia you would spend only 1.5 hours of your time meeting with us and helping us gather the things we need.

We would then do ALL the work of research, application submission, follow up and processing for you! So your hourly rate goes up to \$95,246.66 an hour, not a bad hourly rate for your time, hey?!

3. I have been with the same bank for years and I don't want to change lenders because it's easy to have all my accounts in the one place. Or, I trust my bank, I have been with them forever.

This excuse is fair enough, but is it worth the excessive cost for this convenience?

And did you know that as mortgage brokers, we can more often than not, get a better rate from your current lender than you can as an existing customer meaning you might not have to change anyway?

(Take a look at our client case study on page 6 of this report where we saved Michael and Jenny a massive \$597.70 a month).

The banks often find it just as economical to get us to organise a loan for them as to process it through their own branches and employees.

Now, every once in a while we have people that find out what rate we can get them at their bank, and then run back to their bank manager so they can match it. And yes, you could do that. But there are other benefits of going through us that far outweigh using your bank manager that will set you up for a brighter financial future.

We are going to talk about our **Automatic Refinance System™** in the next section. Basically, once we organise your first loan we will automatically be able to tell when your next refinance opportunity arises that will save you even more money. AND we'll be able to refinance your loan quicker than before as all your details are now already in our system, saving you even more time and reducing hassles.

4. I know my mortgage broker/bank manager and don't want to upset them. Plus I know that if there was a cheaper loan out there they would tell me.

Ok, but are you willing to pay 10's or 100's of thousands of dollars extra just to keep them happy?

If they were doing their job properly they would be telling you what I am telling you now and saving you lots of money.

However, it's usually not in their best interest to get you into a cheaper home loan, especially if they are a bank employee.

At Mortgage Australia keeping you in the lowest cost loan is our priority and top responsibility.

We also make the business of mortgages fast and easy with our Automatic Refinance System™.

We realise that mortgages are complex time consuming things hence why home owners are reluctant to make changes. But once you become our client your mortgage future becomes a lot less complicated with our ARS™.

5. I have a really good rate already.

You will be surprised how easily we are able to beat most interest rates even if you think you have a great one already.

As part of the mortgage broking group who sets up 1 in every 10 loans in Australia we have access to rates that are not available directly to the public. Why?

Because it costs banks and lending institutions money to advertise and process loans so they need the higher rate to pay for their costs.

With us, they are outsourcing their work and therefore can pass on the lower rate to us, which we pass on to you.

We still get paid by the lender, but it's more cost-effective for them to have us do the work than to pay for all their expensive infrastructure and advertising.

6. It costs more to use a mortgage broker so I'll just stick with dealing directly with my bank.

Totally untrue.

As we explained in the last point, we are paid by the bank or lender and not our clients.

Let me explain: As the banks/lenders workload is greatly reduced by outsourcing their loan applications to us, they not only pay us a standardized fee, but they also offer reduced interest rates and they still make money.

So they make money, we get our fee from the bank, AND we pass on to our clients significant savings in the form of lower interest rates. It's a win win win scenario.

7. Mortgage Brokers will just put me in a loan that is best for them. They don't really care they just want to get paid.

As mortgage brokers we get similar fees from the majority of our lenders and it is usually very clear who the cheapest lenders are at any given time.

Therefore, we are able to focus on the right loan for our clients as we get paid similarly no matter what loan we set up for you.

8. Banks have the cheapest loan anyway so if I stay with them I'll be fine.

There is only a 3% chance the banks have the cheapest loan, and we work with them anyway so if they do happen to have the cheapest loan going around, we'll find it.

As you'll see in the Case Study section, we can more than likely negotiate a lower rate with your bank on your behalf than you can as an existing customer!

9. I think that the loans with the lowest interest rates are/would be dodgy.

For a lender to qualify as a legitimate lending facility and be added to the Mortgage Australia lending panel, they need to meet stringent qualifying criteria.

There is not one lender on our panel that wouldn't be capable of delivering a quality loan service no matter what interest rate they have.

Plus, remember that you have THEIR money. You have the ball in your court so to speak. And if there were any sinister fine print that would cost you excessive money in fees or rates, they wouldn't be on our list of lenders to start with.

The Automatic Refinance System™ And Ways We Can Help You Build Wealth

Ok, we've covered most objections people have when talking about getting a cheaper home loan.

Whether you come to us for help or not, we hope we have convinced you to stop kidding yourself and take our advice to get a professional to assess your current situation. We hate seeing banks get richer, and our neighbours giving unnecessary amounts of money to them.

While Mortgage Australia is technically in the business of organising 'mortgages' we like to see ourselves more in the business of helping families create wealth.

We do this through actively managing client's mortgages at all stages of their property portfolios (even if they are first home buyers) and giving them the best advice to keep their hard earned money in their pocket, and not the banks.

As mentioned earlier, your mortgage is likely to be the single biggest expense in your budget, therefore it is a logical place to focus on when looking at how to build wealth.

And knowing we can save the average person from paying their bank or lender an extra \$142,870, we are excited to help as many Aussies as possible put this money to good use.

One of the tools we use to help us do this for our clients is our **Automatic Refinance System™**.

Essentially, **once you become a Mortgage Australia client, we have your mortgage situation continually monitored to ensure you are always in the best possible low cost loan for your situation.** Even when you have multiple properties with multiple loans from different lenders!

This is how our system works:

The Automatic Refinance System™

1. Monitors your loan/s situation and current repayments
2. Monitors available offers from qualified and reputable lenders on the market
3. Alerts your Mortgage Australia broker if there is an opportunity for a significantly cheaper loan product
4. Your broker analyses the alert and your personal situation closer to see if it's worth taking action taking into account any switching costs
5. If it's a valid opportunity, your broker contacts you and explains the situation
6. With your consent the broker then applies for the loan on your behalf and deals with all the time consuming annoying details of a loan application. As your details are already saved in our system it will only require a quick check with yourself for any changes. For example, you may need to update some documents like payslips and latest loan statements.
7. Your broker transfers your loan to the new lender and updates you with the details for you to start making the payments to the new lender.
8. After this process, the ARS™ is again activated and will now monitor the new loan against the market.

So what exactly are the benefits of this system?

Well, imagine if you could pay your mortgage off in half the usual time without paying any more than your current minimum repayments by simply putting your mortgage on autopilot.

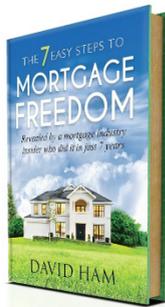
It's completely doable. And I'm not just speculating here.

I myself paid my mortgage off in seven years using only minimum repayments and built a significant property portfolio at the same time.

I have written a book called "The 7 Easy Steps To Mortgage Freedom" where I show people how I did it, and how almost anyone can do the same.

You can go to www.mortgageaustralia.com.au/7easystem to get us to post you a free physical copy now.

When you get a Mortgage Australia broker to refinance your current mortgage, or set up



your first home loan, you will usually see the most significant savings, often around the \$300-\$400 a month mark depending on your situation.

However, our ARS™ will then continually chip away at making your mortgage cheaper and cheaper as the years pass by keeping you in the lowest cost situation possible.

This is just one of the ways we make sure you are building wealth quicker.

The other way we are able to help build wealth is advising you how to build a significant property portfolio alongside having the ARS™ activated. We can do this even if you think you may not have enough money to invest.

Our team of brokers across Australia are able to help out at any stage of your mortgage life cycle and advise on how to build a property portfolio in the fastest possible time.

If you feel like this something you are looking for and it feels right for you, simply call **1300 555 967**.

To make it a no brainer for you, we are offering a

Client Case Studies



Refinancing Case Study

Michael 30 and Jenny 29, no children.

Michael is a self-employed electrician for the past 3 years, while Jenny has worked in an administrative job for the past 6 years.

Their goal was to pay their home loan off faster.

After seeing me speak at a breakfast meeting about the benefits of having their interest rates regularly reviewed Michael decided to call his own bank. Having been their client for 7 years he demanded a better interest rate than the 5.79% he was on.

A week later I spoke to him to see if we would like me to get a better deal for them. He told me not to worry as he had already done this - great news!!! I asked what the new rate was and he advised me he had gotten it reduced down to 5.13%, a monthly saving of \$261.25 in lower interest.

I asked Michael if he minded if I also tried with his bank to see what better rate they might come back to me with – he said no problem and gave me his details – I made a call to the lender and immediately over the phone got a further reduction to 4.75% - a further saving of \$150.41 per month.

Michael was furious at the bank for not offering the same rate to him..... **we booked an appointment and after reviewing his loans we looked at the structure and the way they handle their**

money and ended up changing loan providers to get a rate of 4.28% - they were now an additional \$186.04 per month better off. In fact, their total interest saving was now \$597.70 per month compared to their original loan.

I also showed Michael and Jenny that if they kept their repayments at the same amount they were originally paying, they would own their home 4 years and 5 months sooner and save a massive \$173,969 in interest.

Happy campers!!!



QUICK FACTS:

- Old interest rate 5.75%
- New interest rate 4.28%
- Savings - \$597.70 per month or \$7172.40 per year
- Using the savings as extra repayments would:
- Pay their loan off 4 years and 5 months sooner
- Save \$173,969 in interest and payments



First Home Buyer Case Study

Jennifer, at 22 years of age had just started in her first job a month ago, straight out of 4 years at university. She was looking to buy her first home but didn't know where to start.

Very few options exist for a first home buyer with just a few weeks in a job and Jennifer had her heart set on a specific new home. She didn't want to lose it to another buyer and didn't have weeks to search to find a lender that might help her.

Jennifer didn't drive so we met at a coffee shop to go through home loan options. We knew which lender would help her, even with such a short time in her new job.

We completed the loan application with her and helped her with signing the paperwork for the mortgage once the loan was approved.

We assisted in coordinating the Real Estate agent, building inspection and settlement agent (from whom we obtained a discounted of 33.33%, saving her an additional \$491.00). Additionally we managed her First Home Owners Grant application of \$3,000 and a REBA rebate of \$2,000 (which she didn't even know existed).

We further assisted her in opening new bank accounts and even provided a letter to her employer to have her pay put directly into the new 100% Offset Account for maximum

interest savings

We stayed in constant contact with Jennifer throughout the process so she knew what was happening and didn't get stressed. I'm happy to report she has now moved in and is very happy with her first home.



QUICK FACTS:

- First Home Buyer - Only in a new job for 4 weeks
- Minimal lenders available for her situation, Mortgage Australia new all lenders that would help was able to move quickly to talk these lenders.
- We got a 33.33% saving on building inspection saving her \$491
- Got her the REBA rebate of \$2,000 which she wasn't aware of.



Investor Case Study

Bruce and Sarah were looking to buy their first investment property. I sat down with them and we looked at lenders and repayments **BUT most importantly the structure of the loans and ‘safety nets’.** I explained how if you are buying property the importance of having it done the safest way possible.

Specifically we always look to using two lenders so we don't put their own home at risk and discussed the importance of having cash left over for the 'just in-cases' and risk covers in place for anything than can and sometime does go wrong.

We also spoke about the emotional ride when buying their first investment and all the things we had in place to counter act any of these potential problems.

We assisted with locating a \$650,000 property with rental income of \$780 per week.

We structured everything so they actually were actually now ahead by an extra \$90.00 per week! We directed this extra income into the loan on their home meaning they would be mortgage free just over two years earlier and save over \$31,000 in interest payments. This is on top of any price growth in the property over the coming years.

Once their equity increases in the two homes they will be looking to buy their next one.



QUICK FACTS:

- Positive cash flow investment property located for client
- Rental income gave them \$90 per week positive cash flow
- Using the savings as extra repayments on their house would:

Pay their loan off 2 years

Save \$31,000 in interest and payments

Home Owner Upgrading To Next House Case Study

Samuel and Mel – Own their home and are wanting to upgrade a buy a new home for \$1.2M but weren't sure whether they should or even could keep their current home as an investment.

We met at their home on Saturday and discussed the pros and cons of the various options available to them:

- 1) Keeping their current home and renting it out
- 2) Selling and buying at the same time
- 3) Selling first then buying.

Option one: Keeping their home and buying new one

We estimated the rental income on their home would be \$26,000 per year. Buy the new home for \$1.2M and paying \$56,000 in stamp duty would mean a new loan of \$1,256,000. Interest only repayments on this new loan would be around \$4,687.50 per month.

They would pay tax on the new rental income and would have few deductions due to the age of the property, whilst having no tax benefits for the cost of their new home. They were going to be under significant financial pressure as they would only receive \$20,020 from the rent after tax each year and have \$56,520 in repayments - a difference of \$36,320.00 per year.

With our comprehensive lender information we were able to assess each option and which lender would be best depending on which direction they went in.

Different lenders offer very different rates depending on the loan size and the final equity position of the borrowers. Samuel and Mel soon realised this would prove to be a very valuable exercise.

Option two: Buying and selling at the same time.

They could put an offer on the new home 'subject to the sale' of their current home. A \$700K sale of their current home, minus real estate agent fees of 2.5% meant they would walk away with approximately \$682,500 which could be used for the new purchase.

This meant they only needed to borrow \$573,500 and pay interest of \$2,150.51 per month.

With this saving of around \$10,512.50 per year compared to Option 1 they can now look to buy a cash flow positive investment property and correctly have the higher debt on this new investment which is tax deductible, which will help them reduce their private debt and mortgage free faster.

QUICK FACTS:

- Advised best way to structure home upgrade and prepare for a better investment property in the future.





Facts About Mortgage Brokers:

Why is a broker a better financial choice than going to my bank?

1. Choice = a cheaper loan for you.

The biggest advantage of a broker over a bank is choice. When you sit in front of a Mortgage Australia Broker you are sitting in front of 30+ banks and 1,300+ products versus visiting a banker who has access to only one bank's products.

It is much more likely that a broker has a cheaper loan for you than the single lender you may be banking with currently. And if they do, your lender is very likely one of the lenders we work with anyway, in which case we will be comparing their loans as well.

2. Get a cheaper loan from your current bank

Even if you are certain you want to get your loan from a specific lender, a Mortgage Australia Broker is still your best bet because they will ensure you see the cheapest loans and special discounts that lender offers if they are on our extensive lending panel. Which is very likely because our lenders represent around 90% of the loans organised in Australia.

3. A cheaper loan, GUARANTEED.

If you can't guarantee the service you provide, you shouldn't be providing it in the first place.

Your bank won't **GUARANTEE** you get a cheaper loan, but your local Mortgage Australia Broker will.

"If you meet with a Mortgage Australia Broker and we can't find a cheaper home loan than you currently have, we will pay you \$1,000.00 to compensate you for your valuable time."

4. Big Lenders and Small Lenders

Mortgage Australia Brokers offer all the loans of the Big 4 Banks of the ANZ, Commonwealth Bank, Westpac and the National Australia Bank. We also have dozens of other lenders, many you have heard of, some you may not have.

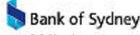
Lenders that we work with include major and minor banks, state based lenders, community institutions, building societies, international banks, specialty lenders, mortgage managers and credit unions.

Since 2000 when we started, we have worked with over 50 lending institutions, listed below.

- ANZ
- Adelaide Bank
- AFG Home Loans
- AMP Bank
- Bank of China
- Bank of Melbourne
- Bank of Queensland
- Bank SA
- Bankwest
- Bluestone
- Capital Finance
- Citibank
- Collins Securities
- Commonwealth Bank
- Deposit Power
- Flexi Commercial
- GE Money
- Heritage Bank
- Home Building Society
- Homeloans Limited
- Homeside Lending
- HSBC
- Illawarra Mutual Building Society
- ING Direct
- Integris Home Loans
- Keystart
- La Trobe Financial
- Liberty Financial
- Macquarie Bank
- Mariner
- Maxis Loans
- Members Equity Bank
- MKM Capital
- Mortgage Ezy
- Mortgage Mart
- Mortgage Street
- National Australia Bank
- National Mortgage Market Corp
- Now Finance
- Over Fifty Group
- Pepper Home Loans
- Police and Nurses Bank
- RAMS
- RBS
- RHG
- St George Bank
- Suncorp Bank
- The Rock Building Society Ltd
- Think Tank
- Westpac
- Wide Bay Australia
- MyState



Our Financial Partners:



5. Your Protection

It's important to know how your rights are protected when dealing with both banks and brokers. Banks are overseen by the Australian Prudential Regulation Authority, whilst brokers require an Australian Credit Licence which is overseen by the Australian Securities and Investments Commission. Brokers must be a member of either the Credit and Investments Ombudsman or Financial Ombudsman Service.

All Mortgage Australia Authorised Credit Representatives are formally audited by a third party audit firm at least annually and must legally comply with the National Consumer Credit Protection Act 2009.

The Credit and Investments Ombudsman (CIO) that we are a member of is a free, independent and impartial dispute resolution service. Across the 16,578 loans we have organized totaling \$4.039 Billion, Mortgage Australia has never once had to answer a recommendation or determination from the CIO.

6. Make Lenders Compete for You.

Even if you have never used a broker, your loans are cheaper because of us. By offering their loans through Mortgage Brokers, smaller lenders can promote their loans without having the huge expense of opening branches and hiring their own staff. This reduces their costs and forces all lenders to keep their loans cheap to stay competitive. More competition means cheaper loans for everyone. When you go direct to your bank you are giving away your power of making lenders compete for you.

7. Get the loan amount you want.

Different lenders have very different rules regarding how much they will lend. A Mortgage Australia Broker knows these rules and can make sure you get the loan amount you want without unnecessary delays and messing around.

8. Protect Your Credit Rating

Every time you make a loan inquiry with a lender it is recorded on your credit file. Lenders see this and it makes them wary of lending to a person they think is 'shopping around' too much for finance or who may have been declined by another lender. A Mortgage Australia Broker makes sure not to present your loan to a lender unless they are confident it will be approved.

10. Experience

A Mortgage Australia Broker owns their own business, so they are committed to their clients in the long term, with many years of industry experience. Banks are big companies; they move their staff around and reward good performers with promotions into management and away from directly dealing with customers.

In fact, the best lending staff within the banks will often outgrow being a bank employee and become mortgage brokers themselves so they can offer a wider range of products and more personalised service to their customers.

11. Available when you need us

Unlike your bank, your Mortgage Broker is available on weekends and outside of regular business hours. If you find the home of your dreams today and need to act quickly, we are ready to give you the answers you need, when you need them and get your loan application underway now.

12. Handling Complicated Loans

If you're looking for specialised assistance with your loan, it pays to talk to a specialised broker. For example if you are upgrading to your next home, look for a broker who specialises in the loans available to proven borrowers, not a first home buyer specialist. Bank staff have to be general lenders who service whoever happens to walk in to the branch.

At Mortgage Australia we can handle more complicated situations by ensuring your lending situation is matched to the specialisation of our right team member.

13. Save a lot of time and effort

Following up the progress of your loan application is time consuming and frustrating. A good mortgage broker will have a system for chasing up the bank, keeping you informed and saving you time. All too often a home loan application can disappear into the bureaucracy of a bank, be delayed and shuffled between staff. A good broker will be in constant contact with the lender and closely track the application through the approval stages.

14. Your Personal Banker

Your Mortgage Australia Broker is like the perfect personal banker. They know what needs to be done, they make sure it happens and because it's their own business, they're with you for the long haul. Bank staff are moved around often, so even if you are lucky enough to find a good personal banker they change jobs before you know it. We aren't tied to any particular lender so we will always be on the lookout out for better deals for you.

15. A Local Touch with Huge Support

Behind every one of our local brokers is Australia's largest lending group, delivering over \$4 Billion in home loans every month with the support of over 170 hand-picked back-office staff.

The best customer service is driven by local brokers who are truly invested in maintaining the best possible name in their local area, backed by the resources, technology and lender access of Australia largest mortgage broking group.

16. The VIP Treatment

Unlike your bank that can rely upon millions of dollars in advertising to draw customers into their branches, your local Mortgage Australia Broker needs to do a great job each and every time to grow their business. In the highly competitive finance industry, a local business with unhappy customers simply won't survive.

To your local Mortgage Australia Broker you really are a VIP. Getting a home loan with Mortgage Australia means you will be treated like you matter, because every customer is valuable to our business. No more being 'just a number' dealing with a large faceless organisation.

17. Lifetime Value

A Mortgage Australia Broker has a very different goal than your bank. Your bank has the priority of keeping all your lending and finances within their bank, for as long as possible, so the bank makes money from you for the longest time. It's not in their interest to change you to a cheaper loan if that becomes available.

A Mortgage Australia Broker has the priority of getting you the cheapest loans from all our lenders and structuring them properly so you can pay them off quickly and move into wealth creation sooner.

We work to ensure you are offered the cheapest loans we can offer that you qualify for, no matter which of our lenders provides that loan.

From the very first loan we do for you, our focus is on keeping your lending costs down with proven strategies that accelerate your financial freedom.

In fact, it is crucial to our success that we do such a great job for you that will want to mention us to your friends and family when they are thinking about their next loan.

18. Transparency – don't get taken advantage of.

We compare all the loans from our lenders, updated in real-time on a computer screen right in front of you. Everything is clearly displayed. Not only that, a Mortgage Australia Broker will show you upfront what different lenders pay us for organising your loan. However, a bank won't tell you the differing profits they make from the different loans they offer.

19. And it doesn't cost any extra!

People sometimes think with all the benefits a broker offers, it must cost them more than going to their bank, but that simply isn't the case. Banks pay either their own staff or a mortgage broker to organise loans for them.

A Mortgage Australia Broker doesn't charge you for their service nor is it added into your loan in any way.

A Mortgage Australia Broker works for you, not the bank. It's simply not in the bank's financial interests to give you their cheapest loan if they don't have to.

However, for us the best thing we can do is to help you become debt free as fast as possible – we do this by getting you a cheap loan you can pay off fast, use our **Automatic Refinance System™** to future-proof your lending by regularly comparing your loan against new loans and special offers, and when you are ready, help you build wealth.



David Ham
Managing Director –
Mortgage Australia

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We do this by getting you a cheap loan you can pay off fast, use our Automatic Refinance System™ to future-proof your lending by regularly comparing your loan against new loans and special offers, and when you are ready, help you build wealth.

If you feel like this something you are looking for and it feels right for you, simply call 1300 555 967.

Remember we have a \$1,000 no risk guarantee to help you feel comfortable talking to our team of expert Mortgage Brokers.

Either we can find you a way to save significant amounts of money or we can't.

I look forward to being able to have my team save you a significant amount of money.

Kind regards

David Ham
Managing Director – Mortgage Australia



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