



Australian Credit Licence No 387406

Client Needs Analysis

Dated / /

YOUR DETAILS:

Full name (Client 1):

Full name (Client 2):

Number of Dependents:

Age of Dependents:

If Company and/or Trust:

Company/Trust name:

ABN/ACN:

Registered address:

YOUR REQUIREMENTS AND OBJECTIVES: *For example; purchase home, buy land, building, investment property, refinance, renovate, debt consolidation, study, holiday, car, boat, extra cash, etc.*

What are the primary reasons for seeking credit (how will the funds be used) or the reason for a review of an existing credit contract?

1.	\$
2.	\$
3.	\$

Additional notes:

Amount of credit sought:

\$

Term of credit sought:

Years

Location and estimated value of Security Property.

If purchasing property, how long are you looking at retaining the property for?

- < 2 years 2 – 5 years 5 – 10 years 10 years plus

Please provide reasons:

YOUR CASH FLOW POSITION: *The following information provides a snapshot of your current cash flow position.*

CURRENT MONTHLY INCOME	Applicant 1.	Applicant 2.
PAYG Income		
Rental Income		
Government Benefit/Pension		
Dividends/Interest		
Other		
Total	\$	\$
TOTAL COMBINED NET MONTHLY INCOME (A)	\$	

CURRENT MONTHLY LOAN REPAYMENTS/ RENT			
Rent	\$	Will this expenditure continue after settlement?	*Yes <input type="checkbox"/> No <input type="checkbox"/>
Existing home loan	\$	Will this expenditure continue after settlement?	*Yes <input type="checkbox"/> No <input type="checkbox"/>
Existing investment loan	\$	Will this expenditure continue after settlement?	*Yes <input type="checkbox"/> No <input type="checkbox"/>
Credit cards/ store cards (Combined monthly payment)	\$	Will this expenditure continue after settlement?	*Yes <input type="checkbox"/> No <input type="checkbox"/>
Personal loan/ car loan	\$	Will this expenditure continue after settlement?	*Yes <input type="checkbox"/> No <input type="checkbox"/>
Other loans	\$	Will this expenditure continue after settlement?	*Yes <input type="checkbox"/> No <input type="checkbox"/>
CURRENT MONTHLY REPAYMENTS (B)	\$	REPAYMENT FOR THE PROPOSED LOAN (C)	\$
		FUTURE MONTHLY REPAYMENTS* (D)	\$
CURRENT MONTHLY LIVING EXPENSES		* Subtotal of all current repayments marked as continuing after settlement plus the proposed loan repayment	
Food/ Housekeeping	\$		
Insurance: (eg motor vehicle, home contents/ building, medical, life/ income protection)	\$		
Utilities: (eg rates, gas, electrical, telephones)	\$		
Transport: (eg public transport, petrol, registration, repairs)	\$		
Education: (eg school, college, university)	\$		
Dependants support: (eg childcare, child maintenance)	\$		
Entertainment	\$		
Other: _____	\$		
CURRENT MONTHLY LIVING EXPENSES (E)	\$	FUTURE MONTHLY LIVING EXPENSES * (F)	\$
TOTAL CURRENT MONTHLY LIVING EXPENDITURE (G) (B+E=G)	\$	TOTAL FUTURE MONTHLY EXPENDITURE (H) (D+F = H)	\$
TOTAL CURRENT MONTHLY NET SURPLUS (A-G)	\$	TOTAL FUTURE MONTHLY NET SURPLUS (A-H)	\$

Please provide details of any expected changes between current and future living expenses.

ASSETS	\$
Bank Deposits/ Institution:_____	
Savings:_____	
Term:_____	
Cheque:_____	

Other Cash Investments:_____	

Principal Dwelling:_____	

Investment Properties:_____	

Deposit Paid:_____	

Superannuation (Current Value):_____	

Motor Vehicles:_____	

Share Portfolio:_____	

Furniture / Fittings:_____	

Personal Effects:_____	

Other:_____	

Net Business Equity	
Total Assets:	
Deficiency:	

LIABILITIES	MONTHLY PAYMENTS	\$	<input type="checkbox"/>
Credit Cards/ Institution:_____			Non-Continuing Liability
Limit \$			
Limit \$			
Limit \$			

Overdraft/ Institution:_____			

Mortgages / Institution:_____			

Mortgages / Institution:_____			

Personal Loans / Institution:_____			

Hire Purchase / Lease: List Institution:_____			

Guarantees / Other Liabilities:_____			

Other:_____			

Total Liabilities:			
Surplus:			

NB: Please tick those liabilities to be refinanced by this loan application

YOUR FINANCIAL SECURITY:

Have you had any difficulties in meeting your financial commitments in the past 2 years? Yes No

If yes, please provide details below:

Have you received advice from an accountant, solicitor or financial planner regarding your requirements or financial objectives?

Yes No

If yes, please provide details below:

CHANGES TO YOUR CURRENT CIRCUMSTANCES:

Do you anticipate any material changes to your financial situation? For example, change in employment, income or expenditure?

Yes No

If yes, what are the reasons for the changes and what is the expected impact?

IF YOU'RE REFINANCING OR INCREASING A LOAN:

Purpose of refinancing/ top up?		Current loan balance:	\$
Need extra cash <input type="checkbox"/>	Better rate <input type="checkbox"/>	Lender application/ Valuation fees	\$
Restructure <input type="checkbox"/>	Consolidate debts <input type="checkbox"/>	Legal fees	\$
Building <input type="checkbox"/>	Investing <input type="checkbox"/>	LMI: Add to loan? Yes <input type="checkbox"/> No <input type="checkbox"/>	\$
Other <input type="checkbox"/>	Renovating <input type="checkbox"/>	Discharge costs	\$
:		Other exit fees: _____	\$
Property value (property being refinanced)	\$	SUBTOTAL REFINANCE AND LOAN COSTS (A)	\$
Total amount owed	\$	ADDITIONAL LOANS FUNDS SOUGHT (B)	\$
Property status:	Owner occupied <input type="checkbox"/>	TOTAL LOAN AMOUNT (A + B)	\$
Investment property <input type="checkbox"/>	Vacant land <input type="checkbox"/>		

ADDITIONAL DETAILS – IF YOU'RE REFINANCING/ CONSOLIDATING DEBTS:

EXISTING LOANS/ CREDIT CARDS/ OTHER LIABILITIES:

	Lender name:	Loan/ Credit card liability type:	Estimated payout amount:	Current interest rate:	Remaining term of loan:
Debt 1					
Debt 2					
Debt 3					
Debt 4					

Other debt: As part of the proposed consolidation of debt, are credit card limits going to be reduced or cancelled? Yes No

If yes, please provide details below

YOUR PREFERRED LOAN FEATURES:

FEATURES	REQUIRED	Portion 1	Portion 2	Portion 3
Fixed rate/ repayments It is important to have certainty about the interest rate and/or repayment amount for a fixed time.	Yes <input type="checkbox"/> No <input type="checkbox"/> Optional <input type="checkbox"/>			
Interest Only It is important to make interest only repayments for a specified time	Yes <input type="checkbox"/> No <input type="checkbox"/> Optional <input type="checkbox"/>			
Fixed or Variable It is important to have a loan with a combination of fixed and variable interest rates.	Yes <input type="checkbox"/> No <input type="checkbox"/> Optional <input type="checkbox"/>			
Pay off quickly/ additional payments It is important that the loan is paid off quickly and that additional payments are allowed without penalty.	Yes <input type="checkbox"/> No <input type="checkbox"/> Optional <input type="checkbox"/>			
Split account/ offset It is important to have more than one loan such as a sub account/s, or a separate account for savings/investment funds, for tax, accounting or personal expense purposes.	Yes <input type="checkbox"/> No <input type="checkbox"/> Optional <input type="checkbox"/>			
Re-draw It is important to have access to additional repayment funds should it be required	Yes <input type="checkbox"/> No <input type="checkbox"/> Optional <input type="checkbox"/>			
Line of credit It is important to have a revolving facility that allows you to draw to a limit.	Yes <input type="checkbox"/> No <input type="checkbox"/> Optional <input type="checkbox"/>			
Top up It is important to have access to additional funds for future use subject to sufficient equity.	Yes <input type="checkbox"/> No <input type="checkbox"/> Optional <input type="checkbox"/>			
Product flexibility It is important to have the ability to switch between lender's mortgage products.	Yes <input type="checkbox"/> No <input type="checkbox"/> Optional <input type="checkbox"/>			
Transaction capability It is important to be able to access available funds via EFTPOS, ATM, Internet or Cheque.	Yes <input type="checkbox"/> No <input type="checkbox"/> Optional <input type="checkbox"/>			
Portability It is important to have the option to transfer the loan to an alternative property to save money and time.	Yes <input type="checkbox"/> No <input type="checkbox"/> Optional <input type="checkbox"/>			
Other features sought:				

Additional information/comments:

FOR THE CREDIT ASSISTANCE PROVIDER: Disclose to the client and note any significant costs and/or risks associated with the features being sought. For example, costs of refinancing, fees for credit assistance services etc.

CONFLICT OF INTEREST DISCLOSURE:

Has any conflict of interest that may disadvantage the client been identified in relation to the recommended product?

- No conflict of interest has been identified
- A conflict of interest has been identified:
- But does not disadvantage the client as set out below. Details:

- May disadvantage a client as set out below. Details:

SUITABILITY:

Based upon the information provided in this assessment, we recommend the following product:

CREDIT ASSISTANCE PROVIDER DETAILS:

This assessment is valid for 90 days from this assessment, or 120 days if the credit is for the purchase of a residential property secured by a mortgage.

<p>Provider's name:</p> <div style="border: 1px solid black; height: 25px;"></div>	<p>Work phone number:</p> <div style="border: 1px solid black; height: 25px;"></div>
<p>Company name:</p> <div style="border: 1px solid black; height: 25px;"></div>	<p>Email address:</p> <div style="border: 1px solid black; height: 25px;"></div>
<p>Registration/ Licence/ Credit Representative number:</p> <div style="border: 1px solid black; height: 25px;"></div>	<p>Signature:</p> <div style="border: 1px solid black; height: 25px;"></div>

CLIENT ACKNOWLEDGEMENT:

This assessment is based on the requirements and objectives, income and expenses that you have provided to us. You should check carefully that the information provided is accurate and up to date and doesn't leave out any material details that may impact your ability to meet the payment requirements on the credit contract for which you have applied. This includes any foreseeable changes to your circumstances that may impact on your ability to meet your contractual obligations.

Client 1 name:			
Signature:		Date:	/ /
Client 2 name:			
Signature:		Date:	/ /