

# Hello.

**Talking to someone  
who gets it really  
makes a difference.**

**Chris Vounasis, Mortgage Broker**

0422 573 948 | [christopher@sawealthgroup.com.au](mailto:christopher@sawealthgroup.com.au)

Ground Floor 145 South Terrace, Adelaide SA 5000

Authorised Credit Representative Number: 507417

# Our promises. Three things you can expect from us.



## FIND THE RIGHT DEAL FOR YOU

- We'll compare a huge panel of banks and lenders
  - No fees\* for you, I'm paid by the lender you choose
  - The power to negotiate discounts
- 



## SAVE YOU TIME

- We'll scour the market for you
  - Expert research to find you the right loan
  - Do all the legwork for your application
- 



## KEEP IT SIMPLE

- No jargon! Everything explained simply
- I work for you, not the banks or shareholders

# You're in good hands.

**WE WORK IN YOUR BEST INTERESTS**



A bank works for their bottom line,  
we work for you

**WE'RE NOT A BANK,  
NOR ARE WE OWNED BY ONE**



Proudly 100% family owned,  
and operated

**A PROVEN  
TRACK RECORD**



6 out of 10 Aussies choose a broker over  
a banker to help with their loans.

According to the Mortgage & Finance Association of Australia  
(MFAA) 2021 annual report.

**#BROKERSWORKFORYOU**

# A huge panel of banks & lenders in one place.

Residential					
Commercial					
Equipment Finance					
Deposit Bonds					
Personal Loans					

# How we will work together.

1

## **DISCOVERY**

Jump online and answer questions about what you're trying to do, your income, assets and other financial information.

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2

## **THE MEETING**

We'll talk about goals, present some options and an early recommendation

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3

## **IN-DEPTH RESEARCH**

We'll scour the market and ensure our recommendation is the most competitive solution for you, and best fits your needs.

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4

## **RECOMMENDATION PRESENTATION**

You'll be presented with a personalised recommendation plan.

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5

## **LODGE YOUR APPLICATION AND PREPARE FOR SIGNING**

We'll work with the lender you choose to package, sign and lodge your documents - and do the legwork to get you approved.

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6

## **APPROVAL MOMENT**

We'll let you know that everything has gone smoothly with your loan application.

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7

## **SETTLEMENT DAY**

This is the moment when the lender releases the money to you. We'll be there for you during the settlement process to let you know everything has gone through.

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8

## **TOGETHER FOR THE LONG HAUL**

This is just the beginning of our partnership. It's my ambition to help your financial future thrive. I'll be in regular contact with you to check in on your situation and make sure your loan continues to work hard for you, your changing situation and goals.

# All the services you need under one roof.



Home loans



Personal loans



Investment loans



Business loans



Refinance



Equipment loans



Commercial loans



Construction loans



Car loans

# The Credit Guide.

- Who we are
- The banks and lender we work with
- Our obligations to you
- How we get paid
- What we do with the information you provide us
- How we keep your information safe
- Who to speak to if you're unhappy



# Credit Guide.

This credit guide provides you with the key information you need to know to make an informed and confident choice when engaging our services. We are licensed to arrange loans and leases under the National Consumer Credit Protection Act 2009 (NCCP Act). The NCCP Act regulates the activity of lending, leasing, and finance broking.

## Key Information

<b>Our full name</b>	BUYERS CHOICE LICENCING PTY LTD ACN 626 172 281
<b>Address</b>	Level 5, 278 Collins Street Melbourne VIC 3000
<b>Phone</b>	1300 886 100
<b>Email</b>	<a href="mailto:bcl@buyerschoice.com.au">bcl@buyerschoice.com.au</a>
<b>Australian Credit Licence Number</b>	509484
<b>Internal Complaints Officer</b>	Compliance Manager
<b>Contact Details</b>	Level 5, 278 Collins Street Melbourne VIC 3000 Email: <a href="mailto:bcl@buyerschoice.com.au">bcl@buyerschoice.com.au</a> Telephone: 1300 886 100
<b>External Dispute Resolution Scheme</b>	Australian Financial Complaints Authority
<b>Contact Details</b>	Online: <a href="http://www.afca.org.au">www.afca.org.au</a> Email: <a href="mailto:info@afca.org.au">info@afca.org.au</a> Telephone: 1800 931 678 (free call) Mail: GPO Box 3, Melbourne Vic 3001

## Services we provide

We will help you choose a loan or lease which we believe is in your best interests. We will provide you with information on a broad range of lenders and make a recommendation based upon what you tell us is most important to you. Once you have chosen a loan or lease that is suitable for you, we will help you obtain an approval. We source finance from a panel of financiers. Our current panel comprises the financiers listed below:

### Residential

Adelaide Bank AMP Australia ANZ Australia Assetline Capital Athena Australian Financial Australian Military Bank Auswide Bank Bank Australia Bank First Bank of China	Bank of Melbourne Bank of Queensland Bank of Us Bank SA BankWest Bendigo Bank Broker Better Choice Home Loans Beyond Bank Bluestone Bridgit Brighten	Buyers Choice Commonwealth Bank Credit Union SA Firefighters Mutual Bank FirstMac Go Beyond Go Edge Go Flexi Granite Homeloans Great Southern Bank Health Professionals Bank	Heartland Bank Hejaz Heritage Bank HomeStart Household Capital ING Judo Bank Keystart Home Loans La Trobe Financial Liberty Macquarie	ME Bank Mortgage Ezy Mortgage Mart MyState National Australia Bank Newcastle Permanent Oak Capital ORDE Financial P&N Bank Paramount Mortgage Services People's Choice Credit Union	Pepper Money Resimac St George Suncorp Teachers Mutual Bank uBank UniBank Victorian Mortgage Group Virgin Money Australia Wave Money Westpac
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### Commercial

ANZ Commercial Aquamore Arch Finance Commercial Assetline Commercial Bank of Melbourne Commercial	Bank of Queensland Commercial Bank SA Commercial Commonwealth Commercial Go Beyond Commercial Go Flexi Commercial	Granite Commercial IMB Commercial ING Commercial Judo Bank Commercial La Trobe Commercial	Liberty Commercial Macquarie Commercial Medfin Finance NAB Commercial Oak Capital Commercial	ORDE Financial Pallas Capital Pepper Money Commercial Prime Capital Scottish Pacific Commercial	St George Commercial Suncorp Commercial/Business Westpac Commercial
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### Asset Finance & Personal Loans

Affordable Car Loans Alex Bank [PL] Alex Bank [AF] AMMF Angle Finance ANZ Asset Finance Azora	Banjo Capital Finance CBA Asset Finance Dynamoney Early Pay Finance One Firstmac Car Loans	FlexiCommercial Judo Bank Asset Finance Latitude Motor Latitude Personal Loan Liberty Motor Finance Loans Today Medfin Asset Finance	Metro Finance MoneyPlace Morris NAB Asset Finance NOW Finance [PL] NOW Finance [AF] Pepper Asset Finance	Pepper Money Personal Loans Plenti Plenti Auto Finance Resimac Asset Finance Scottish Pacific Asset Finance Shift Society One	Westpac Equipment Finance WISR [PL] WISR [AF]
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This section provides details of the 6 most frequently used lenders by the licensee over the last financial year. This is not intended to be a comprehensive list, as there are other lenders on the current panel that may be utilised

<b>Lending Institutions and Financiers</b>	<b>% of loan settled for the previous financial year</b>
1. Westpac	14.1%
2. ANZ Australia	13.91%
3. National Australia Bank	11.08%
4. Commonwealth Bank	8.85%
5. Macquarie	6.08%
6. Bank of Melbourne	5.19%

The information above is generated based on a full financial year, so in some circumstances a full year's data may not be available. In these instances, the field will be blank or there will be limited information, however you can request further details from your broker.

## **Our responsible lending obligations**

Under the NCCP Act, we are obliged to ensure that any loan or principal increase to a loan we make and any lease we enter with you is suitable to your needs and objectives. To decide this, we will need to ask you some questions in order to assess whether the loan or lease meets these requirements. The law requires us to:

- Make reasonable enquiries about your requirements and objectives
- Make reasonable enquiries about your financial situation
- Take reasonable steps to verify that financial situation
- In order for us to discharge our obligation in assessing your application for credit assistance, it is important that we have all available, accurate, current and relevant information.
- If you are unable for whatever reason to provide the information required to assess your personal and financial circumstances we may not be in a position to make a recommendation to you.

Credit will be unsuitable if at the time of the assessment, it is likely that at the time the credit is provided:

- You could not pay or only pay with substantial hardship
- The credit will not meet your requirements and objectives

For example, if you can only repay by selling your principal place of residence, it is presumed that the loan will cause substantial hardship unless the contrary is proved. For this reason, we must ask you to provide a significant amount of information. It is therefore very important that the information you provide us is accurate.

We must provide you with a copy of our preliminary credit assessment of your application if you ask within 7 years of when we assist you. We are only required to give you a copy of the credit assessment if we give you credit assistance.

If we arrange a loan for you to purchase or refinance real estate, remember you must make your own enquiries about the value of the real estate and its potential for future growth. Although we may obtain a valuation, that is for our own use and you should not rely on it.

## **Acting in your Best Interests**

### **Best Interests Duty**

When providing credit assistance, we are obliged to act in your best interests [Best Interests Duty]. This means that any products we recommend to you must be in your best interests, and the reasons for these recommendations will be documented, recorded, and explained and provided to you. In order to ensure your best interests have been met, we will assess what product(s) and what credit assistance will be in your best interests.

This recommendation will include information about why this is in your best interests and how it is aligned to your needs and objectives.

In the case of actual, potential, or perceived conflicts of interest, we will disclose these to you and prioritise your interests ahead of our own in all circumstances. This includes giving priority to your interests in situations where we know, or ought to reasonably know there is a conflict between the interests of you and the interest of ourselves or a third party.

## **Fees payable by you**

As the licensee, we do not charge you for our services as we are paid commission by the financier. However, our credit representative may charge a fee and you may need to pay the financier's application fee, valuation fees, and other fees. We will communicate any fees when providing you with credit assistance.

## **Commissions received by us**

We may receive commissions from the lenders and lessors who provide finance for our customers. These are not fees payable by you. The percentage of the commission varies, however generally ranges between 0.60% and 0.75%. We will provide you with full details on the nature and amount of these commissions and you can obtain additional information about this by asking us.

## **Commissions payable by us**

We source referrals from a broad range of sources. For example, we may pay fees to call centre companies, real estate agents, accountants, or lawyers for referring you to us. These referral fees accord with usual business practice and not payable by you. We will disclose the nature and amount of these and you can obtain additional information about these commissions by asking us.

## **Our internal dispute resolution scheme**

We hope you are delighted with our services, but if you have any complaints you should first notify your credit assistance provider. If the complaint can't be resolved then please contact our Internal Complaints Officer using the details in the Key Information section above.

You should explain the details of your complaint as clearly as you can. You may do this verbally or in writing. When we receive a complaint, we will attempt to resolve it promptly. In cases where your complaint will take longer than 30 days to resolve, we will notify you in writing.

## **Our external dispute resolution scheme**

If we do not reach an agreement on your complaint, you may refer the complaint to an ASIC Approved External Dispute Resolution (EDR) Scheme. Our external dispute resolution provider is specified above. External dispute resolution is a free service established to provide you with an independent mechanism to resolve specific complaints. You can obtain further details about our dispute resolution procedures and obtain details of our privacy policy on request.

## **Things you should know**

We don't make any promises about the value of any property you finance with us or its future prospects. You should always rely on your own enquiries.

We don't provide legal or financial advice. It is important you understand your legal obligations under the loan and the financial consequences. If you have any doubts, you should obtain independent legal advice before you enter any loan contract.

## Our credit representatives

We have appointed a number of credit representatives to provide services. Details of the credit representative you are dealing with are set out below.

<b>Credit Representative's Full Name</b>	Christopher Vounasis
<b>Address</b>	Ground Floor 145 South Terrace, Adelaide SA 5000
<b>Phone</b>	0422573948
<b>Credit Representative Number</b>	507417

This section provides details of the 6 most frequently used lenders by your credit representative over the last financial year. This is not intended to be a comprehensive list, as there are other lenders on the current panel that may be utilised (refer section below)

### Top 6 Lenders - Your Authorised Credit Representative:

Lending Institutions and Financiers	% of loan settled for the previous financial year
1. Commonwealth Bank	66.67%
2. ANZ Australia	33.33%
3. -	%
4. -	%
5. -	%
6. -	%

The number of lenders used in the last financial year is 3\*.

The information above is generated based on a full financial year, so in some circumstances a full year's data may not be available. In these instances, the field will be blank or there will be limited information, however you can request further details from your broker.

### The Buyers Choice Licensing Pty Ltd lenders I am accredited with.

Adelaide Bank	<input type="checkbox"/>	Bank of Melbourne	<input checked="" type="checkbox"/>	Early Pay (AF)	<input type="checkbox"/>	Judo Bank Asset	<input type="checkbox"/>	Moula (PL)	<input type="checkbox"/>	Resimac	<input checked="" type="checkbox"/>
Affordable Car Loans	<input type="checkbox"/>	Bank of Melbourne Commercial	<input type="checkbox"/>	Early Pay (SBL)	<input type="checkbox"/>	Finance	<input type="checkbox"/>	MyState	<input type="checkbox"/>	Resimac Asset	<input type="checkbox"/>
Alex Bank (PL)	<input type="checkbox"/>	Bank of Queensland	<input checked="" type="checkbox"/>	Finance One (AF)	<input type="checkbox"/>	Judo Bank Commercial	<input type="checkbox"/>	NAB Asset Finance	<input type="checkbox"/>	Finance	<input type="checkbox"/>
Alex Bank (AF)	<input type="checkbox"/>	Bank of Queensland Commercial	<input type="checkbox"/>	Finance One (SBL)	<input type="checkbox"/>	Keystart Home Loans	<input type="checkbox"/>	NAB Commercial	<input type="checkbox"/>	Scottish Pacific Asset Finance	<input type="checkbox"/>
Allianz	<input type="checkbox"/>	Bank of Us	<input type="checkbox"/>	Firefighters Mutual Bank	<input type="checkbox"/>	La Trobe Commercial	<input checked="" type="checkbox"/>	National Australia Bank	<input checked="" type="checkbox"/>	Scottish Pacific Commercial	<input type="checkbox"/>
AMMF	<input type="checkbox"/>	Bank SA	<input checked="" type="checkbox"/>	FirstMac	<input checked="" type="checkbox"/>	La Trobe Financial	<input checked="" type="checkbox"/>	Newcastle Permanent	<input type="checkbox"/>	Shift (SBL)	<input type="checkbox"/>
AMP Australia	<input checked="" type="checkbox"/>	Bank SA Commercial	<input type="checkbox"/>	Firstmac Car Loans	<input type="checkbox"/>	Latitude Motor	<input type="checkbox"/>	NOW Finance (PL)	<input type="checkbox"/>	Shift (AF)	<input type="checkbox"/>
Angle Finance	<input type="checkbox"/>	BankWest	<input checked="" type="checkbox"/>	FlexiCommercial	<input type="checkbox"/>	Latitude Personal Loan	<input type="checkbox"/>	NOW Finance (AF)	<input type="checkbox"/>	Society One	<input type="checkbox"/>
ANZ Asset Finance	<input type="checkbox"/>	Bendigo Bank Broker	<input checked="" type="checkbox"/>	Go Beyond Commercial	<input type="checkbox"/>	Liberty	<input checked="" type="checkbox"/>	Oak Capital	<input checked="" type="checkbox"/>	St George	<input checked="" type="checkbox"/>
ANZ Australia	<input checked="" type="checkbox"/>	Better Choice Home Loans	<input type="checkbox"/>	Go Beyond Commercial	<input type="checkbox"/>	Liberty Commercial	<input checked="" type="checkbox"/>	Oak Capital Commercial	<input checked="" type="checkbox"/>	St George Commercial	<input type="checkbox"/>
ANZ Commercial	<input checked="" type="checkbox"/>	Beyond Bank	<input checked="" type="checkbox"/>	Go Edge	<input type="checkbox"/>	Liberty Motor Finance	<input type="checkbox"/>	Oak Capital Commercial	<input checked="" type="checkbox"/>	Suncorp	<input checked="" type="checkbox"/>
Aquamore	<input type="checkbox"/>	Bizcap	<input type="checkbox"/>	Go Flexi	<input checked="" type="checkbox"/>	Lifebroker Pty Ltd	<input type="checkbox"/>	ORDE Financial (R)	<input type="checkbox"/>	Suncorp Commercial/Business	<input type="checkbox"/>
Arch Finance Commercial	<input type="checkbox"/>	Bluestone	<input type="checkbox"/>	Go Flexi Commercial	<input type="checkbox"/>	Loans Today	<input type="checkbox"/>	ORDE Financial (C)	<input type="checkbox"/>	Teachers Mutual Bank	<input type="checkbox"/>
Assetline Capital	<input type="checkbox"/>	Bridgit	<input type="checkbox"/>	Granite Commercial	<input type="checkbox"/>	Lumi	<input type="checkbox"/>	P&N Bank	<input type="checkbox"/>	uBank	<input checked="" type="checkbox"/>
Assetline Commercial	<input type="checkbox"/>	Brighten	<input checked="" type="checkbox"/>	Granite Homeloans	<input type="checkbox"/>	Macquarie	<input checked="" type="checkbox"/>	Pallas Capital	<input type="checkbox"/>	UniBank	<input type="checkbox"/>
Athena	<input checked="" type="checkbox"/>	Buyers Choice	<input type="checkbox"/>	Great Southern Bank	<input type="checkbox"/>	Macquarie Commercial	<input type="checkbox"/>	Paramount Mortgage Services	<input checked="" type="checkbox"/>	Victorian Mortgage Group	<input checked="" type="checkbox"/>
Aust. Life Insurance	<input type="checkbox"/>	Capital Finance	<input type="checkbox"/>	Health Professionals Bank	<input type="checkbox"/>	ME Bank	<input checked="" type="checkbox"/>	People's Choice Credit Union	<input checked="" type="checkbox"/>	Virgin Money Australia	<input type="checkbox"/>
Australian Financial	<input checked="" type="checkbox"/>	CBA Asset Finance	<input type="checkbox"/>	Heartland Bank	<input checked="" type="checkbox"/>	Medfin Asset Finance	<input type="checkbox"/>	Pepper Asset Finance	<input type="checkbox"/>	Wave Money	<input type="checkbox"/>
Australian Military Bank	<input checked="" type="checkbox"/>	Comminsure	<input type="checkbox"/>	Hejaz	<input type="checkbox"/>	Medfin Finance	<input type="checkbox"/>	Pepper Money Commercial	<input checked="" type="checkbox"/>	Westpac	<input checked="" type="checkbox"/>
Auswide Bank	<input checked="" type="checkbox"/>	Commonwealth Bank	<input checked="" type="checkbox"/>	Heritage Bank	<input checked="" type="checkbox"/>	Medfin Finance	<input type="checkbox"/>	Pepper Money Commercial	<input checked="" type="checkbox"/>	Westpac Commercial	<input type="checkbox"/>
Azora	<input type="checkbox"/>	Commonwealth Commercial	<input type="checkbox"/>	HomeStart	<input type="checkbox"/>	Metro Finance	<input type="checkbox"/>	Pepper Money Personal Loans	<input type="checkbox"/>	Westpac Equipment Finance	<input type="checkbox"/>
Banjo (AF)	<input type="checkbox"/>	Credit Union SA	<input checked="" type="checkbox"/>	Household Capital	<input type="checkbox"/>	MoneyPlace	<input type="checkbox"/>	Plenti	<input type="checkbox"/>	WISR (PL)	<input type="checkbox"/>
Banjo (SBL)	<input type="checkbox"/>	Deposit Assure	<input type="checkbox"/>	IMB Commercial	<input type="checkbox"/>	Morris	<input type="checkbox"/>	Plenti Auto Finance	<input type="checkbox"/>	WISR (AF)	<input type="checkbox"/>
Bank Australia	<input type="checkbox"/>	Deposit Power	<input type="checkbox"/>	ING	<input checked="" type="checkbox"/>	Mortgage Ezy	<input type="checkbox"/>	Prospa	<input type="checkbox"/>		
Bank First	<input checked="" type="checkbox"/>	Dynamoney (AF)	<input type="checkbox"/>	ING Commercial	<input type="checkbox"/>	Mortgage Mart	<input type="checkbox"/>				
Bank of China	<input type="checkbox"/>	Dynamoney (SBL)	<input type="checkbox"/>	Judo Bank	<input type="checkbox"/>						

<b>Commission received by us</b>	Your credit representative may receive all or part of the commissions and fees referred to above directly or indirectly from the licensee. You can obtain information from them about a reasonable estimate of those commissions and how the commission is worked out.
<b>Other benefits</b>	Your credit representative must maintain a centralised register recording all forms of gifts, hospitality and other related remuneration. It is available to you upon request.
<b>Tiered Services</b>	Your credit representative may have access to tiered servicing arrangement with certain credit providers. A tiered servicing arrangement provides non-monetary benefits such as providing preferential service which can assist your credit representative in achieving better outcomes for you. Examples include faster reviews by lender credit analysts and/or application turnaround times. The list of any tiered servicing arrangements they have is available on request. Where your credit representative makes a recommendation to a lender with whom they have one of these arrangements, this will be disclosed to you.
<b>Fees payable by you</b>	Your credit representative may charge a fee for their services. More details about the fees payable by you will be set out in a Quote and Proposal document which they will give you before a finance application is lodged. You may obtain from them information about how these fees and charges are worked out and a reasonable estimate of those fees.
<b>External Dispute Resolution Scheme Contact Details</b>	Australian Financial Complaints Authority Online: <a href="http://www.afca.org.au">www.afca.org.au</a> Email: <a href="mailto:info@afca.org.au">info@afca.org.au</a> Telephone: 1800 931 678 (free call) Mail: GPO Box 3, Melbourne Vic 3001
<b>National Debt Helpline</b>	If you're having difficulties managing your debts you can seek free assistance from the National Debt Helpline on 1800 007 007 or via the website <a href="http://ndh.org.au">ndh.org.au</a>

## Questions?

If you have any questions about this credit guide or anything else about our services, just ask at any time. We're here to help you.