

Platinum

mortgagemanagement

OUR COMMITMENT TO SERVICE

Your Platinum Mortgage Consultant aims to assist you to find the right home loan for you from our panel of lenders (Lender Panel). An appropriate home loan is the one selected which currently meets your needs, based on the information you supply.

Your Consultant will:

- + provide you with helpful, timely and professional assistance with your home loan application
- + deal with your application in a fair and ethical manner.

WHAT TO EXPECT FROM YOUR PLATINUM MORTGAGE CONSULTANT

A Platinum Mortgage Consultant is a trained mortgage specialist, committed to best industry practice, who will:

- 1) Discuss your needs and requirements for a home loan and obtain the information needed for your application to proceed
- 2) Analyse the information, matching your requirements to the home loan features offered by our panel of lenders
- 3) Offer a wide choice of home loans and lenders
- 4) Explain the types of home loans available to you from our Lender Panel
- 5) Detail the fees and costs associated with the home loan and the purchase or refinancing of your property
- 6) Explain the details of your home loan
- 7) Submit the application to the lending institution you choose from our Lender Panel
- 8) Follow up with the lending institution, keeping in regular contact with you from submission of your application through to settlement
- 9) In the future, help you if you wish to increase or change your loan. Platinum's service continues for as long as you need it.

YOUR CHOICE - HOW WE OFFER A WIDE RANGE OF HOME LOANS AND LENDERS

As at April 2008 Platinum's Lender Panel consists of 32 lenders, including major banks. Your Platinum Mortgage Consultant will provide you with a list of lenders on our Lender Panel. Alternatively, you can visit our website at www.platinummortgages.com.au to view the list at any time.

PLATINUM MORTGAGE MANAGEMENT DOES NOT CHARGE CUSTOMERS FOR ITS SERVICE

The expertise and product knowledge of our Consultants means that Platinum Mortgage is able to provide lenders with high quality customer applications. This saves lenders both time and money, and allows them in turn to pay Platinum Mortgage for its service. Complex loans involving multiple lender products/submissions will incur extra processing fees as applicable. Refer Fees Schedule for breakdown.

HOW YOUR PLATINUM MORTGAGE CONSULTANT LOOKS AFTER YOUR INTERESTS

Platinum Mortgage has no products of its own which assures you that our Consultants are focused on identifying from our Lender Panel a loan solution for you.

Platinum Mortgage receives commissions* from its Lender Panel. On establishment of a loan, lenders may pay Platinum Mortgage an upfront commission within a range of 0.3% - 1.15% of loan value, plus a trailing commission of up to 0.33% per annum. This continues to be paid over the life of the loan in recognition of the committed service the Consultant provides to customers over the duration of their home loans. The 'trailing commission' is based on the monthly balances of all loans outstanding.

The commissions* paid to Platinum Mortgage by most banks and some non-banks are '*Clawed Back*' in the event your loan/s is/are repaid early. This means that should you sell your home or decide to change your loan from one lender to another lender within the first 2 years of Platinum Mortgage having arranged the loan for you, the lender will seek to recover any and all commission/s* it originally paid.

Claw back applicable by banks is 100 per cent of the commission/s in the first year and 50 per cent of the commission/s in the second year. No claw back applies for loans progressing beyond 2 years. Claw back by banks was progressively introduced during 2007 until early in 2008. St George in February 2008 was the last bank to implement its claw back policy.

Most non-bank lenders have abolished claw back however, there are Mortgage Manager products that may be subject to claw back. Claw back applicable by non-banks is pro-rata during the first year only and is limited to products from the Liberty Financial range. Check with a Platinum Mortgage Consultant for further clarification if and as required.

BORROWERS THAT BUY & SELL WITHIN A 2-YEAR PERIOD

You may be a property developer purchasing vacant land and constructing a single home or duplex or unit development with a construction period and selling period. This will almost certainly invoke the claw back provisions by the banks resulting in Platinum Mortgage having to repay the commissions it received. We welcome the opportunity to place you with a lender that does not have a claw back policy. Your Platinum Mortgage Consultant will only offer products that fit in with your time-frame. Platinum Mortgage is not a registered charity.

Our Consultants are:

- + prohibited from offering direct financial inducements, that have the potential to be in conflict with our customer proposition, for the introduction of customers
- + prohibited from receiving any other direct financial inducements from lenders and other third parties.

OUR HISTORY

Platinum Mortgage group commenced its operations in Brisbane 2001 as a Mortgage Manager and Originator of non-bank loans receiving its business directly from finance brokers and introducers throughout Australia.

Over the years, we have become leaders in Mortgage Strategy resulting in the approval of many complex loan structures.

OUR OBJECTIVES

Our objective is to serve you, our customer, in the best possible way by:

- 1) Maintaining a personal relationship with you
- 2) Achieving your desired financial objectives
- 3) Providing financial solutions efficiently, only in areas where our Consultants are competent.

Hence, we prefer not to undertake any financial services outside our areas of combined expertise. We would prefer to refer you away to an expert and will do so rather than attempt to earn a fee for a less than efficient service.

Our areas of expertise include:

- 1) Property development finance
- 2) Residential and Commercial finance
- 3) Finance for self-employed and PAYG
- 4) Financial Structuring and Restructuring using an interplay of lenders products
- 5) Private Short-term lending
- 6) 100%+ LVR lending
- 7) Poor credit history lending

ABOUT - THE PRINCIPALS

Robert Kirk MBA C.dec

Educated in the ACT and the Sunshine Coast, ex RAAF Supply Officer, Victorian Mgr for Tutt Bryant, and Mgr with Knights Insolvency Administration. Holds a Masters Degree in Business and a Diploma in Mortgage Lending.

Member of the Mortgage & Finance Association of Australia. Member of Finance Brokers Association of Australia. Member of the Securities Institute of Qld. A Queensland Commissioner for Declarations. Accredited with all lenders on our Lender Panel.

Jenny Best MBA

Educated in Melb and the Sunshine Coast. Old State Mgr Dexion Office Interiors. National Mgr Precision Office Industries. Holds a Masters Degree in Business. An REIQ Salesperson.

Member Hobart Town 1804 First Settlers Assoc, Member Queensland Turf Club. Previous roles incl Exec in Commercial Furniture Industry Association of Australia, Exec in Records Management Assoc of Australia, Member of Facilities Management Association & Member Toastmasters International.

