

Loan Wize



Professional Lending Solutions

WIZE UP!

to your best financial decision!

A red wax seal with the letters 'LW' embossed in the center.

LW

Specialist Lending Advice

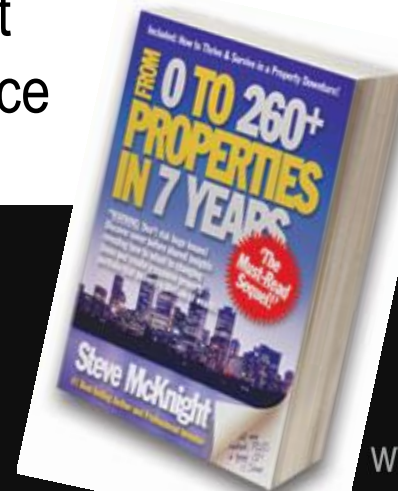
- I have an Diploma of Financial Planning,
 - Diploma of Finance Services / Mortgage Broker
 - Advanced Cert in Mortgage Planning.
- Finalist In Numerous Business Awards
- Worked in **Finance since 1984 (32 years)**
- Started Mortgage Broking in 2003
- Ex Financial Planner & Risk Writer
- Successful Property Developer and fulltime Property Investor
- Started Loan Wize in 2007 and purchased several lending businesses that were leaving the market
- Lending Focus Area – Equipment Finance



2006 GARLAND WADDINGTON
MICRO/SMALL BUSINESS WOMAN
FINALIST



Sunshine Coast
EXCELLENCE IN BUSINESS AWARDS
PROMOTING BUSINESS ON THE SUNSHINE COAST
2011 FINALIST



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What Is it that I Do?

Car & equipment finance facility **allows** a business & individuals to finance the **purchase** of plant, equipment and motor vehicles, **without** tying up **large amounts** of **capital**.

Under an Equipment Finance facility you have the **equipment** you need **now**, with **repayments** structured to suit your **cash flow**.

We do more than just cars!



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8 Tips & Traps of Equipment Financing



1. Deregulated Market & Fees
2. Rate Determination
3. Dealer Rate Specials
4. Business vs Consumer Rates
5. Balloons & Negative Equity
6. Preferential Payouts
7. Replacement / Refinance
8. No Fuss Finance



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De-Regulated Market & Loan Fees

Deregulation

The reduction of government's role in controlling markets, which lead to freer markets, and presumably a more efficient marketplace.

Commission paid on equipment finance ranges **up to 8%** depending on the lender used and the broker / car dealership you obtain finance from.

Dealerships work on having you focus on the monthly payment and your affordability only.



TRAP ALERT

Look out for
Origination Fees

I have seen
these up to
\$1,780 on top of
the dealership
commission



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Rate Determination

1. Type of Goods
2. Age of Goods
3. Term
4. Amount Financed
5. Balloon
6. Business or Personal Use
7. Purchase from Dealership or Private Sale
8. Car Yard Finance or Broker Finance*

**(Relationship / Volumes with lenders to negotiate a better deal for you)*



TIP ALERT

The lenders refers to any car **under 4 years old** as a NEW car and you qualify for the Business New Car Rate



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Dealer Rate Specials

1.9% FINANCE OFFER



On a wide range of great driveaway prices



TRAP ALERT

Not all low rate
dealer finance
options are
available to all
car purchases in
the dealership



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Business vs Consumer Rates

Business EF Rates start from 4.9%

Consumer Car Loan rates start from 6.7%

Most people who are on Wages and don't have a ABN - don't know they might be eligible for Business Car Loan Rates !



If you can claim 51% use of vehicle for work related activities on your Tax Return then you can use business car loan rates!



TIP ALERT

PAYG employees can get Business Car Loan Rates!
You don't need a ABN you only need a Car Allowance!



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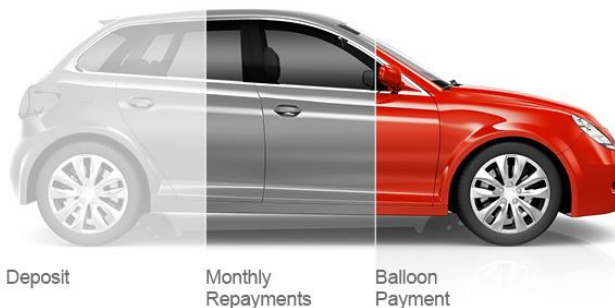
Balloons & Negative Equity Trap

Car finance has the option of a balloon payment at the end. Balloon payments make the process of paying off your finance more affordable.

They allow you to just repay the amount by which your vehicle depreciates during the term.

At the end of the term you make a lump sum payment to cover the balance, trade or sell the car and payout the balloon.

Negative equity is when your outstanding loan exceeds the market value of your car.



TRAP ALERT

The higher the balloon / residual, the higher the chance of being in negative equity territory



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Preferential Payouts

When you sell your car mid way through your contract term you ring up and ask for a payout.

Not all Payouts are the same!

A broker can ask for a Preferential payout based on your reason for paying the loan out early.

These can be;

- ✓ Buying a new vehicle and will need finance
- ✓ Car was written off by Insurance Company
- ✓ hhj

On average having the access to a preferential payout can **save you** on average \$1,800 to \$3,800.



TIP ALERT

NOT all payouts are the same!

Preferential Payouts are only available via your original broker or lending source!



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Replacement / Refinance Finance

“No Financials” replacement policy has been expanded to now include the following equipment types for loan amounts up to \$250,000*

- ✓ Passenger Cars, Utilities & Vans
- ✓ Yellow Goods – Excavators, Bulldozers, Bobcats
- ✓ Forklifts
- ✓ Commercial Vehicles & Trucks (*Excluding Prime Movers*)
- ✓ Trailers

As long as the new monthly payment does not exceed **120% of the monthly payment on the contract being replaced**

Refinance – another story !!!



TRAP ALERT

Refinance your EF loan mid term?

You cannot refinance your EF loan during the term of the loan.



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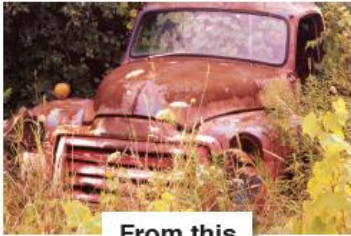
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No Fuss Finance

Does your business need a new or replacement vehicle?

Do you tick the boxes?



From this



To THIS!!!

- Clear Credit History
- ABN/GST registered for 2 years
- Home Owner
- Great Low Rates NOW
- NO FINANCIALS REQUIRED**

APPROVED



TIP ALERT

ABN registration and GST registration are two different things, most lenders want the client to be GST registered to obtain the 'No Fuss' finance options



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NO FINANACIALS REQUIRED

APPROVED



Also applies to;

- ✓ Light Commercial Vehicles (<4.5T), trailers
- ✓ Forklifts, Telehandlers, Boom & Scissor Lifts
- ✓ Excavators, Graders, Scrapers & Skidsteer
- ✓ Backhoe Loaders, Dozers, Dump trucks
- ✓ Tractors, Cotton Pickers, Balers, Mower Conditioners, Ploughs, Seeders & Spreaders
- ✓ New covers cars & assets up to 4 years



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Before Using Loan Wize Services



AFTER Using Loan Wize Services




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Gravy Train referrals;

1. Accountant
2. Bookkeeper
3. Financial Planners
4. Business Coach

Other referrals;

1. **Business Owners**
2. **Tradies / Truckies**
3. Family
4. Friends / Associates
5. Sporting Club Members

Key Words;

1. Buying a car
2. I want a boat
3. Motorbike is playing up
4. Wife wants a caravan
5. I need a holiday
6. I hate paying too much tax
7. Car keeps playing up
8. I need a Bobcat
9. Truck needs replacing
10. A Jetski would be fun!



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