



Certificate of Appointment and Disclosure of Fees

Lend iQ (Finance Broking Licence No. 2733) was established in 2009 and is a 100% Australian owned private business that specialises in finding intelligent financial solutions for commercial and residential borrowers secured against Australian assets.

Our vision is to be an industry leader in quality service to clients and to provide finance broking solutions that meet the client's needs. Underpinning this vision is a commitment to clear and timely communication with all stakeholders and the highest moral, ethical and professional standards.

Lend iQ is a full member of Mortgage Finance Association of Australia (MFAA) membership number 42996 and the Credit Ombudsman Services Limited (COSL) Membership number 407309

This document is divided into three parts:

- Part 1 – Details of the loan you require
- Part 2 – Information about our obligations to you and your obligations to us.
- Part 3 – Informs you about how we can deal with your personal and credit information.

This documents clearly outlines the services offered by Lend iQ and the way Lend iQ is remunerated for these services. This document forms both a legal contract and meets Lend iQ's responsibility to have a valid authority to act and to provide clear disclosure of fees for services provided as required under relevant legislation that governs finance broking activities.

After you have read this document carefully, sign it. We will keep one copy and give you a signed copy.

Part 1 – Information about the loan you require

Information	Detail
Broker's full name (we/us)	Brad Hill
Broker's address	35 Cornfield Place, Hillarys WA 6025
Broker's licence number Broker's MFAA/FBAA membership number	Licence Number 2732 MFAA Membership Number 42996
Nature and range of services Note - Client to indicate service/s required.	We will help you choose a loan which is suitable for your purposes. We will provide you information on a broad range of lenders and loans. Once you have chosen a loan that is suitable for you, we will help you obtain an approval. You have already chosen a lender and a loan, and we will assist you obtain an approval.
Proposed timeframe to establish your eligibility for a loan	We expect to obtain a decision about your loan application , on average , within 14 days of you signing this document. Often we can obtain approval faster than that.
Fees payable by you	We do not charge you for our services as we are paid commission by the lender. However, you may need to pay the lender's application, valuation fees, or other fees incurred throughout the process. Note - By signing this form, you acknowledge, that you have engaged our service for the provision of this loan. In the event that you decide to terminate this agreement, for whatever reason, we reserve the right to charge \$125 per hour (up to a maximum as prescribed by the Maximum Remuneration Schedule set by law) for substantiated time spent assisting you. This is payable within 7 days of termination.
How are we paid?	Lenders/mortgage managers pay commissions for arranging loans. The range of commissions is: Upfront (ie payable on settlement): 0% to 2.20% of the loan amount Trail (ie payable throughout the term of the loan): 0% per annum up to 0.825% per annum of the loan balance. Any known Volume Based Incentives are listed in attached commission schedule You should ask, if you want to know where in this range the proposed lender (once selected) sits.

Information	Detail		
We are also paid under these circumstances:	<p>Ballast Financial Management Pty Ltd ACN 086601041 (Ballast) , the Licensee, is the holder of Australian Financial Services Licence number 233180 – Commissions may be payable for financial planning referrals. Full commission disclosure provided by engaging their services.</p> <p>Commissions payable - Ballast receives commissions in line with their advice and products offered of which Lend iQ may receive up to 50% of upfront (shortly after loan is made) and up to 50% trail income (monthly). Broker may receive between 50% up to a maximum of 95% of Lend iQ’s total split.</p> <p>Urban Project Marketing Pty Ltd ACN 101 152 925 (U.P.M.) – “Introduction fee” may be payable for leads to U.P.M that result in a sale. Broker share of total commission is 20% of fee generated. Payable to us on fee being collected by U.P.M.</p>		
Commissions payable for the loan you have selected (this information may be completed later)	When paid	AGGREGATOR – BALLAST FINANCE	Lend iQ’s share of the total commission
	Shortly after the loan is made% *% *
	Monthly% p.a. **% p.a.**
	<p>* This is a percentage of the principal sum advanced on settlement</p> <p>** This is a percentage of the amount outstanding each month</p>		
External parties sharing in remuneration	<p>We are a member of Lend iQ who aggregate via Ballast.</p> <p>Lend iQ – Head Office retains% of the commission and pays the balance to :</p> <p>.....</p> <p>Lend iQ retains% of the commission and pays the balance to us.</p> <p>We have or will pay a referral fee of \$ to for referring you to us.</p>		
Amount required to repay existing loans and related transaction costs (refinances only) Any other loan amounts required plus any other additional costs.	<p>Payout figure approx. \$.....</p> <p>Refin.Costs approx. \$.....</p> <p>Additional loan amt. required \$.....</p> <p>Any additional costs \$.....</p> <p>Total Loan Amount \$.....</p>		

Information	Detail
Security to be provided by you.	A first/second mortgage by : Name of Mortgagors over Property Address..... Guarantee by
You have told us you would like the finance to be available by	DATE

All fees include GST.

Part 2 – General information about our services

1. The remuneration of finance brokers is limited to a maximum as prescribed by the Maximum Remuneration Schedule set by law.
2. Before you accept your loan offer, make sure you read the credit contract/loan agreement carefully to find full details of the loan. **Warning:** You should check the loan agreement/credit contract to ensure that the terms of the loan do not vary from what you require. If they do, inform us forthwith so that we can assist you.
3. Any complaints about a loan transaction or our services may be lodged by you with the Commissioner for Consumer Protection in WA, phone: 1300 136 237. Alternatively, you can refer the matter to a free dispute resolution scheme known as COSL (Credit Ombudsmen Services Limited) phone 1300 78 08 08.
4. We are obliged to act in your best interests and give you undivided loyalty unaffected by any of our interests. However, we also represent lenders and have obligations to them, in particular not to provide any information we know is misleading or deceptive. We also have obligations under the law to report any fraud, forgery, or other illegal activities. By signing this agreement you confirm that you understand that we have these obligations to the lender and under the law. If you have any questions about our role, ask before you sign.
5. Under the law, we are required to ensure that the finance we arrange for you is appropriate. Accordingly we will make reasonable enquiries in relation to your needs, objectives, and financial circumstances.

Warning: The proposed loan arrangements will be based on the products available from our panel lenders and the information provided by you. If the information you provide is incomplete or inaccurate, before entering the loan you should consider its appropriateness having regard to your relevant personal circumstances and if necessary seek independent financial advice.

6. If you are refinancing a loan, and your commitments will be increased, you should seek independent financial advice to make sure that you are able to meet the increased commitments.
7. We do not provide legal or financial advice, however, it is important you ensure you understand your legal obligations under the loan, and the financial consequences. If you have any doubts, you should obtain independent legal and financial advice before you enter the loan contract.

Part 3 – Privacy disclosure statement and consent

We are collecting personal information about you to provide you with our broking services. The information is required to allow us to assist you in preparing the loan application and locate an appropriate lender. If your information is not provided we may not be able to find a loan for you.

Unless you tell us not to, we may use your information to provide you with offers or information of other goods or services we or a third party can provide you with.

We may disclose your information to other organisations to help us provide our services and arrange the loan. The types of organisations we may disclose your information to include lenders, mortgage insurers, other mortgage intermediaries, valuers; and other organisations which assist us (such as printers, mailing houses, lawyers, and accountants).

In addition, we may disclose your personal information to any other organisation that may wish to, or has acquired, an interest in your loan, or in our business.

You acknowledge that I/we have received the Comparison Rate Warning in conjunction with the relevant comparisons from the Lenders discussed.

You can gain access to the information we hold about you by contacting us at the above address.

You agree that we may collect and use your personal information as specified above.

By signing this document you agree to its terms. It forms a legal contract between us. If you have any questions, ask before you sign.

We look forward to providing exceptional service.

Borrower 1 / Guarantor 1

Signature

Print full name

Date

Borrower 2 / Guarantor 2

Signature

Print full name

Date

Borrower 3 / Guarantor 3

Signature

Print full name

Date

Broker

Signature

Print full name

Date
