

## About Me

<b>Business Name</b>	Geelong Financial Group Pty Ltd
<b>Authorised Credit Representative</b>	David Lolait
<b>Credit Representative Number</b>	365751
<b>Address</b>	259 La Trobe Tce, Geelong VIC 3220
<b>Phone</b>	(03) 5229 2048
<b>Email</b>	david@geelongfinancial.com.au
<b>Licence Number</b>	376280
<b>EDR Scheme Name</b>	Credit and Investments Ombudsmen
<b>EDR Membership No</b>	404208
<b>Complaints Officer</b>	Simon Sutterby

I am an Authorised Credit Representative of Geelong Financial Group Pty Ltd.

Geelong Financial Group Pty Ltd is licenced under the National Consumer Credit Protection Act 2009.

This Credit Guide sets out important information about us, the services we provide, and the person with whom you will be dealing.

I am required to provide this Credit Guide to you as soon as practicable after it becomes apparent that I am likely to provide credit assistance to you. I provide “credit assistance” when I:

1. suggest or assist you to apply for a particular credit contract with a particular credit provider; or
2. suggest or assist you to apply for an increase to the credit limit of a particular credit contract with a particular credit provider; or
3. suggest you remain in a particular credit contract with a particular credit provider.

## Preliminary Assessment

### What I will need from you

When I provide you with credit assistance, I must only recommend credit products that are not unsuitable for you.

To be able to determine which loan products are not unsuitable, I am required to complete a Preliminary Assessment. When I make this preliminary assessment, I determine:

- your requirements and objectives – that is, what kind of loan do you want, and for what purpose;
- your financial and relevant personal situation; and
- your ability to repay the loan that you are considering.

In assessing these factors, I am also required to take reasonable steps to verify some of the information you provide us.

This verification may include:

- asking you for copies of documents that demonstrate your financial situation – in some cases we may also need to sight original documents; and
- contacting third parties to assist in verifying the information that you provide.

## **Obtaining a copy of your Preliminary Assessment**

If I haven't already provided it to you, you may request a copy of our Preliminary Assessment, and I must give you a copy of it:

- at any time during the first 2 of years of conduction the assessment, within 7 business days; or
- between 2 years and 7 years after it was conducted we must provide it within 21 business days.

There is no charge for requesting or receiving a copy of the Preliminary Assessment.

## **How I get paid**

Geelong Financial Group Pty Ltd is paid commissions by lenders for introducing customers. I receive a portion of this commission. The lenders we deal with will usually pay us a commission based on:

- the size of loan; and
- the particular loan product you have selected

We will only be paid this commission if your loan is settled and drawn down.

We may also be paid an ongoing commission by your lender based on the outstanding balance of your loan.

The commissions that we are paid by your lender are not payable by you – they are paid to us either directly by the lender, or paid to us by our Aggregator.

If you would like a detailed estimate of how much commission we would be paid by a particular lender for a particular product, we will provide this for you. We will also provide you with a detailed explanation of how this commission is calculated.

## **Fees and charges that are payable by you in relation to our credit assistance**

I sometimes charge a fee for our services. If I intend to charge a fee, more details about the fees payable by you will be set out in a quote which I will give you before a finance application is lodged. You may obtain from me information about how these fees and charges are worked out and a reasonable estimate of those fees.

## **Our Top 6 credit providers**

I source credit products from a range of banks, lenders and other credit providers. However, at present, I write the most loans with the following banks, lenders and other credit providers:

1. National Australia Bank
2. ANZ Bank
3. Commonwealth Bank
4. Westpac
5. Bank of Melbourne
6. Homeside Lending

If you would like further details about any of these lenders, please don't hesitate to ask me.

## Other people we deal with

### Our Aggregator

In many cases, we gain access to the loan products we recommend to you through the services of our Aggregator. In order to gain access to their panel lenders, our aggregator charges us a fee. This fee may be made up of several different components, including:

- a share of the commission that is paid by a lender as set out above
- a membership fee for our business
- a monthly fee for each of our accredited loan writers

If you would like us to provide an estimate of the share of the lender commission that may be retained by our aggregator, and how it is worked out, we will be pleased to provide this to you.

### Referrers and Referral fees

In some cases, your business may have been referred to us by non-regulated third parties such as real estate agents, accountants, financial planners etc. Where this is the case, we *may* pay a referral fee to these parties. If we do pay a fee to these parties, then

- they should already have told you about this; and
- we will disclose the actual fee in our final documentation

Alternatively, if you want to know, you can ask us about the fees and we will tell you how much was paid and how it was worked out.

## Dispute resolution and complaints

Whilst I always strive to provide the best possible service, I understand that there may be times where you are not satisfied. If this occurs, and you wish us to do something about it, we have a formal process in place to address your concerns.

### Internal Dispute Resolution

If you do have a complaint, please contact me using the details at the start of this document. If you choose to contact me by email, please make sure you include as much information as you can.

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.

### External Dispute Resolution

If you are not satisfied with how we have handled your complaint, you may make a formal complaint to our External Dispute Resolution Scheme Provider. The details of our EDR Scheme membership are set out at the start of this Credit Guide

## Things you should know

I 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.

I 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 and financial advice before you enter any loan contract.

### Questions?

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

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