

Pepper Money Quick Guide



General Purpose

Pepper Money can offer a home loan solution for any of the following purposes.

- ✓ Purchase or refinance
- ✓ First home owners
- ✓ Owner occupied and investment properties
- ✓ Vacant land
- ✓ LVRs up to 95%
- ✓ Minimum 5% deposit for LVRs greater than 90%
- ✓ Loan amounts up to \$2.5m

Cash out

- ✓ For personal use
- ✓ For business purposes

Debt consolidation

- ✓ Consolidate unlimited number of debts
- ✓ Payout of ATO debt
- ✓ Pay out private or solicitor debts



Credit Impairment

Pepper Money may consider clients with any of the below:

- ✓ Clients with past defaults (paid or unpaid)
- ✓ Part IX or X debt agreements
- ✓ Discharged bankrupt (one day)
- ✓ Unlimited mortgage arrears (within last 6 months)
- ✓ Refused credit from their bank or another lender



"Outside the Box"

Pepper Money may consider clients who are:

- ✓ Newly employed
- ✓ Self-employed (6 months ABN accepted)
- ✓ Tax returns not completed (alternative income documentation accepted)
- ✓ Failed to meet Lenders Mortgage Insurance requirements
- ✓ Have 'non genuine savings'
- ✓ Require 40 year loan term

Pepper Money's approach:

- ✓ No third party LMI approval required
- ✓ Manual assessment of each application



Acceptable Income

Pepper Money will accept income to validate servicing from any of the following sources.

- ✓ PAYG income
- ✓ Self Employed Income
- ✓ Full time / part time / casual / second job
- ✓ 80% rental income
- ✓ Family payments – Part A and B
- ✓ Child support
- ✓ Centrelink income
- ✓ Pension
- ✓ Workers compensation
- ✓ Income protection
- ✓ Bonus / Commission / Overtime
- ✓ Car allowance / Company vehicle
- ✓ Superannuation

Contact your Pepper Money BDM for more information:



1800 737 737



scenarios@pepper.com.au



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How to Position Specialist Loans

Before you begin to have a discussion about specialist lenders with your client it is important you do your research. Once you have addressed the below key areas, you can begin the five step process.

- Find a lender(s) that can accommodate your client's needs
- Ensure that the scenario passes serviceability and the loan is viable
- Know that the specialist solution will provide a benefit(s) to your client

1. Acceptance Mode:

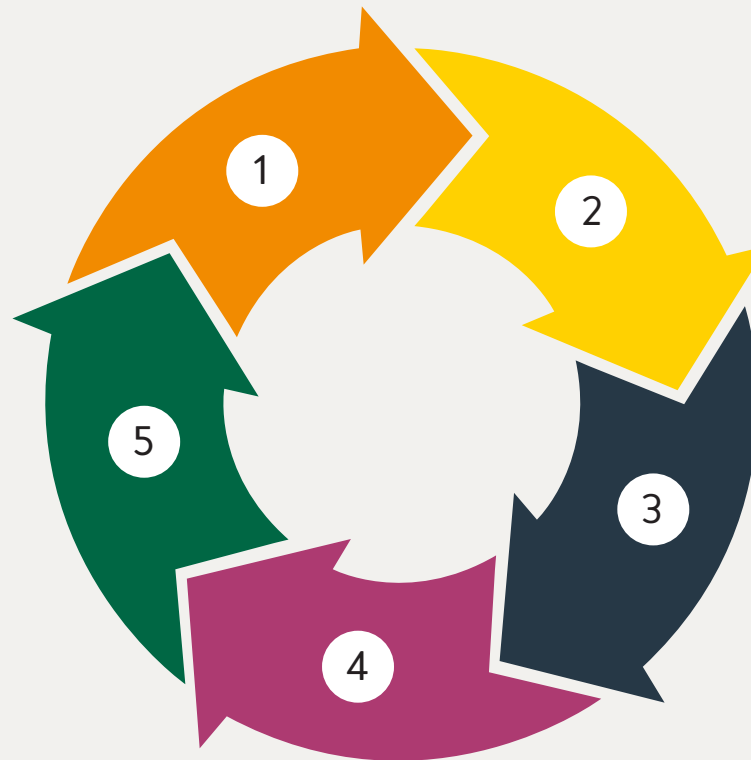
It is often an emotional time for the client so create a positive environment for them to accept their circumstances and move forward.

2. Offer the Alternative:

Educate the customer; introduce the specialist lender and the reason why their situation is suited to what the lender can offer.

3. Offer the Repayment:

Speak in terms the client will understand. Calculate the repayment and frequency that coincides with the customers pay cycle.



4. Long Term Objectives:

Explain how the specialist solution fits with the customers long term objectives. This solution may be a stepping stone to reach their end goal.

5. Proceed to Application:

Submit the application! Any extra requirements may include detail around the customers situation and the reasons for their application to a specialist lender, don't forget these in your notes.

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