

WHAT'S NEW AT ADVANTEDGE

Subject to change – please call your BDM to discuss or refer to [Advantage.com.au](https://www.advantage.com.au) or your Aggregator software

FOR BROKER USE ONLY



Policy Niches

Why choose ADVANTEDGE

Cash out

Unlimited cash out to 80% LVR with acceptable declared purpose.

No minimum employment length

Probation accepted for full-time and part-time employment (including in LMI territory).

Employee allowances

If evidenced as recurring and consistent can be included at 100% (*allowances do not vary by more than 20%).

Essential services allowances

100% of all income acceptable with 6 months' income verification for the following occupations: Ambulance Officer, Firefighter, Nurse/Midwife, Paramedic, Police, Protective Service Officer, Border Security and Medical and Eligible Health Professionals. (*A full list of acceptable occupations can be found in our credit guidelines manual.)

Commission/overtime

Verified over 6 months – shaded by 20%.

Director's PAYG income only

With 2 years' personal returns and NOAs, average of the wages received used for servicing (company details excluded for servicing).

Trading entities

One year of accountant-prepared annual financial statements, plus 1 year of either management- or accountant-prepared annual financial statements.

Non-trading entities/sole traders/individuals trading as a partnership

The last 2 years' taxation returns including ATO Assessment notice/Company Tax Portal for most recent income tax return applicable for:

(individual [i.e., sole trader/proprietor] – partnership – trust – company).

OR

The last 2 years' accountant-prepared financial statements (balance sheet & profit and loss) OR management statements can be used to verify income.

Self-employed

Average of 2 most recent years financials – 2020 and 2021 financials can be used up to 31/3/23.

The most recent year's financial information can be used in isolation with justification of a change within the business that reflects a sustainable increase in future performance.. This change must be documented in broker notes, and evidenced within the financials. Two years of financial evidence must provide to support the use of one year in isolation for servicing.

Parental leave

Use the return-to-work base income for servicing if the client is full time or part time and has worked for the employer for 12 months or more – servicing shortfall while on leave must be covered.

Rural lifestyle security

Can be considered as acceptable residential security. If less than 100 hectares (240 acres) in size (max 50 hectares where LMI applies), other criteria apply. See the credit guidelines manual, available in your CRM.

Fees and charges

- Application fee: **\$395**
- No ongoing fees for the life of the loan
- No redraw fees
- No construction or progress payment
- Rate lock fee: Flat fee per application **\$395**

Tools & Services

Making it easier than ever before

Dedicated Scenario Team

Run credit scenarios past our team and obtain a reference number for any exception provided prior to submission. Available on email at st@advantagedge.com.au

Dedicated Support Team

Road-based Business Development Managers & Australian-based Customer Care contact centre.

DocuSign

Sign the upfront application forms and loan documents digitally via AOL/LoanApp DocuSign.

Valuations

Free upfront valuations via www.advantagedge.com.au/order-a-valuation

SLA updates

Consistently fast turnaround times, current SLAs available at www.advantagedge.com.au/servicelevels

Experienced Credit Assessors

Talk directly to the Credit Assessor assessing your application.

Digital Variations Hub

For non-credit critical variations use our Digital Variations Hub, available at www.advantagedge.com.au/variations

Preferred Lender Access

Follow the status of new loan applications live and access all your existing customers loans through www.advantagedge.com.au

MSA Loantrak

Follow the status of loan applications awaiting settlement through MSA's Loantrak service, available at www.loantrak.com.au

Digital welcome packs

Welcome packs delivered digitally within 24 hours post-settlement. Check out our MyVideo demos at www.advantagedge.com.au/my-video-demos

Submission Tips

Speed up your time to YES

Submission checklist

Follow the application checklist, available in your CRM and at www.advantagedge.com.au

Utilise tools available

Order valuation upfront, check post code restrictions on post code look-up tool & wait to submit until you have all required documentation.

BUILT FOR SIMPLICITY. BUILT FOR BETTER.