

**Drivers Licence:** 

No:

State:

# **Client Needs Analysis**

Exp. Date:

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e. info@acelending.com.au

Credit Representative Number 398978 (of BLSSA Pty Ltd Australian Credit Licence No 391237)

Please fill this form out and return to me before our appointment. This will help speed up the whole process and we can spend our time together focusing on your requirements. If you are unsure of anything, just leave it blank.

You can type your answers in and email, or just print, write your information in and send back.

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LOAN DETAILS										
Date: Loan	Amount Sou	ght: \$			Purchase	Price/Proper	ty Value:	\$		
What are the main reasons for	What are the main reasons for seeking credit (how will the funds be used) or the reasons for a review of an existing credit contract?									
If purchasing property, how lo	ng are you lo	oking to r	etain the	proper	ty for?	<2yrs	2-5yrs	5-10y	rs	>10yrs
If refinancing or consolidating resulting benefit to you.	If refinancing or consolidating debts, please provide details of the debts that are being refinanced or consolidated and the									
		APPL	ICANT 1				APPI	LICANT 2	}	
PERSONAL DETAILS										
Title:	Mr	Mrs	Miss	Ms	$\mathbf{Dr}$	Mr	Mrs	Miss	Ms	$\mathbf{Dr}$
First and middle names:										
Surname:										
Phone:	Home:		Mobile:			Home:		Mobile:		
	Work:		Fax:			Work:		Fax:		
Email:										
Marital Status:	Married	d De	Facto			Marri	ed D	e Facto		
	Single	Se	parated			Single	Se	eparated		
Residential Status:	Aust. C	Citizen	Tem	p. Resi	dent	Aust.	Citizen	Tem	ip. Res	ident
	Perm.	Resident	Visi	-		Perm. Resident Visitor				
Date of Birth (DOB):										
DOB of Dependent Children:										

CURRENT ADDRESS					
Address:					
Time at address:	Years Mon	ths	Years	Months	
Status:	Owner Owner with Mort	gage Renting	Owner Owner w	ith Mortgage	Renting
	Living with Parents Boa	rding	Living with Parent	ts Boarding	_
Weekly rent (if applicable)	\$		\$		
Previous Address:					
(if less than 2yrs)					
Time at previous address:	Years Mon	:hs	Years	Months	

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EMPLOYMENT DETAILS						
Employers name in full:						
Time with employer:	Years	Months		Years	Months	
Status:	Full time	Permanent	Part time	Full time	Permanent	Part time
	Casual	Self-employed		Casual	Self-employed	
Occupation/Job Title:						
Employer Address:						
Contact for verifying	Name:			Name:		
employment:	Phone:			Phone:		
Gross Annual Salary:	\$			\$		
Net Annual Salary:	\$			\$		
Gross Overtime/Penalties:	\$			\$		
Other Annual Gross Income:	\$			\$		
(pensions, FTB, etc)						
Previous Employer:						
Previous Employer Address:						
Time with previous employer:	Years	Months		Years	Months	

ASSETS			
PROPERTIES OWNED			
	Owner Occupied	Investment 1	Investment 2
Address:			
Value:	\$	\$	\$
In the name of:	Applicant 1 Applicant 2	Applicant 1 Applicant 2	Applicant 1 Applicant 2
Rental Income:		\$	\$
BANK ACCOUNTS			
Financial Institution:			
Account Number:			
In the name of:	Applicant 1 Applicant 2	Applicant 1 Applicant 2	Applicant 1 Applicant 2
Balance:	\$	\$	\$
MOTOR VEHICLES			
Make and Model:			
Year:			
In the name of:	Applicant 1 Applicant 2	Applicant 1 Applicant 2	Applicant 1 Applicant 2
Value:	\$	\$	\$
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OTHER ASSETS	T		
Home Contents Value:	\$		٦
Superannuation:	\$	\$	
Other (shares, etc):	\$	\$	\$
LIABILITIES			
MORTGAGES			
	Owner Occupied	Investment 1	Investment 2
Financial Institution:	·		
Original loan amount:	\$	\$	\$
Account Number:			
In the name of:	Applicant 1 Applicant 2	Applicant 1 Applicant 2	Applicant 1 Applicant 2
Amount owing:	\$	\$	\$
Monthly repayments:	\$	\$	\$
OTHER LOANS			
Financial Institution:			
Loan Type:			
Original loan amount:	\$	\$	\$
Account Number:			
In the name of:	Applicant 1 Applicant 2	Applicant 1 Applicant 2	Applicant 1 Applicant 2
Amount owing:	\$	\$	\$
Monthly repayments:	\$	\$	\$
Is loan being paid out:	Yes No	Yes No	Yes No
CREDIT CARDS			
Financial Institution:			
Credit limit:	\$	\$	\$
Amount owing:	\$	\$	\$
Type of card:	Visa Mastercard Amex	Visa Mastercard Amex	Visa Mastercard Amex
MONTHLY REPAYME			
Rent:	\$	Continue after settlement?	Yes No
Home loan:	\$	Continue after settlement?	Yes No
Investment loan:	\$	Continue after settlement?	Yes No
Credit/Store Cards:	\$	Continue after settlement?	Yes No
Personal/Car loan:	\$	Continue after settlement?	Yes No
Other loans:	\$	Continue after settlement?	Yes No
MONTHLY EXPENSES		nı .·	
Food/Housekeeping:	\$	Education:	\$
Insurances: (car, home, lif	·	Dependents Support: (childcare, main	
Utilities: (gas, phone, rates		Entertainment:	\$
Transport:	\$	Other:	\$

ADDITIONAL INFORMATION		
Have you had any difficulties in meeting your financial commitments in the past 2 years?	Yes	No
If yes, please provide details:		
Have you missed any loan or credit card payments in the past 6 months?	Yes	No

Have you received advice from an accountant, solicitor or financial planner regarding your requirements or		
financial objectives?	Yes	No
If yes, please provide details:		

Do you have any insurance to protect your lifestyle (life, total permanent disablement, income protection etc)?	Yes	No
How would your lifestyle needs be maintained if you and/or your partner were:		
a) Temporarily unable to earn an income (eg. through sickness/illness)?		
b) Permanently unable to earn income (eg. through death/permanent disability)?		
Would you like someone to contact you regarding life insurance?	Yes	No
Do you have home and contents insurance?	Yes	No
Would you like someone to contact you regarding home and contents insurance?	Yes	No
Do you anticipate any material changes to your financial situation in the next 6 months (eg. change in	Yes	No
employment, income, etc)?		

## ADDITIONAL INFORMATION/COMMENTS

#### YOUR PREFERRED LOAN OPTIONS

## YOUR PREFERRED INTEREST RATE TYPE (please select one)

 $\label{lem:variable} \ Rate-it\ is\ important\ to\ have\ an\ interest\ rate\ that\ fluctuates\ over\ the\ term\ of\ the\ loan\ in\ line\ with\ market\ interest\ rate\ changes.$ 

 $Fixed\ Rate-it\ is\ important\ to\ have\ certainty\ about\ the\ interest\ rate\ and/or\ repayment\ for\ a\ fixed\ term.$ 

Fixed &Variable Rate - it is important to have a combination of fixed and variable interest rates.

If yes, what are the reasons for the changes and what is the expected impact?

No Preferred Interest Rate Type.

# YOUR PREFERRED REPAYMENT TYPE (please select one)

Principal & Interest – it is important to have repayments that include both the principal amount borrowed and the interest payable, so that the loan is repaid in full by the end of the loan's term

Interest Only – it is important to make interest only repayments for a specified term

Interest Only in Advance - it is important to have the ability to make an advanced or lump sum interest only repayment

No Preferred Repayment Type

YOUR PREFERRED LOAN FEATURES			
Payoff quickly / additional payments			
It is important that the loan is paid off quickly and that additional payments are allowed without	Yes	No	Not Essential
penalty.			
Split Account		•	
It is important to have more than one loan sub account/s, or a spate account for savings/investment funds,	Yes	No	Not Essential
for tax, accounting or personal expense purposes.			
Re-draw	Yes	No	Not Essential
It is important to have access to addition repayment funds should it be required.			- 1 0 0 0 0 0 - 0 - 0 - 0 - 0 -
100% Offset	<b>T</b> 7	<b>7</b> . T	M . D 1
It is important to have a separate savings account linked to the loan that offsets the savings balance	Yes	No	Not Essential
against the loan balance.			
Line of Credit	<b>3</b> 7	TAT.	N . E .: 1
It is important to have a revolving facility that allows you to draw to a limit via EFTPOS, ATM, Internet	Yes	No	Not Essential
or Cheque.			
Top Up	Yes	No	Not Essential
It is important to have access to additional funds for future use subject to sufficient equity.			
Product Flexibility	Yes	No	Not Essential
It is important to have the ability to switch between a lender's mortgage products.			
Portability	Yes	No	Not Essential
It is important to have the option to transfer the loan to an alternative property to save money and time.			
Other Features Sought:	Yes		Not Essential