Webinar: MA Money More - The $15 million conversation

https://www.mamoney.com.au/brokers/news-updates/webinar-ma-money-more-the-15-million-conversation/

Webinar introduction and overview

Sarin:
Awesome. Okay, so good afternoon or good morning wherever you may be in Australia, and thank you so much for joining myself and the beautiful Kylie today. For those that don't know me, my name's Sarin. I am one of the New South Wales BDMs, and today here with me is Kylie, who joins me from South Australia, and she's also one of the BDMs in South Australia too. So welcome, Kylie.

Kylie:
Thank you.

Sarin:
So good to have you. And we're really excited today to present to you the MA Money More conversation and webinar and to discuss a few different niches in this space, how MA Money can help some of your customers, and also give you an overview about MA Money as well in the beginning before we get into.

Kylie:
Yep.

Sarin:
So if you have any questions, just a few housekeeping rules. If you have any questions, please make sure you enter them into the chat group. We do have some of our wonderful team looking after that chat group, and we will have opportunities for questions at the end of the presentation as well.

For those that are looking for the CPD points, we will send them out in an email tomorrow to everybody who will be attending, and we'll also include a recording of the presentation as well. So then you can claim the CPD points, and also if you wanted to have a listen to the presentation again, you could.

Kylie:
Absolutely. Cool. We're really excited about talking about this today because it's something that a lot of people don't actually know we offer. So you might be learning something new today.

About MA Money

Sarin:
Awesome. Okay, so I'll start this off, and I'll just move this there. Okay, so first we're going to talk a little bit about us and who we are.

So at MA Money, we're one of Australia's fastest growing non-bank lenders, and we're super proud of that as well. We have over $7 billion of loans under management, and we're offering a wide variety of loan options to meet different client customer needs.

So we are part of the MA Financial Group, an ASX listed, 300 listed, who is a diversified financial services firm with over $15 billion in assets and growing. They have a strong strategic focus on credit and lending.

And what we're known for, so MA Money is known for responsive service, streamlined processes, giving you brokers the flexibility and support that you need to deliver to your clients.

Credit process and policy niches

Sarin:

Awesome. So some information about our credit process and how we do things here at MA Money. So as you can see on the screen, we've got some tiles there. The first tile, top left-hand corner, our credit process includes a 48-hour SLA to conditional approval, and that's 48 hours on all of our products that we have which is absolutely fantastic. Which also includes the MA Money More products as well.

We also are known for our Alt Doc policy or Low Doc policy, which includes one form of verification for the income. We have an experienced team here at MA Money as well, who is also backed by a scenario specialist with non-bank credit knowledge as well. So for those that are seeking some exceptions or some clarifications on how to structure a specific deal, we've got amazing BDMs in our team that could help you along with someone there that could also assist further.

We are also known for our unlimited cash out up to the maximum LVR available. Now, just a quick tip for those that are looking for cash out, please make sure you include broker notes in your submission, which actually give us an indication of what the actual cash out is for.

We have a streamlined process in terms of our submission via apply online for residential and commercial applications. And my absolute favourite, we do not do any credit scoring. We do not have comprehensive credit reporting or DTI requirements for assessments either.

Kylie:
I think that's one of my favourites as well.

Sarin:
Yeah.

Customers MA Money can help

Kylie:

Okay, so what sort of customers do we help at MA Money? Well, there's really not a lot that we can't help, but we're known for helping the self-employed, making it simple for those self-employed clients, either via Full Doc or Alt Doc. Noting that Full Doc we only ever need one year's tax returns.

We use residential or commercial security. We can do cash out purposes including business use. So if you have clients who want to do some cash out for business use, we will be able to help them out, no problems.

We also help those clients that may have some credit impairments. They may have had defaults on their credit report. They may have gone under a small business restructure, or they may have been a discharged bankrupt. We can help all of those people. With the discharged bankrupt, they only need to be discharged for one day, and we're more than happy to help them out.

Also, your typical PAYG customers with short-term employment, or they have extra money through bonuses and commissions, so we don't shade that income, which is pretty exciting. And that can make a really big difference for your clients with borrowing capacity.

We also do commercial and Self-managed Super Fund commercial, which is exciting. We love multiple dwellings on one title as well. So reach out to your BDM if you have any of those sorts of scenarios.

We have lots of different borrower types, so we will accept individual company and also with that company and trust lending, it could be trading or non-trading. So a lot of places have pulled out of that space.

Sarin:
Absolutely. Yeah.

Kylie:
But we are more than happy to continue to lend in that space.

MA Money product range

Sarin:
All right. Awesome. Thank you. So looking at some of the products that we have in the market at MA Money, we'll start with the top, and we've got some Residential Loans. We don't have any investor loadings for over $2.5 million loan amounts. We accept 90% LVR for Full Doc applications with a max loan amount of about a mil, and for Alt Doc or Low Doc applications, we accept a maximum LVR of 85% with a max loan amount of 1.5.

Moving to the right of the screen at the top, we've got Vacant Land. Vacant Land is a no callback product with us. A maximum loan amount is five mil, which we'll talk about a little bit later on. We do allow for cash out for Vacant Land as well, and it must solely be used for its own sole security purpose of vacant land. So we cannot do any construction on this as we don't have a construction product.

Moving to the right of the screen, Bridging Loans. We do also accommodate for those customers that are looking to buy and sell, and are in that period of bridging. We allow up to five mil as a 80% LVR peak debt. We do have end debt flexibility, which means that we can accept a no end debt scenario as well, and we allow for six to 12 month terms in terms of what we can assist the customer with. No callback on this product either, and we capitalise the interest here as well. Thank you.

Kylie:
Thank you. Something I'm really excited about here at MA Money is the Expat and Non-Resident Lending. I get some scenarios about this type of lending, and one of the questions I often get asked is, "How much do you shade the income by?" Well, guess what? We don't. We don't shade the income.

So for Expat, non-resident, we will use 100% of their income. We will accept self-employed on a Full Doc basis, which is something not a lot of other places do. So, or PAYG, and we can also do cash out.

I had a situation, a scenario probably about two weeks ago, where the client actually lived here in Australia, but they were self-employed in Canada, so their tax returns were in-

Sarin:
Canadian, yeah.

Kylie:
Yeah, Canadian dollars. So we just used 100% of that, got it through, no problems. It was super easy.

Sarin:
Yeah.

Kylie:
The next product I want to talk about is our Self-managed Super Fund. It's a really growing section of the market.

Sarin:
It definitely is.

Kylie:
It is, yeah. And our Self-managed Super Fund is quite unique compared to some of the other places that offer a Self-managed Super Fund Loan. We take a really simplified approach as to how we look at potential contributions. So speak to your BDM about that because it may be a solution for your clients where they may not fit other places. We have no liquidity or no net asset testing. As I said before, we can use those additional future contributions accepted, and we will accept corporate or individual trustees. Now, not many places offer those individual trustees.

Sarin:
Yeah.

Kylie:
Normally, typically now, new Self-managed Super Funds, they all are corporate trustees. they don't want to refinance because they're going to have to change their structure. But if they refinance to us, they don't. So that's a real positive.

We've also got our fantastic commercial loan. So we will consider loans up to $8 million for a Prime Full Doc at 65% LVR. Typically on most products we'll go to 80%, maximum $2.5 million. We look at light industrial retail office, and we also do Vacant Land Commercial as well, which I know.

Sarin:
Yes.

Kylie:
A lot of places don't do that.

Sarin:
Yeah.

Kylie:
Again, with our commercial product, there's no callback. We have Full Doc options, Alt Doc options. We have a Light Doc option, which is really popular, and also a Lease Doc option.

Larger loan options

Sarin:
Awesome. So moving on to our larger loans and what they actually look like. So as you can see on the screen, we do have a larger loan limit and size as well. So if we are looking at $2.5 mil to $5mil, we're looking at a Prime product here. We don't have any additional loadings, and we do allow for up to 75% LVR.

We are looking at Residential and Expat Loans in this situation, and we do have options of Full Doc and Low Doc or Alt Doc opportunities in this space. we do offer an offset facility for the customers as well. And just a reminder for those that do wish to have an offset, it is $10 per month, which is pretty reasonable in my opinion.

Kylie:
Absolutely.

Sarin:
If you do have any questions whatsoever in regards to these particular products or pricing, reach out to your local BDM and they could guide you through. But essentially, everything we spoke about so far relates to this type of product as well. So for those that looking between $2.5 mil and $5 mil, just to reiterate the loan amounts.

Introducing MA Money More

Kylie:
Okay. So now we're going to talk about MA Money More, which is what you're all here for. So this has been built for larger loan requirements and high-value lending opportunities. So we can consider Residential Loans up to $15 million, and again, as Sarin said, it has to be on Prime. We have flexible solutions for your self-employed clients and those clients that are currently Expats.

It's been designed for high net worth company and trust borrowers. We have a very practical approach to complex income and lending structures, and we really understand it. Our credit really understand those complex ones.

Sarin:
Yep. Absolutely.

Kylie:
And this product is backed by MA Financial.

MA Money More product features

Sarin:

Awesome. So just to give you guys a bit of more understanding in terms of what we are talking specifically about loan amounts and sizes and the heading that we have as MA Money More. So on the screen, as you can see, we have Residential, Vacant Land, and Expat products. What we've actually done here is we've increased the loan amount from $5 million to $15 million in the 65% LVR tier.

Now, as Kylie mentioned as well, this is funded by MA Financial Group, which we spoke about earlier as well, where we're part of and obviously can be found on the ASX listed 300. So in terms of the funding, it's secure, of course. We've got great backing here and an understanding of what the actual customer is after when they are approaching a lender like us.

So we're very flexible in terms of how we are assessing these customers as well, because nothing changes, nothing significantly different. The only difference we see here is the loan amounts and the LVR tiers. So as you can see in the residential space, 65% LVR is capped at $15 mil. 70% LVR, we're seeing at $10 mil, and 75% LVR we cap at $7.5 mil.

Now, just to give you a little bit more of an understanding, we're talking about a single application for a single security in this instance. However, it could also be multiple securities that can equate for a one application loan amount of $15 mil. So just to put it into context a little bit more, we can have an applicant that has a property in, say, the eastern suburbs of Sydney. They have a debt of $10 million, but they wish to cash out an extra five. So we're looking at a 50% LVR for a $15 million loan amount. We can refinance that and provide an extra $5 million cash out as well, which would provide a one security, 65% LVR, $15 mil loan amount.

So moving on to the right of the screen of Vacant Land. So Vacant Land traditionally was capped at $1.5 mil. However, with the backing of MA Financial Group, we are able to increase that amount to five mil. As you can see, as soon as we hit 75% LVR, we are limited to a $3 million loan amount. However, if you are looking for a higher loan amount of five mil, you would see on the screen it is capped up to 70% LVR.

And last but not least, with our Expat products, so for those customers that are Australian citizens living and working overseas, we are able to fund up to $5 million at 80% LVR as well, which is something very unique in the marketplace.

Kylie:
Absolutely. Yeah.

Sarin:
Absolutely. So as Kylie mentioned as well, there can be customers that are living in Australia, Australian citizens, however, may run a company overseas. And we see that a lot with, say, for example, US-based companies as well. So for those that are self-employed, the only thing to remember is we do need tax returns from that particular country that they are receiving income from.

Kylie:
Yeah.

Sarin:
So in that case, as Kylie's example, we ask for Canadian tax returns, and in my example, we would ask for the US tax returns as well. Now, it's not limited to self-employed. We also allow for customers that are PAYG. So for those customers, we would need payslips, and if they do receive commission and bonuses from their employers as well, we actually consider 100% of that income too. So we do have the benefit of the same policies with our Expat product as well.

Kylie:
And that can make a big difference. Just using 100% makes a massive difference to servicing.

Sarin:
Oh, absolutely. And with this economy and situation, with the budget and everything that goes with it-

Kylie:
Yeah.

Sarin:
Every dollar counts towards servicing as well.

MA Money More niches

Kylie:
Now, these niches that I'm about to speak about, this is for MA Money More in particular because I have a couple of niches that are a little bit different to the rest of our policy. So again, we've spoken about there's no large loan loading. We'll do cash out to the maximum LVR available to that product. We can accept those multiple properties on one title. It has to be category one only, so check your postcode. When you go to our website, it's one of the first things that comes up, or speak to your BDM, more than happy to help.

No clawbacks on Residential $5 mil to $15 mil and no clawbacks on Vacant Land. Unlimited debt consolidation, including business debt. So if you have a client who wants to do those larger loan sizes and they've got some business debts, we're happy to refinance them. But under our MA Money More product, we can't refinance ATO debt, so just keep that in mind.

No genuine savings required, so that's pretty exciting. And I don't know what's happening here, but we'll get through it.

Sarin:
That's okay. We'll get through.

Kylie:
As we've said, 100% of all income types accepted, including government income, overseas income.

The way we assess the loans, existing loans, makes a big difference to their borrowing capacity. So when you're doing our servicing calculator, just put the actual repayment, if they've got any existing loans, into that servicing calculator and everything else will happen in the background. We will use 90% of rental income. A lot of places cap out at 80%. So if you've got a client who has multiple investment properties, again, that's going to increase their borrowing capacity.

Company debts, debts in the name of the company, they're excluded from servicing, so we're not double-dipping on things. And we only need statements for debts that we are going to refinance. So don't give us statements for everything, only the ones that are being refinanced.

As Sarin said before, we can do up to four offset accounts, one per split. And also accountant's dec. Now, if you've ever seen our accountant's dec, it's one of the most user-friendly accountant's decs in the market, I think, by a country mile. We will accept an accountant's letter up to $15 million, which that is really unique in the market. And/or we can use six months BAS. We only need one form of income verification.

Tips for better lodgements

Sarin:
Awesome. So moving on to the next slide, we do have some tips for lodgments. So when you are looking at lodging one of these deals through, we do have some helpful tips and guides that will assist you as well as assist the assessor when they are assessing the file. And of course, provide the customer with a very good experience.

Now, we don't ask for a lot, and I'll go through our checklist as well in the next slide too. But essentially, what we are wanting to see is a bit of information about the customer's source of wealth and their income.

Now, if you had listened to one of our webinars previously with my colleague David, we did talk about broker notes, and I am truly a believer that the broken notes that you provide are a piece of gold, I would say, in the space of assessment. And the reason why I say this is because you can include information about, as mentioned on the screen, what type of income we are using, where the income is coming from. If there's any previous history or issues with the customer's credit file, you can address that in your broken notes as well.

In terms of the scenario itself, it's always good to have some information about what the customer is trying to achieve. So in your broken notes, if you can address, for example, the customers are refinancing this particular loan, they are seeking a $5 million cash out to purchase an unencumbered investment property, or give us information about what they actually are using the cash out purpose for, what type of business they're in, and any relevant information based on the actual deal itself.

Now, it's another point to definitely mention is that for these types of loans, of course, they are high net worth customers that you're dealing with, and we understand that as well. So as much information as you have about the customer and discussing the scenario upfront with your local BDM is probably a key factor in a successful application as well. And the reason why we say this is because we see a lot of things that come out to us in forms of scenarios, in forms of credit appetite, what the credit assessors are looking for in a particular deal. And we just want to ensure and help you have all the tools that you need to make a successful application as well.

So as Kylie mentioned as well, we only want to see the relevant documentation for the particular scenario and submission as well. So in some cases, providing additional documents, I would probably say, is sometimes too much.

Kylie:
Yeah, absolutely. Because sometimes we can't unsee what we've seen already.

Sarin:
So in terms of the scenario itself, make sure you have a discussion with one of our BDMs. If there is further assistance required, as mentioned as well, we are backed by a scenario specialist, so we can run these things through with the team as well, and we can make sure that you have a successful application where you're of course happy with the outcome, but the customer is even further happier with us.

Kylie:
Absolutely. It's really important, especially when you're speaking about those clients with the high net worth. You just want it just to go through simple and easy. So if you do that work in the background before it even gets lodged, it's just going to go through much easier.

Sarin:
Absolutely. Awesome.

Application submission checklist

Sarin:

So having a look at our submission checklist. Now, it may seem a lot to you on the screen at the moment. However, it is headed to the relevant type of product as well. So for all applications, of course, as you can see, we'll need an application form, which is in the form of apply online. Broker notes, my second favourite point. Making sure you do have those broker notes listed in your submission as well is very important.

Of course, verification of identity. If it is a trust applicant, make sure you have a copy of the deed, and of course, a copy of your servicing calculator as well. Now, as you can see, income evidence is broken down to the type of applicant that you're seeing and assisting with.

But in terms of the types of documents we require, as you can see on the screen, for self-employed, it's one year tax returns in isolation. If we are looking at Alt Doc options, we just need one form of verification, including a self-declaration from the customer as well.

And as you can see on the right-hand side of the screen, for any additional income, you've got your rental income there. If it's a purchase, of course you need a contract of sale, evidence of funds to complete, and for any refinances or debt consolidations, as you can see, we need six months' mortgage statements or three months for unsecured debts. If we are consolidating them as well.

So what I would suggest as well is having a brief read-through of what the actual documents we are requesting specifically, and if you can provide this all upfront, you would have a seamless process and two business-day SLA for assessment. So the key thing to watch out for here is the relevant documentations you need for an application, and this goes for any application that you submit with us as well. Specifically for the MA Money More applications, if we simply follow the checklist for those types of requirements that are needed, we'll have a seamless and easy application.

Kylie:
Excellent.

Application and credit process

Kylie:

Okay. So our process, very simple, everything is electronic. So it's a digital submission, goes to our pre-check team. Now, if your application is lodged with us, and let's just say they're PAYG, and we've asked for two payslips, and you've only given us one, it's not going to leave that pre-check team.

It's really important, like Sarin said, that you've got everything that you need by using that checklist. And that's where a lot of people will get upset because they've lodged it and it hasn't moved, and that's the reason why. But if you're good and you, say, put the two payslips and everything else we need, it moves very quickly through to credit, and then we get a true conditional approval. Sometimes even a formal if they've got everything there, including a valuation.

Sarin:
Yes.

Kylie:
But the timeframe from start to a conditional approval is typically 48 hours. We can move a little bit either way depending on volumes at the time. But yeah, it's typically that 48-hour period. Once we've got everything from the conditional approval, it goes to our formal credit, and then we get formal approval. So that was 24 to 48 hours as well.

Keeping in mind, everything is electronic, so digital ID, online valuations, digital loan documents. We want to make it as simple and as streamlined as we possibly can. So you guys, as brokers, have direct access to decision-makers and at all stages, so also through credit and to formal. So we want to make it, like we said, a really enjoyable process for everybody.

Sarin:
Absolutely.

Scenario 1: Debt consolidation and cashout

Kylie:

So we've got some real scenarios here. So Sarin, you going to take the first one?

Sarin:
Yeah, absolutely. So looking at some of the scenarios that we have, so this particular one was in regards to debt consolidation and cash out. And we're talking here about, again, high-net-worth customers, looking at those high-end securities.

So with this particular borrower's situation, we had a high-net-worth business owner with a Palm Beach property valued at about $12 million in New South Wales. They were actually seeking a $6 million loan amount to consolidate a $450,000 business debt and also cash out to purchase an unencumbered investment property.

Now, we were able to provide a solution, of course. We approved a loan of six mil at 50% LVR. We did that with an Alt Doc or a Low Doc using an accountant's letter. And we actually considered the customer's whole asset position and business interests as well. So they wanted to, obviously, keep this security long-term. They also had a few other assets as forms of investment properties, commercial properties, et cetera.

So we really understood what the customer's background was, and that was all through the information that the broker had provided us through the broker notes. Which again, I mentioned, but is very important to understand

that. In terms of how we supported the debt consolidation, obviously, we were consolidating a business debt, so we did ask for statements to make sure that the repayment history was good, and it was.

And we were able to provide that equity release to the customer for the purchase of the investment property. So looking at a simple solution, not a lot of documents, a few statements here and there, and we were able to provide a wonderful opportunity for a customer.

Scenario 2: Vacant land purchase

Kylie:

The next one, we have vacant land purchase. Some are familiar with this one. Andrey from South Australia had one very similar. So what we had in this scenario was an experienced property investor seeking to acquire 10 acres of vacant land.

Now, firstly, in a lot of other places, soon as you're talking 10 acres in vacant land.

We will consider that. Yep. So it has to be a category one location. The land value of $3.2 million with a strong long- term growth potential. The client wanted to hold the land as a strategic land banking opportunity. And now, as soon as a lot of other places you talk about land banking.

Sarin:
They don't want to do it.

Kylie:
They don't want to do it. No. Yep. We will do that sort of stuff.

The most important thing about this scenario is there was no DA in place at the time of the application. That's something you really need to ask your client straight up. So if there's a DA on it, then unfortunately we're not going to be able to help. But if they're buying this parcel of land to be doing something down the track, that's absolutely fine as long as there's no DA on it when we do the loan application.

So what we did for these clients, we approved a $1.92 million loan at a 60% LVR. We did it with an Alt Doc accountant's letter. Like I said, if you haven't seen our accountant's letter, I urge you to have a look at it because it really is market-leading. We supported the acquisition based on the quality of the asset, the location of the asset, it was a category one location, and the investor's long-term strategy through MA Money More Vacant Land offerings.

So it was a really good solution, and I know the broker went to several places to try and get this through before they came to us. So it was a fantastic outcome.

Sarin:
Fantastic outcome.

Scenario 3: Trust borrowers

Sarin:

Awesome. And last but not least, our last scenario. So this particular scenario was a successful dentist. They were wanting to purchase a prestigious property in Mermaid Beach on the Gold Coast. They wanted to structure the deal in a way where the borrower was a company, and it was a trust structure.

So as you can see on the screen, it was obviously Gold Coast being a hot location.

Kylie:
Very hot at the moment.

Sarin:
Yeah, especially with Mermaid Beach, there are some obviously prestigious securities there as well. So, the property was valued at about $10 million. They required a lending solution that could accommodate both a larger loan requirement, but also a non-individual borrowing structure.

So, obviously, we can do trust and company borrowers in this particular space as well. There's no additional loadings for company or trust borrowers, which is amazing. So the solution that we were able to provide was a 75% LVR for a $7.5 million loan amount. We secured this through an Alt Doc, again, with an accountant's letter.

And just to give you guys a little bit of an understanding, when we are verifying the accountant's letter, we actually do make a phone call to the accountant. We simply ask the questions exactly what the letter actually stipulates. Occasionally, there would be a question on, say, for example, what type of industry is the customer in, and that's probably because of the lack of information in broker notes about the company and what they actually do.

So again, to refer back, my favourite, make sure you input some information about the business. For example, with this particular dentist, how many locations do they have, or for example, do they have a full team of 10 members, or is it a one-man band?

Kylie:
Band. Yeah.

Sarin:
So a lot of the stuff that we see through, of course, we need to make sure it kind of passes the pub test, too.

Kylie:
Pub test.

Sarin:
Yeah. So making sure it makes sense. So give us as much information as you can. So when we were assessing the full picture, obviously with the submission and the details that were provided, we were able to, again, support the structure that the customer was looking for, and we were comfortable to provide, obviously, the $7.5 mil at 75% LVR.

And obviously, it did meet the client's wealth strategy and ownership strategy with no additional loadings for company and trust borrowers, which is absolutely fantastic.

Just a reminder as well, there is offset available for this customer, too, in this space. So not a lot of lenders in this market will offer offset accounts with such high loan amounts either, especially with an Alt Doc-

Kylie:
Yeah, I know.

Sarin:
With an accountant's letter. So it's amazing obviously for the outcome that we were able to provide this particular customer with, but also to reiterate the niches that we have at MA Money that can support these types of customers, too.

Kylie:
Yeah, absolutely. It's very unique what we're able to offer, so yeah, super excited about it.

Meet the BDM team

Kylie:
All right. Have a look at this. Massive team, and we're growing.

Sarin:
It's huge. It's absolutely huge.

Kylie:
So you have all of these people here that can help you. If you don't know who your BDM is, that's fine. Just ring one of them, and they'll work it out for you. We all work as a great team here.

Sarin:
Absolutely.

Kylie:
We're very supportive of each other, so that's our team. Have we got everybody on there?

Sarin:
I think we do, yes.

Kylie:
We definitely have everyone on there. We are a fast-growing team, which is absolutely amazing to see. The more we have on ground, the more support we have for our brokers as well. So it just means that we are out here for our brokers, not against them.

Sarin:
No. We're definitely for them.

Kylie:
So if you do have any questions whatsoever, please don't hesitate to reach out to your local BDM. They see a lot of stuff that comes through, and we see conversations with scenarios, with credit. We share a lot of stories with

each other as well, success stories, things that are seeing in the market as well. So if you are ever unsure about placing a deal, please give us a call. We can help and direct you to the right direction and the right outcome as well. And if it's not a deal for us, we'll be upfront early.

Sarin:
Oh, absolutely. A quick no.

It's a good no. Nobody wants to be wasting time. And that's the advantage of having such experienced BDMs because they know what is a good deal and what is not, or something credit are going to accept or something that's just going to be unknown for us. I'd rather tell them straight out, "No, this is not going to work.".

Kylie:
Absolutely.

Sarin:
All right. Awesome.

Wrap-up

Sarin:

So this comes to the end of our presentation. We do have some questions that have come through as well, so we'll run through them. But for those that are wanting to download a latest copy of our product guide, you can see our QR code up on the screen. And for those that are not accredited, please be accredited.

Kylie:
Yeah. This is your opportunity.

Sarin:
You can see the QR code on the top right-hand corner for accreditation as well. As we mentioned, reach out if you do have any questions, and we'll be able to assist. Now, I'll read through some of the questions.

Kylie:
ust before you do that. With our become accredited, it literally takes two minutes to fill out our accreditation form, and it covers you for all of our products, including Self-managed Super Fund, Commercial, the MA Money More product. So it has to be hands down the simplest accreditation in the market. So don't think it's going to be too bad. It's really quick, so make sure you become accredited.

Sarin:
All right. Thanks, Kylie.

Q&A

Sarin:
Questions. Cool. So let's go into the questions. The first question we have If I have a dollar for every question that I get for this one. So do you do construction loans? Unfortunately, we don't. I'm so sorry. We do get asked quite often in regards to this, especially because we have a Vacant Land product. But unfortunately, we are not in the market for construction, simply just vacant land and holding land, as Kylie mentioned as well.

Sarin:
Second question, a really interesting one. Dubai has no tax, which is true. Can we take 100% untaxed in the servicing calculator? Now, this probably has a two-part answer. So first question that I have for this is, is the customer self-employed or are they PAYG? The second answer I have for that is if they are self-employed, yes, Dubai is a tax haven, therefore there is no tax returns. So unfortunately, for a self-employed customer that is receiving income from Dubai, we are unable to assist. However, if they are PAYG and they have payslips, we can consider 100% of their income in our servicing calculator.

Kylie:
Cool. Excellent.

Sarin:
And last but not least, we do have one here, a question here. Can brokers submit their own loans?

Kylie:
Absolutely, they can submit their own loans.

Sarin:
Absolutely, they can. In terms of the submission, there might be some issues with apply online just because you and the customer are one of the same person. So for ID purposes, you might have some issues there, but we always have a solution and a workaround for that. So please don't hesitate to reach out to us, and we can help you if you do have your own deal that you wanted to submit.

Any other closing remarks, Kylie?

Kylie:
No. Thank you all, and thank you to those that are accredited and have been supporting us to enable our team to grow so quickly. So we thank you very much for that. We really appreciate it. And thank you for joining us today.

Sarin:
Absolutely. Thank you so much, everyone. And just a reminder, we will be sending you an email with your CPD points, and of course, a copy of this presentation recording as well. Thank you again so

much for tuning in, and thank you, Kylie.

Kylie:
Thank you so much. It's been great. Have a great day, everybody. See you.

Sarin:
See you.