



## Macquarie Bank Mortgage Solutions

# Get more with Macquarie



Macquarie offers brokers a real alternative. We understand the importance of the role you play, that's why we support you with a premium service standard.

### Our business is built around your business

#### We offer you service you can count on

- In your business, timing is everything. We support you by providing quick, reliable turnaround times. We will also work closely with you on complicated deals that are harder to get across the line.

#### We have experienced BDMs who can help you

- We believe our sales team is unmatched in terms of their industry knowledge, experience and passion. Our team supports you during the application and settlement process but our service model doesn't end there.

#### We give you direct access to our credit team

- Every client and deal is different, that's why we do not credit score. Instead, we assess each deal on its individual merit. You can even speak directly to our credit team to discuss your client's situation.

### Our products are versatile, yet easy to understand

- Our products are easy to work with and can meet the needs of your clients – whether they're a first home buyer simply wanting to pay off a loan as quickly as possible or they have more complex needs. The range includes: Classic (a basic loan), Premium (an offset loan), and the awarding winning Line of Credit<sup>1</sup>.
- We also offer a simple and transparent commission structure.

#### Did you know we offer the following features?

- a competitive rate across our products
- global borrowing limits
- cash out to 80 per cent LVR for investment purposes
- waived application fees on Optimum packages
- one free annual variation on Optimum packages<sup>2</sup>.

To find out more, contact your Macquarie representative.

<sup>1</sup> The Adviser magazine, February 2011.

<sup>2</sup> One general consent fee associated with a variation waived per year based from the anniversary of settlement date. Statutory and third party costs may apply. Terms, conditions and limitations apply to the Optimum package. For more information, refer to the Macquarie Optimum Package Terms.

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