

March, 2017



Dave's News & Tips



Quick, Up To Date Finance Info To Save You Time, Money & Hassle

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Thank you so much for referring your friends to us last month. Appreciate the support and it was great meeting them.

We wanted to have some fun this month and thought, what can be better than St Patrick's Day.

We are slowly doing some work on the office. Have a beautiful painting from our friend, Elaine at Weller Art for the foyer and will soon have some blinds on the windows to cut out the sun (Been wanting to do this for a while, seize the day!!).

Credit Checks Are Changing

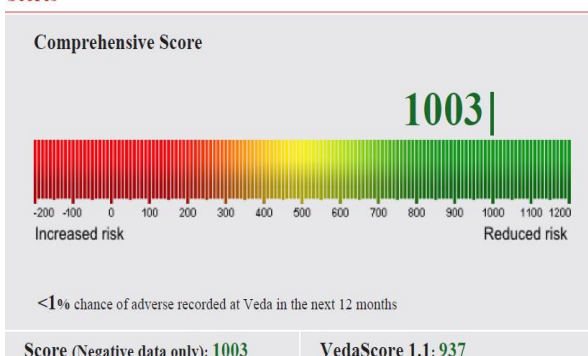
In March 2014, the government brought in changes to the way credit reports were gathered and reported. The main change was that lending institutions could now report more information into your credit report including good repayment history as well as poor repayment history. This is called Comprehensive Credit Reporting and your credit report could now contain much more information than was available in the past. Just lately, we have been seeing the effects of this change starting to come more noticeable. This information is now shared amongst all lending institutions and you'll need to be aware of the impact of this change.



So, what does your credit file now contain? (Thanks to www.creditsmart.org.au, with a lot of other useful information on this website)

1. Your name, any alias, previous name, date of birth, gender, current/possibly your last 2 known address, current and last known employer and drivers licence.
2. The type and amount of credit that you have applied for.
3. The dates of when you have opened your credit accounts.
4. The type of credit accounts you have opened.
5. The date a credit account was closed.
6. The credit limits available on each credit account. If you applied for a credit increase, this could also show.
7. Basic information about the credit repayment (term, interest only or principal and interest).
8. The name of your credit providers and if they hold a credit license.
9. Default information. A repayment of more than \$150 that is at least 60 days overdue.
10. Information that shows you have paid the default and the date you paid it.
11. Information that shows because of the default you have entered into a new arrangement with the credit provider.
12. **Information about whether repayments have been made on time. This is now a 2-year history that is kept. This information can only be provided to an Australian credit license holder or a mortgage insurance provider.**
13. Publicly available information about your history or activities in relation to consumer credit.
14. A credit adviser's opinion that you have fraudulently attempted to get credit or evaded your obligations to repay credit or you do not intend to comply with your repayment obligations. (After taking steps to contact you over 6 months and failing to do so)
15. Court judgements about credit provided to you (or that you applied for).
16. Information about bankruptcies, debt agreements or personal insolvency agreements.
17. It can also contain any commercial credit information, the type and the amount that you applied for.
18. You can also see which credit providers requested a copy of your credit report.

Scores



As you can see this is quite a list and much more information than was available before. There has also been a movement with the American credit reporting agencies coming in and buying the Australian credit reporting agencies and installing their very sophisticated computer algorithms. This is the new number systems/colour codes that you may see if you ask for a credit report.

These numbers/colours are an indicator and are the credit reporting agencies assessment on how good a risk you are to repay a loan i.e. a 300 score in the red area you are assessed at a high risk of not repaying the loan. There are however other factors at play as a part of this score.

I highlighted number 12 above as this is information about your credit history that doesn't show on your report. Be aware, the new bank you are applying for a new loan will have extra information that is not on your credit report and may reflect well or poorly on the outcome of your loan application. Previously these reports only contained non-repayments 60 days overdue or more. These reports can now contain non-repayments **15 days overdue or more**.

So, with the new credit reports, here are some hints and tips to improve your credit score:

Always pay at least your minimum repayments on the due date for all your loans/credit cards. If you can't make the payments, please contact your credit provider and keep them updated and make arrangements with them. They are not your enemy and working with them is better than avoiding a situation when your debts are out of control. Consider setting up direct debits and schedule your loan repayments for your payday.

Keep track of your credit commitments. Only apply for credit when you need it not when you are shopping around as doing this will make you look like you are in credit stress and reduce your score. Do your research on the internet beforehand and be aware that some phone calls may actually incur a credit check on your file even though you are only enquiring.

Good idea is to get a free copy of your credit report (google free credit report) and check the information that is held is actually correct. If it is not, you can apply to have this information changed. This can take 30 to 60 days to fix and if you applying for a loan, you don't have this time to fix any errors on your file.

If you move house/change phone number/change emails, please make sure that you update all the companies that you have a loan with. Lack of being able to contact is a major problem if the bank needs to contact you and can incur certain problems on your history if it continues.

There is a common trend to churn credit cards i.e. applying for credit cards to take advantage of the interest free periods and moving the debt from one credit card to another. This definitely causes your credit score to decline. Also, be aware that applying for pay day advances, fast money (funds available in a couple of hours) will have a major impact on your credit score as they indicate credit stress.

Theft Of Your Identity



You could have a perfect credit score and still find that you loan is declined. By having a good credit score you can be a target for scammers and hackers. This works by the identity thieves obtaining as much information as they can and applying for a loan in your name. They are very good at finding information and may go as far as going through your rubbish, tricking you into clicking on websites through fake emails and phoning you.

Be very suspicious about any calls, emails and lock your mail box, shred any old statements and safeguard you pin numbers and passwords, change them regularly and have a password that is hard to guess. The internet will give you a lot of information about what makes a hard password.

Quite often the only indication that your identity has been stolen is when an application appears on your credit file. Consider getting the credit reporting agency to keep you updated about any changes to your file. This is normally an annual fee.

I think the overall outcome of these changes is positive as the banks have a much better idea of how you have been running your finances. If you take reasonable precautions with your security, repay your loans on time and don't over enquire on loans that you don't need at this time, you should be fine.

St Patrick's Day

Easy Soda Bread

4 cups plain flour
4 tablespoons white sugar
1 teaspoon baking soda
1 tablespoon baking powder
½ teaspoon salt
½ cup margarine, softened
1 cup buttermilk
1 egg
3 tablespoons butter, melted
¼ cup extra buttermilk

Directions:

Preheat oven to 180 degrees C. Lightly grease a large baking tray.

In a large bowl, mix together flour, sugar, baking soda, baking powder, salt and margarine. Stir in 1 cup of buttermilk and egg.

Turn dough out onto a lightly floured surface and knead slightly. Form dough into a round and place on prepared baking sheet.

In a small bowl, combine melted butter with extra buttermilk.

Brush loaf with this mixture. Use a sharp knife to cut an 'X' into the top of the loaf.

Bake in preheated oven for 45 to 50 minutes, or until a skewer inserted into the centre of the loaf comes out clean. You may continue to brush the loaf with the butter mixture while it bakes.

Thanks to allrecipes.com.au, facebook and the internet.

Irish Blessing

May your pockets be heavy
and your heart be light.
May good luck pursue you
each day and night.



St Patrick's Day Competition



First Prize \$100 Coles/Myer Gift Card

Second and Third Prizes \$50 Coles/Myer Gift Cards

To enter the competition please email your favourite St Patrick's Joke to me on david@loanselect.com.au.

Competition ends 31/3/2017

Gift cards will be posted to the winners.

Just for Laughs

Patches O'hoolihan was selling his house and put the matter in an agent's hands. The agent wrote up a sales blurb for the house that made wonderful reading.

After Patches read it, he turns to the agent and asked, "Have I got all ye say there?"

The agent said, "Certainly ye have... Why d'ye ask?"

Replied Patches O'hoolihan, "Cancel the sale... 'tis too good to part with."



Client News

Welcome to our new and existing clients who we have recently helped arrange their home loans. Congratulations on your new homes and don't hesitate to call us in the future on any matter to do with your home loan....And a big thank you goes to Toni, Nicole and Jake and also Cameron for their kind words below.

"Dave once again your professional, friendly guidance was very much appreciated. You are like the icing on the cake when purchasing a property and the end result is wonderful. Step by step help throughout the entire process is such a relief. I know I can leave everything in your capable hands. Thank you, Toni, Nicole and Jake."

"If you are thinking of using a broker, I can guarantee you won't be disappointed with David and the team at Loan Select, they are very professional and have the expertise and experience that you can't find elsewhere." Cameron



Can I Ask A Favour

As we are a small family business, we thrive on our customers talking about us to their family, friends and workmates.

Please don't keep us a secret as we love what we do and would love to help more people into their homes and finding a home loan that suits your situation.

Also, if you could review our service on facebook and google (Loan Select Cairns), I would appreciate your help.

Thanks Elaine from Weller Art in Brisbane. We have had a hard decision, which painting to put out in the foyer and which painting to have as a prize for a competition which is coming up soon. Check out Elaine's website on www.wellerart.com.au for more paintings.



Yours Free

Complimentary Book Reveals Property Financing Secrets for All Home Buyers

To request a **FREE COPY** of our book 'APPROVED! Financing Your Property Dream', for yourself, or to give to family or friends, please call me or send me an email with your name and address.

We'll pay the postage, no cost to you.





WHAT CAN I AFFORD?

Free Home Loan Review



This review will be tailored to provide you with details on the area(s) of interest to you, please tick (✓) where appropriate.

- | | |
|---|---|
| <input type="checkbox"/> <u>I am a First Home Buyer</u> and I am interested in a new home loan. | <input type="checkbox"/> <u>I am interested in reducing my repayments</u> on my existing home loan. |
| <input type="checkbox"/> <u>I am Not a First Home Buyer</u> and I am interested in a new home loan. | <input type="checkbox"/> <u>I am interested in consolidating my home loan & other loans to reduce my repayments.</u> |
| <input type="checkbox"/> <u>I am interested in purchasing my NEXT home & looking to refinance my existing home loan.</u> | <input type="checkbox"/> <u>I am interested in an investment home loan & how I can purchase an investment property using my existing home.</u> |

Please complete the following (estimated amounts are sufficient). All information will be treated in the strictest of confidence.

Section 1: Property Details (For existing home owners.) Estimated Property Value: \$ _____			Section 3: Family Circumstances Number of Children: _____ Number of Vehicles: _____		
Section 2: Income Details Gross Monthly Wages \$ _____ Savings (For New Borrowers) \$ _____ Monthly Rental Income \$ _____ Number of Borrowers: \$ _____			Section 4: Home Loan and Other Debt Details Home Loan: Monthly Repayments \$ _____ Outstanding Loan Amount \$ _____ Other Loans (Total): \$ _____		
Other Loans (Details):	Loan Amount/ Credit Limit	Monthly/Min Repayments		Loan Amount/ Credit Limit	Monthly/Min Repayments
Car Loan	\$ _____	\$ _____	Store Loan 2	\$ _____	\$ _____
Personal Loan 1	\$ _____	\$ _____	Credit Card 1	\$ _____	\$ _____
Personal Loan 2	\$ _____	\$ _____	Credit Card 2	\$ _____	\$ _____
Store Loan 1	\$ _____	\$ _____	Other	\$ _____	\$ _____
My Contact Details Are:	<input type="checkbox"/> Please call me to discuss my review.	<input type="checkbox"/> Please email me my review.	<input type="checkbox"/> Please post me my review.	<input type="checkbox"/> Please fax me my review.	
Name/s: _____					
Postal Address: _____					
Contact Details:		Home: _____	Work: _____	Fax: _____	
		Mobile: _____	Email: _____		
To receive your personalised affordability review immediately, call David Phillips on 07 4041 0855 or ...					
Send your review request to: loanselect@ozemail.com.au or fax: 07 4041 5488 or post to P.O. Box 7186, Cairns Q 4870					

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