

<p>About This Agreement</p> <p>This document is divided into two parts:</p> <ul style="list-style-type: none"> Part A - Details regarding the broker, borrower, loan required, as well as consents and acknowledgements. This is Part A Part B – Information about our services, fees and commissions and privacy statement. <p>After you have read both parts of this document carefully, sign two copies of Part A. We will keep one copy and give you a signed copy to keep.</p>	
Finance Broker Details	
Broker/Company name (“we/ us”): Choice Rates Pty Ltd	
Broker’s ACN (If applicable): 18 101 221 836	Broker’s Licence Number (WA Only):
Broker’s address: 23 Church St Dubbo NSW 2830	
Accredited Mortgage Consultant name (if applicable): Antony Blanch	
Borrowers Details	
Borrower One name (you):	
Borrower Two name (you):	
Borrower’s address:	
Summary of Proposed Loan Details	
Loan required by you:	<p>1. \$</p> <p>2. \$</p> <p>3. \$ OR up to a maximum of _____% of the value of the security property offered.</p>
Term of loan:	<p>1. <input type="checkbox"/> _____ years variable and/OR <input type="checkbox"/> fixed for _____ years</p> <p>2. <input type="checkbox"/> _____ years variable and/OR <input type="checkbox"/> fixed for _____ years</p> <p>3. <input type="checkbox"/> _____ years variable and/OR <input type="checkbox"/> fixed for _____ years</p>
Interest rate:	<p>1. Up to _____ % per annum.</p> <p>2. Up to _____ % per annum.</p> <p>3. Up to _____ % per annum.</p> <p>A higher interest rate may apply if the loan is in default. If there is a general increase in market interest rates, the rate will be correspondingly increased.</p>
Repayments (including any recurring fees):	<p>1. Up to \$ _____ per month <input type="checkbox"/> Principal & Interest and/OR <input type="checkbox"/> Interest only</p> <p>2. Up to \$ _____ per month <input type="checkbox"/> Principal & Interest and/OR <input type="checkbox"/> Interest only</p> <p>3. Up to \$ _____ per month <input type="checkbox"/> Principal & Interest and/OR <input type="checkbox"/> Interest only</p> <p>on the amount of the loan outstanding from time to time.</p>

NATIONAL FINANCE BROKERS AGREEMENT – PART A



Special Loan Features:	<input type="checkbox"/> Redraw Facility <input type="checkbox"/> Other <input type="checkbox"/> Interest Offset <input type="checkbox"/> Internet Banking Access <input type="checkbox"/> Other <input type="checkbox"/> Extra Repayments
Amount required to repay existing loans and related transaction costs (refinances only):	Payout figure approximately \$ \$ Costs approximately \$ \$ Total \$ \$
Loan Purpose:	<input type="checkbox"/> Purchase property for \$ <input type="checkbox"/> Refinance debts as shown above <input type="checkbox"/> Other (describe):
Security Offered	
Security Details:	1. 2. 3.
Fees & Commissions	
Fees payable by you (note - all fees include GST):	If you proceed with the loan, no fee is payable by you. If unconditional approval is obtained and you do not proceed with the loan within 40 days of approval, you must pay us \$350 within 50 days from the approval date. Application Fees: Up to a maximum of \$ Valuation Fees: Up to a maximum of \$ Other Fees: Up to a maximum of \$
Commissions payable for loan selected:	We are entitled to receive up to % of the upfront commission and up to % of the ongoing trail commission – refer to schedule attached to Part B of this agreement. We may also receive, or be eligible to receive, the following additional benefits:
Other parties sharing in Remuneration:	We are a member of the Choice Aggregation Services group. That group retains some of the commission and pays the balance to us. A fee up to \$_____ may be paid to _____ for referring you to us.

Consent by Borrower

By signing this Agreement, you have appointed us to negotiate a loan on your behalf in accordance with the terms and conditions of this Agreement.

You understand that we are not licensed to provide financial advice, taxation advice or legal advice and we have advised you to obtain your own financial, taxation and legal advice regarding the suitability of any loan.

You confirm that you have been advised of the need for adequate personal and family insurance.

You acknowledge that some lenders charge exit fees for loans that are discharged early, such details of which are contained in the lender’s letter of offer.

You acknowledge that you have been provided with both Part A and Part B of this Finance Brokers Agreement.

You agree that we may collect and use your personal information as specified above and also in Part B of this Finance Brokers Agreement.

You consent to being sent information, offers, news and other opportunities directly relevant to your finance requirements. (Delete if borrower does not wish to receive any information after loan settlement and/or borrowers personal information not to be maintained for marketing purposes or shared with any party whatsoever)

You acknowledge receipt of a Comparison Rate Schedule for the Lender from which the Broker will seek to obtain finance for you, if this is relevant to the loan sought.

Date: _____ / _____ / _____

Signed: _____ Borrower Signed: _____ Borrower

Signed: _____ Broker - Antony Blanch

For and on behalf of the Broker

Name of individual signing for and on behalf of the Broker

<p>Congratulations on choosing an MFAA member to help you arrange your finance needs! The MFAA (Mortgage & Finance Association of Australia) is Australia’s peak industry body for the mortgage and finance industry. Its members work hard to provide the best possible service and ethical standards to Australians seeking finance.</p>	
<p>Our Services & Lenders</p>	
<p>Nature & range of services provided by us:</p>	<p>We will help you choose a loan which is suitable for your purpose.</p> <p>We will provide you with information on a broad range of lenders and loans. Once you have chosen a loan that is suitable for you, we will help you obtain an approval.</p>
<p>Proposed timeframe to establish your eligibility for a loan:</p>	<p>We expect to obtain a decision about your loan application within 14 days of you signing this document. Often we can obtain approval faster than that.</p> <p>Our appointment under this contract will expire two months after the date of this contract.</p>
<p>List of panel lenders:</p>	<p>We source loans from a panel of lenders. Our current National panel comprises the lenders listed in the attached Schedule. Subject to meeting their credit criteria, we are able to obtain credit for you from those lenders which are suitably licensed and with which we hold accreditation. Please ask if you require more information on these particular lenders. Please note that these lenders do not necessarily represent all the lenders who offer credit of the nature you seek.</p>
<p>Fees & Commissions</p>	
<p>How are we paid: <small>(Note – all fees and commissions include GST)</small></p>	<p>See attached Schedule setting out the various upfront commissions and trailing commissions to be paid by each lender. The range of commissions is:</p> <p>Upfront (i.e. payable on settlement: 0.0% to 3.02% (WA Limited to 2.0% maximum) of the loan amount.</p> <p>Trail (i.e. payable throughout the term of the loan): 0.0% per annum up to 0.66% (WA Limited to 2.0% maximum) per annum of the average loan balance.</p> <p>You should ask, if you want to know where in this range the proposed lender (once selected) sits.</p>
<p>General Information about our Services</p>	
<ol style="list-style-type: none"> 1. In WA, the remuneration of finance brokers is limited to a maximum, as prescribed by the Maximum Remuneration Schedule set by law. 2. Before you accept your loan offer, make sure you read the credit contract/loan agreement carefully to find full details of the loan. Warning: you should check the loan agreement/credit contract to ensure that the terms of the loan do not vary from what you require. If they do, inform us immediately so that we can assist you. 3. Any complaints about a loan transaction or our services should firstly be notified to us for resolution under our Internal Dispute Resolution processes. Should you not be satisfied with this outcome, WA matters may be further referred to the Commissioner for Consumer Protection in WA, phone 1300 136 237. Alternatively, you can refer the matter to a free dispute resolution scheme known as COSL (Credit Ombudsman Services Limited) phone 1300 78 08 08. 4. We are obliged to act in your best interests and give you undivided loyalty unaffected by any of our interests. However, we also represent lenders and have obligations to them, in particular not to provide any information we know is misleading or deceptive. We also have obligations under the law to report any fraud, forgery, or other illegal activities. By signing this agreement you confirm that you understand that we have these obligations to the lender and under the law. If you have any questions about our role, ask before you sign. 5. Under the law, we are required to ensure that the finance we arrange for you is appropriate. Accordingly we will make reasonable enquiries in relation to your needs, objectives and financial circumstances. <p>Warning: The proposed loan arrangements will be based on the products available from our panel lenders and the</p>	

information provided by you. If the information you provide is incomplete or inaccurate, before entering the loan you should consider its appropriateness having regard to your relevant personal circumstances and if necessary seek independent financial advice.

6. If you are refinancing a loan, and your commitments will be increased, you should seek independent financial advice to make sure that you are able to meet the increased commitments.

Warning: Your regular repayments may not increase, but the total you have to pay may increase – for example by having to make repayments over a longer period.

7. We do not provide legal or financial advice unless specified in a separate contract. Accordingly, it is important you ensure you understand your legal obligations under the loan, and the financial consequences. If you have any doubts, you should obtain independent legal and financial advice before you enter the loan contract.
8. We are able to determine or influence certain conditions of the credit Contract (such as interest rates, fees) in respect to “White Label and Bluestone Mortgages” products only. If you require further information about this, please ask.
9. We and nobody else will receive any financial or other benefit or have any other interest or relationship which could reasonably be expected to influence our recommendation other than as disclosed in this agreement.

Privacy Disclosure Statement

We are collecting personal information about you to provide you with our brokering services. The information is required to allow us to assist you in preparing the loan application and locate an appropriate lender. If your information is not provided we may not be able to find an appropriate loan for you.

We may use your information to provide you with offers or information of other goods or services we or a third party may be able to provide you with, unless you tell us not to.

We may disclose your information to other organisations to fulfill the purposes identified (or purposes related to those purposes). The types of organisations we may disclose and collect your personal information include, but are not limited to:

- Lenders;
- Mortgage insurers;
- Credit Reporting Agencies;
- Valuers; and
- Other organisations which assist us (such as printers, mailing houses, lawyers, debt collectors and accountants).
- The real estate agent and/or the settlement agent/solicitor associated with the transaction (communication of Lenders approval or Rejection advice)."

In addition, we may disclose your personal information to any other organisation that may wish to acquire, or has acquired, an interest in your loan or in our business.

You can gain access to the information we hold about you by contacting us at the address shown on Part A of the Agreement.

LENDER COMMISSION SCHEDULE SUMMARY

LENDER COMMISSION SCHEDULE as at 27/05/2008 - RESIDENTIAL LENDING					
LENDER/PRODUCT	UPFRONT INCOME	TRAILER INCOME	LENDER/PRODUCT	UPFRONT INCOME	TRAILER INCOME
Adelaide Bank (SA only)	0.77	0.275	Police & Nurses	0.77	0.275
AMP	0.77	0.22	RAMS Full Doc Low Doc	0.715 0.825	0.275 0.275
ANZ	0.77	0.275	St George LMI Campaign from 01/01/08	0.77 0.935	0.275 0.275
AuSec/ D.J. Capital Solutions	1.1 (W.A. non-UCCC Loans only)	Nil	Suncorp Metway	0.715	0.33
Bank SA	0.77	0.33	The Rock	0.77	0.275
BankWest	0.77	0.3163	Westpac/ Challenge/ BOM	0.55	0.165
BMC Mortgages - Interstar Loans	0.77 0.88	0.275 0.3025	Wide Bay Australia Ltd	0.77	0.275
Citibank	0.77	0.275			
CBA/Colonial	0.77	0.275	White Label" branded products (wholesale funding provided by GE Money) Recommended Range		
GE Prime Lending	0.77	0.275	Choice Home Loans	0.00 – 1.54	0.00 – 0.66
Heritage Building Society	0.715	0.275	Three Oceans Home Loans	0.00 – 1.54	0.00 – 0.66
HomeLoans Limited - all purpose Saver	0.77 0.715	0.275 0.275	Members "White Label" product	0.00 – 1.54	0.00 – 0.66
HomeSide Lending	0.71	0.275			
The Home Loan Centre Australia (ING & Origin)	0.77	0.275			
ING	0.77	0.275			
IMB Ltd	0.66	0.275			
Keystart On-line Lodgment	0.66 0.77	0.22 0.22			
NAB	0.66	Nil			

Note: (1) This is a summary only and is current as at the date of document. Please note that commission percentages paid by lenders may vary for certain products e.g. Line of Credit or Lo-Doc. Please refer to the Lender Commission Guide for full product variations and other terms and conditions. (2) Income is expressed as a % of the loan amount inclusive of GST.

LENDER COMMISSION SCHEDULE SUMMARY

SPECIALISED LENDING		
LENDER/PRODUCT	UPFRONT INCOME	TRAILER INCOME
<u>BLUESTONE</u>		
Non-conforming Bronze Tier 1 (Clean Slate, Lite Blue & Business Easy)	0.66	0.33
Non-conforming Silver Tier 2 (Clean Slate, Lite Blue & Business Easy)	0.77	0.44
Non-conforming Gold Tier 3 (Clean Slate, Lite Blue & Business Easy)	1.11	0.55
Step Down Commission	0.55	Nil
Lo Doc	1.10	Nil
Equity Release: 100% Upfront (subject to 50% or more of approval drawn at settlement)	0.70	0.25
Equity Release: 100% Upfront (subject to 50% or more of approval drawn at settlement)	3.02	0.44
Equity Release: Upfront & Trail (Trail paid up to 10 years provided loan remains active)	1.1	0.22
Equity Release (WA only)	2.2	0.275 (first year only)
<u>CBFC-ASSET FINANCE</u>	Up to 4% of amount financed	Nil
<u>GE MONEY</u>		
Level 1 Risk under 80% LVR	0.77	0.33
All other Loans	1.1	0.55
<u>IDEN GROUP</u>	Up to 25% of loan amount to a maximum of \$2,500	Nil
<u>LIBERTY</u>		
Non-conforming	1.54	0.55
AAA	1.37	0.33
<u>MACQUARIE MORTGAGES (Silver Living (Reverse Mortgage))</u>	1.1	0.33
<u>PEPPER</u>		
Non Conforming & Easy Low Doc	1.1 (Commission is capped maximum of \$22K)	0.50
<u>THE VISION HOME LOAN COMPANY</u>		
Traditional Products	0.715	0.275
Standard Lo Doc Loans	0.77	0.275
Non Conforming (Interstar and Liberty)	0.77	0.33
Non Conforming Lo Doc Loans	0.77	0.33
Bluestone	0.121	Nil
Equity Tap	0.214	Nil

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