

IT PAYS TO REFER

REFERRAL PARTNER GUIDE

V1.1



partner program.

OUR HISTORY

The Financemi Directors have over 50 years' experience in providing finance within Australia, having held senior positions within some of the largest Banks here in Australia as well as in London. Banks such as Royal Bank of Scotland, Citibank, Commonwealth Bank and ING Bank.

We created Financemi because we believe that your time is best spent focusing on Sales and Driving Growth for your business, not administration or compliance.

We help you do what you do best

THE SERVICE WE PROVIDE

We source Personal Loans from our panel of lenders, saving you the hassle of compliance, paperwork and handing your clients over to the Banks.

Most importantly we free up your time to concentrate on your core business.

THE BENEFITS

- ✓ Unlike sending clients to a Bank we are not interested in your clients other requirements
- ✓ We pay you the referral fee on the next Business Day after Settlement.
- ✓ We take care of all of the Compliance and the recourse risk. No more waiting for Credit Quotes or filing compliance documents in storage for 7 years.
- ✓ Our referral fees are up to 30% of origination fee for every settlement. The standard fee to you is \$300.00 (Inc. GST)
- ✓ You own the client relationship. If the client returns for another facility, you get paid.
- ✓ We have over 50 years' experience in lending. We are trusted by brokers around Australia to take care of their clients.
- ✓ We have Personal Loan options for Self-employed clients.
- ✓ Consolidate your clients consumer debts to Increase Home Lending Opportunities
- ✓ Most deals are processed within 24 hours. That means your clients can access funds fast to settle urgent financial requirements.

REFERRAL PAYMENTS

We pay you Commission of up to 30% of the total origination fee received by us from the lender. In most cases the amount paid to you is \$300.00.

This is paid next business day direct to your Bank Account.

IS IT WORTH WRITING YOUR OWN DEAL?

Average commission for a personal Loan is	\$990.00
Processing & Follow up time	4-6 Hours
Compliance time (plus recourse 7 years)	4 Hours
Marketing Costs (25% acquisition Cost)	\$198.00

Total Commission for a deal you write = **\$197.00**

*assume your time is worth \$50 per hour

WRITING A DEAL VIA FINANCEMI

Referral Payment is up to 30% of total origination fee. **\$300.00**

HOW TO BECOME A PARTNER

We make becoming a referral partner simple with the below options



Complete the online referral partner form at www.financemi.com.au/referral-partner



Complete the manual referral partner form provided via email or by one of the team at financemi

DID YOU KNOW

Most Retail and Business Banking staff have a product cross-sell target of up to 7 products for every client in their portfolio?

If you hand over a referral to the Banks for a personal loan, your clients will be made “Sticky”, that’s the catch phrase bankers use to describe the process of wrapping them up. Or you can provide the referral to financemi!



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