



Crack the Banks Secret Lending Codes to Get the Loan You Want

“HOW TO CRACK THE BANKS SECRET LENDING CODES”

To get the loan you want



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IN SUMMARY



Thanks for downloading our special report on “How to Crack the Banks Secret Lending Codes”.

This report will provide you with information that will help you navigate through Bank Policy and give you the [Cheat Sheet](#) and [the Bank Codes](#) to obtaining a loan.

What it means is this...

Before you lodge your loan application, you'll know exactly what the Bank will look for and require from you and your particular circumstance, so that you can walk straight through the front door of the Bank without missing a stride!

Why is your application in danger of being declined?

Well apart from you not knowing what the bank wants from you, you walk straight into a Bear Trap with an application not written in “BANK SPEAK” and also without the understanding about how these institutions operate.

Here's a bit of background to improve your understanding of Financial Institutions and how they portray their happy world of lending, when their reality can be a disappointingly different outcome.

Banks have fairly complex lending criteria and it's not an easy thing to obtain finance from them but when you visit their website this is the message you get from them?

- ANZ – we live in your world
- CBA – when you believe you Can
- Westpac –a brighter future starts with change
- NAB – more give, less take

Their websites are glossy with family friendly pictures and full of information about their array of loans just suited to YOU!

They welcome you to their world, profess that they care and will take less, offer more and start you on a path to a brighter future.

“And wow that makes you feel like they care, they’ll look after you and listen to your personal situation”



You justify this by a reassurance that your family has used one particular Bank for many years and you remember the portly Bank Manager visiting your parents when they needed a loan all those years ago.

You even remember the ceramic piggy bank they gave you to buy your loyalty at a young age....

It's swimmingly, blissful stuff and surely you're a part of that picture...Well aren't you?

Well... "I've got a part time job and I've saved some money and those Ads on the TV say I only need to have a small deposit and a job, so I think I'm OK".

"I did have a Telstra default a few years ago now but I'm really on my way".

So surely they'll listen to your cause, as you've even picked out a once in a lifetime purchase that's going to get you out of renting or kicking off your investment property Empire.

So will they help you? That's find out!

You walk into your local Big 4 Bank clutching your slightly grubby payslips and ID photocopies, take a ticket and then after a short wait, sit down with a fresh faced bank employee in a smart branded uniform full of banking efficiencies. You begin to relate your situation about how you need to get a loan to buy property and outline your personal financial circumstance and it is

at this point that the glossy bank website, friendly, warm commercials and inviting magazine Ads begin to dissociate from the experience you are getting now as you quickly realise you haven't cracked the secret banking codes and the Vault Door starts to swing closed

AND now you sit in front of an under paid, slightly stressed and under trained Bank employee who sees some difficulties with your proposed application.

That part time job is less than 6 months old

The Telstra default is over \$500

And your deposit sits under the required amount

It's something they can't deal with...and you find yourself standing on the street outside the Bank wondering what to do next!



See the reality is, Banks go around portraying their willingness to help, be part of your life, help you succeed and be your friend for life but as the saying goes in Marketing

“it’s like putting lipstick on a gorilla!”

no matter how you try, there’s no avoiding the fact, *it is a Gorilla* and for a Bank their alliances really lie with their shareholders, profits and their insatiable desire to increase revenue each year.

This is their Achilles heel....

as profits for shareholders mean making huge amounts of income and keeping costs very low.

Behind the glossy website, the catchy slogans, the warm television and print Ads, is the cold hard reality of the banks cash machine crunching away, keeping costs low and leaving branches and lending departments understaffed, under paid and under trained.

Frankly, no one in the Bank has the time, the know-how, the training or the inclination to take you past the first door if you don't have access to the Lending Codes to make it simple for them...

The Staff can't help you, so you'll need to help yourself and go away and cut yourself your own set of lending keys that fits your situation.

Once you have done this with the help of your team of advisors only then will the doors to the lending vault open up.

So to get entry through the front door of the bank there's a number of points you need to address so that your situation can match up with the banks key lock.

How do you cut your own set of Lending Keys?

You use a gate keeper or what we call in today's world
a mortgage broker.

If you are looking to get into home ownership, they are going to be
your knight in shining armour
because they do this for a living and know the codes for each Bank.

So that you can get a good understanding of Bank thinking and better prepare yourself for a proposed bank loan, we've prepared for you the absolute



“10 Commandments of Bank Lending”

Spelling out what the Banks need from you to give you the loan you require, valuable information as Banks certainly don't have the time or the inclination to give you this information.

With this information you can conceivably get loans you wouldn't have a chance with if you walked directly into the front door of the Bank and after a number of fruitless attempts, you would still have no idea of the true extent of your loan applications chances.

Our 10 Commandments list the little known Bank Secrets you will need to know to succeed. Take this information on-board and use suitable Professionals to help you and your world will open up.

These are the Banks Lending Secrets



1. Deposit is King!

Basically this is the first checkpoint that any Bank will want to see. **Has the applicant saved a deposit or built equity in other Assets such as property or shares.** If you are a first home buyer, you will begin to pick the Bank Code immediately if you have saved 5% of the property purchase price over time. If you can show the Bank regular deposit into a savings account, there are going to love you from the start.

Other forms of deposits such as – tax rebates, gifts of money from parents or friends, lump sum payments will need to be held in a bank account for 3 months before it qualifies. There's no way around this unless you have 20% deposit and only then you may qualify for a non-genuine savings loan.

Your first property purchase will always be the hardest to achieve as saving that first initial deposit of 5% will take time. Property in Australia is expensive and saving 5% plus costs (stamp duty and settlement fees) can be a formidable task once you factor in the other expenses of living.

If a deposit is going to be a problem, you must create a BUDGET and SAVE!

Use your property purchase as motivation....

Go to your favourite Display Home, wander around and imagine it's yours and relate that fantastic feeling to the hard work and discipline you need to call on to build your deposit.



IT CAN BE DONE!

There are a few others ways to home ownership which maybe be an option in particular circumstances.

- We do have the alternative of using one Lender who requires only 2% deposit but not for investors.
- And there is an avenue to utilise a Guarantor Loan, if the Applicant/s has Parents or even friends who have equity in a property, which can be used to provide a 20% security stake, which allows the applicant/s to borrow more without a deposit. The Application must be good and clean to use this method.

So number one is Deposit, you must have it in some way or form.



2. It MUST Service!

If deposit is the number one prerequisite, hand in hand with this requirement is **SERVICING**. **The quickest way to kill a loan**

Application is to submit it without any servicing capability. Simply put, Banks all have Servicing Calculators built from Excel spreadsheets. They use these as a check point to immediately pass or fail applications that don't have enough income to service the stated every day expenses, plus any other debts and dependants plus the proposed loan.

If the Application fails servicing the Vault door swings closed

To make it past this check point it is absolutely imperative that you have access to the Banks servicing calculator.

Don't use online bank calculators they don't have the capacity to provide the correct answers and have too many inbuilt assumptions. **You need to use the exact calculator the Bank Assessor uses when they sit down to work on your application.**

"How do I get hold of these calculators you might say?"

Well, you have someone there ready to help you **Crack these Codes** and that's your Mortgage Broker. They literally have the Keys and the Codes to the Banks which includes all their Bank Policy and their Bank Servicing Calculators.

So this is one step that you absolutely need help with.

Don't go into the Bank blindfolded.



Know your exact situation with that Lender, think like the Assessor, so that your Application doesn't jolt and bash its way down the river!



3.How Good is that Job?

Another Key Pillar of Bank Lending is Employment, employment is intrinsically linked to loan servicing capacity and building a deposit. **It's another major check point of focus for Lenders** and although broadly applied to this field, there's some basic criteria which must be met to achieve a GREEN LIGHT in this area.

Full time employment is King....

If you are fully employed and have been so for at least 2 years in the same job or Industry, Lenders are immediately more at ease.

Jobs without overtime or site allowances are easy to deal with, as all income can be attributed to servicing.

Part time jobs are OK, ideally if the term of employment has been at least 12 months and for Casual employment, the bare minimum is 6 months in the position.

A few Lenders have '**One Day' Employment Policy**, meaning if you have been in a same or similar employment Industry for at least 2 years, you're good to go from Day 1 at the new place of employment. It helps if there is no probation period but this can also be accommodated if need be.

If you're looking to use the Lender that offers 2% deposit, your Employment situation must be 'spot on' to qualify, as they have some painful and silly requirements in this field and you really need the professional help of a Mortgage Broker to navigate your way through with this particular Lender.

So if your Employment situation is a little outside the square, there must be a dedicated focus put on this area to prove up your security in your current position and maybe your previous work in the same field.

The bank needs to feel comfortable with your work situation. Employment letters help, stating minimum hours of work and pay. Details about the Industry you work in and its stability. Mention of any further study undertaken, and a plan of action if your job is made redundant will help set a lender at ease.



4. Manage your Debts and Liabilities

BIG, BIG factor in the overall success of your Application! You may have deposit, good servicing and employment but some slip ups in this area could scuttle your Application and send you packing to a Specialist Lender with higher rates and application charges!

If you have personal or car loans the bank will require 6 months of statement history for each facility.

They will study these carefully to ascertain your willingness and ability to service your repayments on time every month

This Policy will also apply to – phone contracts, store cards, credit cards and any child maintenance or HELP fees (University debt) that you are obligated to pay.

Many applicants slip up in this area with poor repayment history on phone contracts and credit cards worth only \$100's of dollars but hold up loans worth \$100,000's.

As these records go back at least 6 months, the Bank has the capability to get a SNAP SHOT of your repayment conduct which could paint a very different picture from the “pure as snow” application that sits before them!!

So it is imperative that you're at all times proactive in practicing good conduct with your debts and liabilities.

Guard and protect this aspect of your personal finance, as good clean conduct in this area will please a Bank 'no end' and be another audible 'click' in opening that Bank vault door.

If you find that your previous repayment conduct hasn't been at times entirely favourably with any debts/liabilities you may have, don't despair, situations can be explained and mitigated and considered in line with the overall strength of the Application.



5. Peek at your Credit File

This initiative follows on from your ability to pay your debts and liabilities. If you have been lax in this area and let repayments on obligations and general house bills run too long, it may be very likely that some of these missed/late payments and/or defaults may have ended up on your Credit File.

This is bad news!!



And a bit like turning up to your Wedding with your previous partner in tow!

It won't go down well!

So how do you avoid this unfortunate situation and stop your application from going down the tubes?

Well you proactively manage your financial obligations so that nothing ever reaches your Credit File – FULL STOP!

In an ideal world I realise this is the case but in the hustle and bustle of modern day living at times your Credit File may contain some adverse credit rating.

This is why, before you lodge an application it is very **Good Policy to request your credit file from VEDA Australia**, who are a Credit Reporting Agency, to see what is actually listed on your file.

You can get it for FREE if you want to wait two weeks and supply some ID details or you can pay a fee and get it emailed straight away.

If there is some adverse listing, we can see it, understand it and mitigate it by preparing an explanation of the circumstance behind defaults past.

You can deal with current defaults by paying them off or entering into a payment program with the creditor to extinguish them.

Some Lenders will consider defaults if they are fully explained and not of high value. (less than \$500).

If you really, really need that loan and it's warranted, there are Agencies around who will take on your cause for a Fee and work with the Creditor and VEDA Australia to have a default removed, so that when the Bank looks at your file,

Hey Presto! It is magically clean!

There are also Lenders who specialise in adverse credit loans and will take on credit file defaults. These loans cost more but they maybe an alternative to work with for a few years at a higher cost before refinancing to another Lender with a lower rate in a few years with good conduct.



6. Find out your Borrowing Capacity (BC)

This aspect of lending is synonymous with Servicing. The more surplus income you have left each month after paying all bills and your proposed loan, the more you have for further borrowing. Again, Banks have Excel spreadsheets which tell them exactly how much they are willing to lend to you. This is a very powerful thing to know as you can tailor your Lending to sit just below your BC so that you don't exceed that maximum limit.

Mortgage Brokers have access to these borrowing calculators and can inform you of which Lenders have the highest BC for your circumstance.

Your BC can be seriously affected by having large limits on credit cards, having a job with a lot of overtime, having many dependants, personal and car loans, University or ATO debts or child maintenance.

All these factors will drag down your BC.

Before you lodge your Application, have a tidy up in those areas that you can. Pay off loans that you can, reduce credit card limits, look for any way to increase your income.



7. Send it to the Right Bank!

If you are proactive and follow through on the advice given regarding the Banks' Lending Codes, as the Application is considered and prepared it will begin to become apparent which bank to lodge the Application to...

"Each Bank has different Policy and there will be one that you can match up the Lending Codes to suit your situation..."

If you can easily tick all the boxes on deposit, servicing, employment and good repayment history, your likely to match up with most Banks and then it's about, what can they offer you?

How good is their rate, is all you need to follow up on?

- If you're struggling with deposit, there's a low deposit or guarantor option
- If you're employment is part time or casual, more effort can be put into this area to prove up your position
- Adverse credit can be addressed and presented in the best light to a Specialised Lender
- Property can be bought as investment to increase your servicing



There are options for any situation but it's about walking in the RIGHT DOOR prepared, *don't be the victim of the BIG BANK, if you're a square peg, you don't fit!*

Be methodical, select your Lender, work your Lending Code and get the loan right first time!



8. Pack it up Nice and Sweet

Any Application lodged to a Bank should be absolutely cherry coated as much as possible. Banks are busy, very busy. Loan Assessors sit down in a blank room each day with many applications piled high behind them.

They must work through these during the course of the day to meet their targets. There's also 'rework' to do, as Brokers query decisions made, provide more details and request files are escalated to meet Approval Deadlines and Settlements.

It's a Pressure Situation in there!

If the Assessor comes across an Application that is shoddily prepared, they won't be happy to say the least! They must address it, but if it's hard to follow and not fully explained, especially if there's adverse credit, uncertain servicing or deposit considerations, they'll either decline it on the spot or hastily send off a 'More Information Required' request and throw the Application back into the pile to slowly ferment....

The Application must have a nice flow and be completely explained with descriptive notes that are to the point.

All Supporting Documents must be present as a non-negotiable.

A well thought out and prepared Application will help the Assessors short term demeanour immensely. If every point is mitigated and explained and evidence provided to support each point, that's the sweet spot we're after.



9. KISS – Keep It Simple Stupid!

We've all heard this analogy before and it cannot be understated that in the case of loan application it's a great formula to stick by. As mentioned the Assessor is very much 'under the pump' the whole time they are working and cherry coating your application and keeping it as simple as possible is the key to getting it through.



We don't want the Assessor to have any surprises as they skim through the Application to grasp the mechanics of the loan.

For this reason, sometimes it's better to work a property buying strategy in parts if suitable instead of mixing up a purchase and 'cash out' or loan split at the same time for example. Approaching the scenario in Steps is always an option to consider.

Another strategy to employ in line with KISS is to go through the Bank statements you are requested to supply and examine each transaction listed separately so that any odd repayments or transfers displayed that would catch the Assessor's eye, are explained upfront or evidence supplied, so that these queries are mitigated straight away. Any direct debit payments on store cards, insurances paid as a regular amount needs explanation....



10. Play it SMART and use a Mortgage Broker

As part of the approval process banks will check to see how you've managed your existing debts such as, personal loans,

credit cards, home loans and rent payments. From past experience they know that if you have not made payments on time every time for your debts then there is quite a high chance that you will default on your loan. In addition to this, they consider people who have overdrawn their cheque account to be a high risk too! As part of a Due Diligence process when putting your Application together, if there is any mismanagement of your debts and liabilities, it must be addressed before the Application is lodged.

In all facets of your life it's best if you seek out help and build a group of Professionals around you that you can call on at any time to assist you with decision making. Whether that is your Health, Education, Finances or Life Planning, having a Professional on-board means you get the most up to date and sound advice for your situation. This allows you to make the right decisions and paves the way for a simpler more prosperous life.

Professionals services obviously come at a cost and is money well spent, but there is one Professional who does not charge anything for their Services. This Professional who is regulated by the Australian Securities and Investment Commission (ASIC) is highly skilled at helping you through one of the most important financial transactions you will do in your life, and that is buying property.



Accountants, Settlement Agents, Solicitors, Government Agencies, Building Inspectors, Pest Management all charge you \$1000's during the property purchase transaction but, the Mortgage Broker, who negotiates you the best deal with the Bank, sorts out your Application, presents in a way that opens the Bank Vault and then follows up regularly and advises you on your mortgage, **offers their Services for FREE!!**

These guys hold the Keys to Bank Lending and can help you get the best loan first up and then structure your finances for your maximum benefit.

The truth is,
BANKS DON'T WANT YOU IN THEIR BRANCHES,
they want your business but not the head aches of a badly prepared Application. They will only offer the Products they have and won't tell you if there's a better deal down the road.

Mortgage brokers will embrace your situation and with understanding and patience help you achieve the dream of home ownership.

In Summary

Your approach to the Bank should be well thought out and methodical using a Mortgage Professional with experience to tailor your application to meet Bank Policy lodged with the correct Lender.

Preparing for a loan should be done well before you look to purchase property as there is a trailing effect of financial conduct that will stretch back a number of years and could ultimately hurt you.

If there's bad conduct on previous loans, defaults on file or irresponsible spending throughout Bank statements, your Application will be compromised and result in a decline or difficult lodgement.

Use the information provided here to align your finances with what required by the Banks Lending Codes.



This Information has been provided by

Insync Finance is owned and operated by Craig Poller who has been in the Finance Industry directly for 5 years but indirectly for many years previous to that, through his passion for real estate and investing.



He has enjoyed working through various property appreciation strategies such as - renovation, small residential buildings and developments.

During that time he has a good insight into wealth creation through property ownership.

Craig comes from a very 'down to earth' background, belonging to a century old farming family in dairy and beef. He's also worked many other various jobs including - dive master on a live onboard dive boat, barman in London pubs, diver on a marine research project in Madagascar and dam building in remote North Queensland. He's also worked in mineral sands, and bauxite mining facilities plus the aquaculture industry, growing fish for restocking local waterways.

He enjoys the challenge of helping people obtain finance to achieve their property goals. Whether that's their one and only dream home or multiple properties purchases over time to build their long term wealth.

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