

Insight

In this issue:

XMAS settlement dates

FHOG Changes

Anti Money Laundering

A message from Glenn Haslam



Just a reminder of our current great special offer with **Money Saver** (waiver of monthly Loan Administration Charge for the life of the loan) and **Breakfree** (0.80% p.a. discount off SVR loans equal or greater than \$700k).

For any questions you have remember our BDMs and the Broker enquiry line are always willing and able to assist.

To help you keep up with the latest market and economic trends, visit

www.anz.com/aus/corporate/EcoComm.asp for detailed analysis from our Economics@anz team.

Glenn

Xmas Settlement Process Requirements

Traditionally this time of the year, as we approach the Christmas period, document processing, settlement booking and in turn settlement attendance becomes very hectic as you finalise your customers' lending. To ensure that settlements are processed by **Friday, 21st December**, please note the following.

| Xmas Settlement Dates | Actions |
|------------------------------|---|
| Friday, 30th November | Applications (including Interest-in-Advance) with a settlement date prior to and including 21st December 2007 must be unconditionally approved by close of business 30/11/07 . |
| Friday, 14th December | All documents that require settlement by 21st December must be returned to the Document and Settlement Centre in your respective State by close of business 14/12/07* . |

*Please ensure that 100 point ID checks have been completed for all applicants and that an ANZ account has been opened for all Interest only facilities. For refinances please ensure that the original discharge authority has been completed for the respective institution and Transfer and Contract of sale is held for all purchase settlements.

Recent changes to First Home Owners Grant application

There have been recent changes to the FHOG application, including Category 1 Identification (primary identity documents) and changes to document certification. For further information please refer to the attached FHOG information sheet, or contact the ANZ FHOG Team on 1300 552 178 or go to www.firsthome.gov.au.



ANZ Home Lender of the Year. Choose blue.

Money magazine's Home Loan Lender of the Year 2007, 2006 and 2005.
Personal Investor magazine's Home Lender of the Year 1999-2002, 2004 and 2005.



Anti Money Laundering (AML) – ANZ’s requirements

As you are all aware the new AML legislation takes effect from 12th December 2007. From this date all new MFAA accredited brokers, including those seeking accreditation with ANZ will be required to complete the MFAA compliance training. For existing MFAA accredited brokers ANZ will require that MFAA accreditation has been gained by 12th March 2008. Failure to meet this requirement may result in your ANZ accreditation being suspended. It is envisaged that there will be no additional compliance requirements introduced by ANZ in addition to meeting MFAA accreditation standards.

We are currently working with the FBAA to ascertain ANZ's requirements for FBAA members and will provide an update when available.

Help us, help you

There are a number of common omissions and oversights with applications that are resulting in potential processing delays. Please refer below for the more common issues:

| Item | Actions |
|--|---|
| Lo Doc 80 Applications | Ensure that you include a completed Lo Doc Loan Qualifying checklist and that the Income and Acknowledgement Declaration Form is signed. |
| Guarantor Checklist & Applicant/Guarantor Declaration | Ensure that the Guarantor checklist is completed, signed and dated by broker (bottom of form). The Applicant/Guarantor declaration form must be signed and witnessed. |
| Breakfree Package forms | For existing Mortgage and credit card customers please ensure all accounts and credit card details are provided, as well as required signatures. |
| Statement of Financial Position | SP must include all total assets, monthly net income, total living expenses, and must be signed and dated. Separate SPs are required for all individuals (except defacto or married couples). |

TOP 10 – October Settlement Efficiency*

- The Good Life (Bayside)**
- The Mortgage Gallery
- Australian Mortgage Brokers
- The Brokerage
- Smartline
- Mortgage Force Australia
- Australian Finance Group
- National Mortgage Brokers
- Mosaic Financial Services
- Mortgage Choice

***Top 10 Settlement Efficiency** is based on a percentage of applications that reach settlement (minimum of 30 applications per month).

TOP 10 – October Online Applications^

- Provincial Home Loans**
- Australian Mortgage Brokers
- Smartline
- Aussie Home Loans
- Mortgage Choice
- The Mortgage Gallery
- Astute Financial Management
- National Mortgage Brokers
- FirstRock Mortgage Centre
- Loan Market

^**Top 10 Online Applications** is based on a weighted average of the percentage of applications submitted online and the percentage of straight through approvals (minimum of 30 applications per month).

Contact Us:

Broker Enquiries VIC, QLD, TAS, NSW, ACT, SA, NT

Broker Enquiries WA

For ANZ BDM contact details and other information visit www.anz-originator.com.au

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