

# Commercial Broker News



## Introduction

October 2012

In welcoming the new banking financial year, we have two new exciting initiatives that will significantly benefit you and your clients.

**ANZ FastPay** is the merchant facility solution many of our customers have been waiting for - with over 2800 application downloads since its launch three weeks ago. By using your iPhone or iPad to accept credit and debit card payments, **ANZ FastPay** is revolutionising traditional banking methods.

This month, we have increased our **Secured Lending** threshold to **\$1M** allowing your clients to facilitate their growth and expansion plans. **ANZ Secured Lending** is a convenient way to apply for business finance with benefits including up to 100 per cent funding against the value of a residential property or up to 80 per cent of a commercial property.

Speak to your Broker Manager today to understand how your clients can benefit from **ANZ FastPay** and **ANZ Secured Lending**.

Kind regards,

**Cosi De Angelis**

ANZ | Head of Commercial Broker

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### ANZ FastPay

**ANZ FastPay** is Australia's first mobile banking application allowing small business owners to process same day settlement of credit and debit card payments using an iPhone or iPad.

**ANZ FastPay** is an innovative and secure merchant facility application (App) for small businesses to conveniently complete credit card transactions on the go – anytime, anywhere. A recent NewsPoll survey found that 73 per cent of Australians find it inconvenient when small businesses only accept cash. And one in three of those surveyed said they would use a small business more often if they offered alternative to paying just by cash.

By allowing small businesses to transact with either their iPhone or iPad, ANZ FastPay is offering their customers a simpler payment solution.

### ANZ FastPay benefits

- **Convenience:** ANZ FastPay allows Merchants to process credit and debit card payments using only their iPhone or iPad.
- **Additional users:** ANZ FastPay has the ability to have multiple devices processing card sales with takings settled into the one ANZ Business Account.

- **Get paid faster:** ANZ FastPay allows Merchants to accept credit and debit card payments on the spot.
- **Access your funds faster:** ANZ FastPay allows same day access to funds every day when transactions are processed prior to 6.30 p.m.
- **Peace of mind:** ANZ FastPay is backed by the ANZ Internet Banking Guarantee.

[Click here](#) to see how it works.

You can visit the [ANZ FastPay website](#) for more information or download the ANZ FastPay app from the Apple App Store.

If you have any clients interested in receiving payments quickly, please contact your Broker Manager.

## Secured Lending Threshold increased to \$1M

In refining better ways for your clients to take out business finance, we have increased the Secured Lending threshold amount to \$1M. This applies to all secured lending applications where it was previously \$500K.

### ANZ Secured Lending benefits

- Applicant has property to secure the debt. Up to 100 per cent value of a Residential property or up to 80 per cent of Commercial property.
- Applicants must own and operate main trading entity for more than one financial year and provide self-declared financials to establish profitable operations, and a capacity to service the debt.
- A current BAS statement to support self-declared financials including annual turnover and net profits must be provided.
- Applicant must have a clear CRAA report and have no statutory payments outstanding e.g. ATO arrears, GST, payroll tax.

All ANZ Business Finance products are available through this application process such as Overdrafts, ANZ Business Loans and the ANZ Business Mortgage Loan.

**If you have any queries or would like more information please contact your Broker Manager or the National Broker Sales support team on 1300 385 269 or email [broker@anz.com](mailto:broker@anz.com)**

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