



Mortgage Brokers Australia

### Dear Valued Client

Welcome to our Spring 2005 Newsletter.

Good news, as a show of financial confidence the interest rate has held for the sixth successive month. The Reserve Bank of Australia (RBA) Official Cash Rate remains at 5.50%. The banks support this by further reductions in their fixed interest rates, which can benefit many borrowers.

This month we have highlighted the importance of life, income and total and permanent disability insurance. We would like to ensure you are protected when life becomes a little unpredictable.

Frustrated with the amount of spam and unwanted pop-up ads on your computer? Microsoft has released new AntiSpyware free to licensed windows users. Spyware should be used as an additional tool to anti-virus software. Download on page 2.

Our Spring Newsletter has lender updates and reminders. This provides information on new loan products and any current special offers from lenders.

Also, MBA offers free loan health checks, so if you are thinking of making changes in your life or you would like to check you are on the best loan product, simply contact us.

Find out how you can receive free movie tickets, see page 2.

We appreciate your feedback on this newsletter and are happy to discuss any lending topics with you. Simply contact us in person, by phone, fax or email.

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## Securing your family's financial health



Most Australians would not think twice about insuring their home and car. In the event of fire, theft and/or accidents, having the right level of house and car insurance is important.

However, it is surprising that our most valuable asset, our health is often left unprotected. You and your family's financial security and quality of life will be dramatically affected if you suffer a serious illness or injury.

- ❖ Your mortgage repayments, school fees and living costs will need to be met.
- ❖ You may be unable to care for your children.
- ❖ Your partner's work may be disrupted, as they support and care for you.
- ❖ You may incur additional expenses such as rehabilitation and hospital care costs.
- ❖ Your retirement plans may be jeopardized, as your income is prematurely stopped.

Serious accidents, trauma and disease are unexpected. Personal risk insurance is the only way to protect yourself and your family should the unforeseen happen.

Personal risk insurance protects your family's lifestyle and future, and the assets you have worked hard to build.

What are the chances of needing this level of insurance?

- ❖ One in two men aged 40 and one in three women aged 40 risk having coronary heart disease in their future.
- ❖ Every working Australian has a one in three chance of becoming disabled for more than three months before turning age 65.
- ❖ Each year approximately 350,000 new cancer cases are diagnosed.

Choosing personal risk insurance that is right for you can often be challenging and a little confusing. If you would like more information on insurance, simply contact us as we have formed an alliance with a well-established firm of insurance advisers located in our local area.

#### Types of protection:

**Life Insurance** – provides your family, partner and/or dependents with a lump sum payment in the unfortunate event of your death

**Total and Permanent Disability Insurance** – will provide a lump sum payment if you suffer a total and permanent disability and you are unable to work again

**Trauma Insurance** – pays a lump sum if you suffer or contract a specified critical condition that is covered by the policy—for example, heart attack, stroke, cancer

**Income Protection Insurance** – provides you with a monthly payment (usually up to 75% of your income) if you are temporarily unable to work due to disability

**Business Expense Insurance** – can reimburse certain regular business expenses—for example, rent, utilities, lease costs—while you are temporarily unable to work due to disability. This can help to cover your fixed business costs and help keep your business afloat while you are recuperating

**IMPORTANT:** This is not advice. Clients should not act solely on the basis of the material contained in this newsletter. Items herein are general comments only and do not constitute or convey advice per se. The newsletter is issued as a helpful guide to clients and is for their private information. Every effort is made to ensure the contents are accurate at the time of publication. We take no responsibility for any subsequent action that may arise from the use of this newsletter. Published by MBA – [www.mortgagebrokersaustralia.com.au](http://www.mortgagebrokersaustralia.com.au)

## Free software from Microsoft to protect your computer

Windows AntiSpyware (Beta) is a security technology that helps protect Windows users from spyware and other potentially unwanted software. This helps reduce negative effects caused by spyware including slow PC performance, annoying pop-up ads, unwanted changes to Internet settings and unauthorized use of your private information. Continuous protection improves Internet browsing safety by guarding over 50 ways spyware can enter your PC.

Microsoft researchers quickly develop methods to counteract these threats, and updates are automatically downloaded to your PC so you stay up to date.

The link for Microsoft Windows AntiSpyware is

<http://www.microsoft.com/downloads/details.aspx?FamilyId=321CD7A2-6A57-4C57-A8BD-DBF62EDA9671&displaylang=en>

## Lender Update



Adelaide Bank is now available direct through MBA. Providing an excellent range of products, the most popular one, (not available through any other lender) is a fixed rate loan with an off-set facility, rates are very competitive.



Challenger Financial Services Group, (backed by Packer) have recently increased borrowing levels and reduced fees. Challenger specialise in low doc commercial loans and asset lending for investment loans.



Portfolio Loan new fee structure – customers taking up the St George Portfolio Loan now have a option to choose to pay one annual fee for up to 10 sub-accounts or pay a monthly administration fee per sub-account. Existing clients with three or more sub-accounts will make a saving by changing to the annual fee.

Customers wishing to switch to this new fee option will need to complete a request form available from MBA.

St George has also made an adjustment to their Family Pledge Loan; they are now able to take second mortgage on the second property. Family Pledge is designed to use property of a family member as security.

Effective Friday 26 August 2005, St George will waive the standard establishment fee or increase fee for new home loans and increases above \$150,000. This means a zero establishment fee, a saving of up to \$700.

Exceptions:

The following products are excluded from the \$0 establishment fee offer:

- Relocation Loan with no end loan
- Seniors Access Home Loan
- Low Doc Home & Investment Loan
- No Deposit Home Loan
- Foreign Currency Home Loans

The nil establishment fee is available for a limited time only. Any additional fees—such as, rate lock, additional securities—are still payable.



Esanda is a new addition to our product range. A wholly owned subsidiary of ANZ Banking Group Ltd, Esanda offers vehicle and equipment finance solutions.

Products offered: Consumer Loans, Offer to Hire, Chattel Mortgage, Finance Lease and Novated Lease.

Goods financed: Motor Vehicles, Business Equipment, Trucks, Agricultural Equipment, Motor Cycles, Marine Equipment.

## Free Movie Tickets



Remember when referring any friends or family to MBA, please let us know to ensure you receive your two free movie tickets when the loan settles.

## Housekeeping

Have you given our office your e-mail address? If not please send it to:

[enquires@mortgagebrokersaustralia.com.au](mailto:enquires@mortgagebrokersaustralia.com.au)



If you know of anyone who would like to receive our newsletter or if you wish to unsubscribe from this newsletter, simply contact our office.

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Centro on James, Unit 6 182 Robertson Street, Fortitude Valley Q 4006  
Tel: 07 3257 2822 Fax: 07 3252 2733

[www.mortgagebrokersaustralia.com.au](http://www.mortgagebrokersaustralia.com.au)