

# Professional Package

Business Equipment Finance

## PROFESSIONAL PACKAGE:

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- ANZ Asset Finance's Professional Package offers a short form approval process.
- Recognising that to meet the expectations of these high quality customers we need to provide a fast, efficient service to approve their finance requirements.
- This will in turn help you increase your finance penetration in this highly competitive market segment.
- The short form approval process means these professionals won't be required to submit profit & loss statements to qualify for a loan.
- Instead we will rely on them meeting other pre-agreed criteria and executing a statement of affordability.

# WHICH CUSTOMERS QUALIFY?

Professional Categories
<ul style="list-style-type: none"><li>• Medical Doctors, Surgeons and Specialists.</li><li>• Optometrists and Pharmacists</li><li>• Dentists</li><li>• Solicitors, Barristers, QCs and Judges</li><li>• Physiotherapists and Chiropractors</li><li>• Veterinarians</li><li>• Accountants</li><li>• Architects, Engineers and Surveyors</li></ul>

**\$150k** for motor vehicles  
**\$100** for plant and equipment\*

**NO Financials Required**

**Proof of professional status must be provided to qualify under the professional package:**

**Self employed** – will need to provide evidence of professional licence being held, membership of licensed state/national body (eg. For Accountants - National Institute of Accountants).

CRAA will be cross referenced to confirm details.

Satisfactory Credit history confirmed with any mainstream financier.

# PROFESSIONAL PACKAGE - CREDIT CRITERIA:

## What does it mean?

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- Self declaration of ability to meet loan/rental payments signed by all parties to loan
- Self declarations needs to be provided at application and settlement stages. Broker may acknowledge and sign the declaration for assessment purposes following verbal confirmation from the applicant. The customer MUST sign the declaration to be provided as part of the settlement documentation.

## **Criteria: The proposed client must:**

1. Be a suitably qualified professional included in the program
2. Must hold a current professional license and have been in practice for a minimum of 3 years
3. Must have a clear VEDA report\*
4. Self declaration of ability to meet loan/rental payments signed by all parties to loan
5. Appropriate Guarantees to be taken (Director, Company etc) where applicable
6. Satisfactory Credit history confirmed with any mainstream financier
7. Transaction size limited to \$100k for passenger and light commercial vehicles and \$50k on general plant and equipment transactions (No deposit is required).
8. Total net outstandings (ANZ), including the proposed loan, must not exceed \$300,000.
9. Finance structure (Chattel mortgage, Hire Purchase, Lease or NCC) to be acceptable to ANZ
10. Non-ANZ customers will need to provide a copy of their drivers' licence for settlement

\*Where a CRAA lists any unpaid Loan Default, Payment default, Writ or Judgment written confirmation from the lodging party is required detailing that it is either in dispute, incorrect or paid. Where the CRAA lists a Bankruptcy (either current or discharged) the application is to be declined with no reconsideration.

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## Application Process:

- Submits the application via EsandaNet (no financials required). Enter “Professional Package Application” in the ABACUS comments. Where information demonstrating that the additional qualifying criteria is met can be provided in the Credit Assessment Process this should be encouraged – this will mean fewer approval conditions to be satisfied at settlement. Eg. Current licence, Business Registration showing years of practice
- Total net outstandings (Esanda), including the proposed loan, must not exceed \$500,000.
- ANZ Asset Finance Lending (standard or tailored) will assess the transaction and ensure the applicant meets the conditions. You may also wish to use the Professional Tool as a checklist to ensure the customer meets the policy criteria.
- If the customer meets the Professional Policy criteria, ANZ Asset Finance will approve the transaction subject to the Professional Package criteria