

# The bank behind the broker

more  
than  
money



## Home Lending for Self-Employed Customers

Unlock opportunities

For broker use only

Australia is home to nearly 1.5 million self-employed individuals and 2.5 million small-to-medium businesses. Many of those people will need support from brokers with their financing needs – whether they're growing their business or buying a home.

As a broker, self-employed lending offers you a huge opportunity to:



Expand your customer base



Diversify your revenue streams



Build your broker business



Learn new skills



Take on different and interesting lending opportunities



Deepen your relationships with self-employed customers

## Why partner with NAB?

As Australia's largest business bank, we've been backing Australian businesses and the individuals who own them for over 160 years.

From sole traders and partnerships, to companies and trusts, our banking experts have a deep understanding of complex business structures and diverse income sources.

As the bank behind the broker, we're there for brokers and self-employed customers as they grow and change through whatever life may bring. We'll support you in finding home lending solutions for this growing segment of the market.

### Supporting your customers, growing your business

- **Expertise in business lending:** Our specialist knowledge ensures self-employed customers are obtaining appropriate solutions their business lending needs.
- **Tailored solutions:** Policies and processes to suit all self-employed customers at each stage of their journey.
- **Cash flow-based lending:** Supports early-career individuals in purchasing homes sooner.
- **Specialist support:** National award-winning BDMS offer genuine, dedicated support to our broker partners and their customers.

## We make it easy

### Our flagship policy:

- Supports complex entity structures
- Allows customers to use the most recent year's financial information for assessment, where this best reflects future performance
- Simplifies the verification of Directors' wages
- Can accept 2 years accountant prepared financials to verify business income for trading entities
- Most Recent Financial Year for Assessment can be considered with appropriate commentary on sustainability for future performance

### For servicing purposes, we use:

- Actual percentage of entity ownership
- Actual company profits – there's no cap on profit increase with supporting commentary, along with actual use of company/trust liabilities
- Actual company tax rate
- Depreciation or interest/lease expenses
- Instant write off expenses (added back to net profit)

## Easier applications for self-employed company directors

We've simplified our policy to verify director wages only for self-employed customers.

All you need to do now is provide the customer's latest ATO income statement or individual tax return covering a minimum period of 180 days.

We can also consider this for customers with less than two years' ABN registration.

## How you can work with us

Lodging an assessment for a self-employed customer is easy.

Simply key into the lodgement system the latest two years of accountant-prepared financials for the business, or alternative documents such as recent company tax return and individual tax return with the corresponding notice of assessment.

### Most Recent Financial Year For Assessment

You also have the option to use the most recent financial year of assessment where this is a sustainable reflection of future performance. If you choose this approach, you will also need to:

- Provide detailed commentary outlining the change or event that occurred to make the most recent year's figures most appropriate, and
- Advise where in the financial statements the change is evident (e.g. increase to gross income).

## Faster, simpler, digital approvals

At NAB, our vision is built around being simple and digital so we can deliver market-leading experiences to our brokers and our customers. Using automation and simpler processes, we can provide same day unconditional approval (subject to lending criteria) when you submit all the required documents on the AOL submission checklist.

We're pleased to be able to offer our faster, simpler experience to self-employed borrowers who fit these criteria:

- Maximum of two applicants
- Purchase or refinance
- Owner occupied or investment property
- Real estate property as single security
- Established property only



**For more information, contact your BDM or RM, or visit [nabbroker.com.au](http://nabbroker.com.au)**