



Terms of Engagement for Entrust Finance...

Our Belief - Everyone Deserves a Home & To Be Successful.

Our Vision - Be Awesome with Your Money.

Our Dream - Everyone Owns Their Home & Be Debt Free.

Who are we and what we do?

Entrust means - **To deliver something in trust**

Entrust Finance is a New Zealand-owned and operated mortgage firm. So, if you want to buy a property or refinance a home loan, we only offer what you need.

It's all about **YOU** at Entrust Finance. We are Banks & Non – Bank Specialists who has access to many lenders, for exactly what you need. We also will refer you to an Insurance Specialist who will review your needs and talk to you about how to protect you your family and your assets.

“We don’t believe in problems but rather challenges, and there is always a way around these”

I am Jasmeet Singh the owner of Entrust Finance, and as an ex-banker I wasn't happy with that fact that I could only offer limited options to my clients, when I could see that other banks/financial service providers could offer more comparative and easy options.

I have worked as Business Adviser at BNZ in Business Banking.

I have also worked at some of the big-name banks including Citibank USA as a Customer Service Specialist for credit cards and credit card insurances, and Barclays Bank UK as a Fraud Detection specialist.

Scope of Service.

I will do everything I can to make buying property easier. You'll get advice on how much you can borrow, and the best mortgage structure for you. I'll help you make the right home loan decisions, with my experience, information and insights. As part of providing holistic advice, I'll also refer you to an insurance specialist for a review of your insurance needs. Buying a property is a big financial commitment and it's hard to be relaxed about it. I am in your corner. I only work for you, not the bank, and not the real estate agent.

Nature and level of my fees

Some banks pay brokerage fees only on certain loans. Some banks do not pay any brokerage on any loan and some banks pay brokerage on some loans but not on all loans. Some banks pay ongoing commission (trail) as per their policy with Entrust Finance. Therefore, Entrust Finance terms in respect of mortgage business are:

1. Upon arranging the approval letter, if the loan is neither drawn down by you nor extended to any other property due to any reason whatsoever Entrust Finance is not paid any brokerage by the lender. In such cases, to compensate Entrust Finance for work done, we charge fees of \$1,000 for a residential

loan, and 1% of the loan amount, in respect of business/commercial loans. Generally, a residential loan takes 12-15 hours and commercial loans 20-25 hours work to reach the stage of loan approval.

2. If you repay your loan either in part or in full before 27 months of draw down date, part or the full amount of brokerage is clawed back by the bank or lending institution. In such cases, the actual clawed back amount will be paid by the client in full, if you don't give us a chance to arrange your finance from another bank or lending institution.
3. For arranging loans from banks or lending institutions that do not pay brokerage or commission, Entrust Finance will charge either 1% of the loan amount or a professional fee agreed in writing before proceeding. Our fees are \$250 plus GST per hour.

Product Providers.

I have relationships with the following companies and recommend the products & solutions I think best fit your circumstances and requirements:

ANZ, ASAP, ASB, Avanti Finance, Bank of China, BNZ, Bluestone, China Construction Bank, Cressida Capital, Sovereign Home Loans, Westpac, SBS Bank, Co-op Bank, TSB Bank, Resimac, DBR, ASAP Finance, First Mortgage Trust, , Southern Cross Finance, Liberty Financial, NZCU – Baywide, Heartland Bank

Privacy Act.

It is understood that any information gathered for this needs analysis is personal and I undertake to keep this information confidential and secure. The Privacy Act 1993 gives you the right to request access to and correction of, your personal information.

Information provided by you and or any authorised agent will be used by Jasmeet Singh and any members of my staff, for the purpose of providing advice to you and may also be used by any:

- product or service provider when implementing any of our recommendations or variations thereof;
- compliance advisers or assessors who may need access to such information; and
- other professionals such as solicitors, accountants, finance advisers, financial planners when such services are required to complement this advice and as requested by you.

Scope of Service.

I / We understand the services being provided are restricted to the scope of service or subject to specific limitations indicated on the previous page.

Applicant 1 -

Client name: _____

Signature: _____

Date: _____ / _____ / _____

Applicant 2 -

Client name: _____

Signature: _____

Date: _____ / _____ / _____