



Commercial Equity Group Ltd

Business & General Finance

1800 CEG FINANCE

**SUMMER
2013
NEWSLETTER**



Commercial Equity listens



Let us help you fund that deal!

CEG understand your needs as a broker. We know that you just want to get the deal settled with minimal fuss. Being a private company and having a dedicated team we can assess quickly and produce documentation in-house. This allows us to have a fast turnaround time and keep you fully informed throughout the loan process. We can consider all applications of up to \$750K and the types of loans the major banks will not accept.

To see the different loans and finance we offer, [click here.](#)



Express Approval

We have recently introduced our new express approval system, making it quicker to finalise the loan. See below;

- Loan value less than \$100K
- Property Ownership
- Longevity in business- 3 full years
- Clean Veda report

Recent CEG loan examples

State	Amount (\$)	Purpose	Security
NSW	140,000	Freightliner	2 trailers + client put in cash
QLD	145,000	Sale buy back Freightliner- prime mover	Charge over prime mover and 1 trailer
VIC	77,000	Truck, bobcat and excavator	Charge over the truck, bobcat and excavator
WA	125,000	Sale leaseback of cranes	Charge over 2 cranes
VIC	78,000	2x early model trucks	Charge over 1 truck, 1 trailer and a 4WD

Broker guidelines

We do not publicise our lending matrix as we consider each deal to be unique, however we can give some basic guidelines:

Brokerage:	Standard brokerage is 4.0% up to \$250,000. Maximum brokerage is 6.0%. Customer rate will increase 0.5% for every 1% or brokerage requested over 4.0%.
Interest rates:	Base rate range is 16.0% to 19.5% depending on variables of the proposal.
Max loan amount:	Up to \$750,000
LVR:	Preferred range is 75% - 85%
Term:	12 months – 60 months

Residual value:	Up to 30% depending on the proposal
Income:	Current financials/ management figures. Tax returns and BAS/ bank statements can be used.
Application fee:	Nil.
Documentation fee:	Minimum \$600.00 on acceptance.



Equipment finance is lucrative

Contrary to what most mortgage and vehicle brokers would believe, equipment finance transaction is a relatively straight forward deal once the broker has a general knowledge of asset finance. The commissions that are paid in return when compared with the time invested can be highly lucrative. Sometimes the difficult deals can be hard to place with a traditional lender. The good news is all is not lost! Commercial Equity group embrace the challenge of finding a way to approve and fund the difficult proposals. Commissions on these type of deals are equally as lucrative as bank quality deals. Consider CEG from now on.

To find our more about equipment finance, [click here.](#)



Welcome aboard!

Jason Geale has recently joined our team in the role of finance consultant, after spending 10 years with the Commonwealth Bank. His role is to touch base with our existing brokers while also growing our partnership of new brokers, and following up on proposals.

To find out more about our people, [click here.](#)



Recent Case Studies

Purchase: Older equipment - \$65,000

A young couple from NSW approached CEG looking to buy a 1989 truck as renting became too expensive for them. They had won a contract 6 months earlier and were now looking to buy rather than rent. The applicants were struggling to find major bank finance until their broker suggested CEG. The deal made sense to us and we settled the deal with a trailer taken as collateral security. Servicing was without questions as BAS showed turnover and work source contract being supplied.



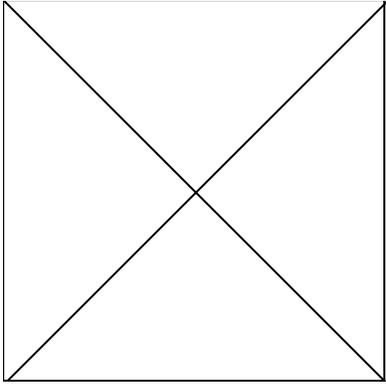
Start-up: Purchase of a café - \$245,000

Victorian applicant was working at an accountancy firm but had the desire to purchase her own café. She had 8 months' work experience at the café previously. The applicant had accumulated an investment portfolio of 4 properties, but was highly geared. The purchase was completed with a deposit contribution from the customer and a small amount of vendor finance. We obtained the past 3 years financials and the business was known to us. We lent the bulk of the funds required over a 5 year term.

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