



Specialist brokers  
for over 55s

## Credit Guide

Thank you for considering doing business with Equity Mortgage Specialists Pty Ltd trading as Your Home Equity.

We are a Representative of a licensed provider of credit assistance under the National Consumer Credit Protection Act 2009. This document provides you with information about us, our Licensee with whom you are dealing and the services we provide.

Licensee's business name	QED Credit Services Pty Ltd T/A Pursuit Broker Services ACN 147 272 295
Licensee's address	31 Ardentallen Road Enoggera QLD 4051
Licensee's phone number	1300 817 662
Licensee's email address	admin@pursuitbroker.com.au
Australian Credit Licence number	387856

Our Licensee has authorised Equity Mortgage Specialists Pty Ltd trading as Your Home Equity and Scott Phillips as their Credit Representative:

Representative's business name	Equity Mortgage Specialists Pty Ltd T/A Your Home Equity ABN 57 649 344 212
Representative's name	Scott Phillips
Representative's address	Suite 12, 59 Albany Highway Victoria Park WA 6100
Representative's phone numbers	0438 219 245



Representative's email address	hello@yourhomeequity.com.au
Business Credit Representative number	530659
Individual Credit Representative Number	547787

If you are looking for consumer credit products, our role is to help you find a product that suits you. That process involves talking to you to understand your requirements and objectives in seeking credit, as well as understanding your financial position.

### **Our assistance process**

We are required by law to ensure that any credit product with which we assist you can be deemed “not unsuitable” for you. In simple terms, this means that the product fits your needs and that you can afford to meet the financial repayments.

To establish this, we need to:

- make enquiries with you as to your needs;
- make enquiries with you as to your financial position; and
- collect evidence from you to verify your financial position.

Once we have done this, we will then use our broking expertise to find a product in the marketplace that you can afford and that meets your needs.

We can provide you with a report – called a *Preliminary Assessment* – on how we determined that any loan we assisted you with was not unsuitable for you. You may request this report up to seven years after we provided you with this assistance.



## With what products do we provide assistance?

We have the following lenders on our Approved Product List:

1. Australian Seniors Finance Pty Ltd trading as Heartland Reverse Mortgages
2. Household Capital Pty Ltd
3. Inviva Services Pty Ltd

This is not to say that we will only deal with these lenders, it is simply that the products these lenders offer have been most suitable to our most recent clients. Your case may be different, and we would look at your needs separately and independently of the above list.

We are also required to provide you with the top six lenders on the Approved Product List for QED Credit Services Pty Ltd trading as Pursuit Broker Services (noting that these financial institutions are NOT reverse mortgage lenders):

1. Macquarie
2. Commonwealth Bank
3. Westpac
4. ANZ
5. Bankwest
6. NAB

## How do our Credit Representatives get paid?

Our Credit Representatives are paid a commission directly from the lender. The lender may pay them a percentage amount upon settlement of your loan and may also pay them an ongoing percentage amount for the life of your loan.

These amounts are paid to the Credit Representative by the lender and ARE NOT payable by you. If you are interested and want an estimate of what the commission



payment will be and how it is worked out, please just ask us or our Credit Representative and we will be only too glad to provide you with this information.

We disclose the commissions we will receive from the lender in our Credit Proposal document which is provided to you when we make our credit provider recommendation.

### **What if you are not happy with our services?**

At Your Home Equity, we always work hard to build strong and lasting relationships with our valued customers. By listening to your feedback, not only can we address any immediate concerns you may have, we will also continually improve our products and services.

We know there are times when you may wish to compliment us on something we have done well and other times when you may wish to tell us we have not met your expectations.

If, for any reason, you do not feel that you have received the highest standard of care from us, we encourage you to share this with us. We have developed a process that we believe makes it easy for you to tell us of your concerns and for them to be addressed quickly and fairly.

You can contact us by whichever of the following means best suits you:

#### **Complaints Manager**

- ✉ QED Credit Services Pty Ltd  
31 Ardentallen Road  
Enoggera QLD 4051
- 💻 [admin@pursuitbroker.com.au](mailto:admin@pursuitbroker.com.au)
- ☎ Phone: 1300 817 662



If you choose to contact us by mail or email, please make sure you provide as much detail as possible about your complaint.

We will try to deal with your complaint on the spot. However, if this is not possible, we will write to you to acknowledge your complaint within 24 hours of receipt. We will ensure we treat you fairly and will work to resolve your complaint as soon as

possible. In the rare event we are still investigating your complaint after 30 days we will write to you to explain why and to let you know when we expect to have completed our investigation.

When we have completed our investigation, we will write to let you know the outcome and the reasons for our decision.

### **Taking it further**

We hope that you will be satisfied with how we deal with your complaint. However, if your concerns remain unresolved, or you have not heard from us within 30 days, then you can have your complaint heard by an independent party, the Australian Financial Complaints Authority (AFCA). You can contact AFCA at:

#### **Australian Financial Complaints Authority**

T: 1800 931 678

E: [info@afca.org.au](mailto:info@afca.org.au)

W: <https://www.afca.org.au>

GPO Box 3

Melbourne, VIC 3001



## Credit Quote

### Broker Engagement Fee

We charge our clients an upfront service (Broker Engagement) fee which will have been discussed and agreed with you. Our payment terms are outlined in our Quote for Services. We will ask you to consent to these fees by signing our Quote for Services before we provide you with credit assistance.

Our fees range from a minimum of \$495 (including GST) to a maximum of \$2,200 (including GST). You will not be charged any further upfront fees by us.

In addition to our fee, you will be charged a fee by the lender as well associated government fees and charges, all of which will be fully disclosed to you before you enter into any agreement for a reverse mortgage loan.

### Remuneration, Commissions and Fees

Equity Mortgage Specialists Pty Ltd trading as Your Home Equity receives fees and commissions from lenders in connection with any finance we arrange for you. These fees are not payable by you. The commission amount depends on the amount of the finance and may vary from product to product.

We will fully disclose any commissions that we may receive from the lender in connection with any finance we arrange for you in the Credit Proposal document.