

## The Process

For the first time purchaser or investor, the process can be daunting. Reid Consultants have been through this many times and aim to make this as easy a process as possible for you. That does not mean things can and will go wrong, it just means you are aware of what can happen and have a good framework and understanding of the time guidelines around each of the steps.

1. Once you have contacted us, we will e-mail you a Client Fact File and Estimated Budgeted Monthly Expense spreadsheet. We will ask you to complete these and return them for us to start the process. These are self explanatory excel spreadsheets which enable us to assess your borrowing capacity and make sure it is affordable for you in the first instance before we see any paperwork to validate the numbers.
2. We then may send some information back in the form of a property report (free to you) and arrange to sit down with you at a time and place of your convenience to meet and discuss what your goals are and what you are looking to achieve.
3. This is the important part of the process, understanding what you want to achieve. For some it is simply to own their own property and for others it is to build a platform so that they have financial choice in the future.
4. After this initial meeting and you decide to use our services, we will then ask for documentation from you and start the process to identify the type of loans and lender selection that will suit your needs.
5. For an investor client wanting to build a multiple property portfolio, the process is normally to revalue and refinance an existing property and then look to obtain a pre-approval for a loan to purchase the next investment property.
6. For an owner-occupier wanting to purchase a home or refinance or a senior client looking for a reverse mortgage, the process is to search for a suitable set of loans and lenders applicable and for the client to make the choice as to lender.
7. Once a loan has been submitted and approved, the settlement process can take up to 4 weeks depending on lender.
8. We will follow up and keep in contact to make sure you are comfortable with the solution and whether there is anything else we can assist you with.