

# *Benefiting From A Single Point of View*

**A single point of contact for your borrowing needs creates benefits in terms of time, convenience, choice and trust. The role we can play in meeting your borrowing needs is now being extended to a much wider field than before.**

Over recent decades independent mortgage brokers and finance businesses such as our have changed the face of home loan lending in Australia. Twenty years ago independent mortgage businesses were a factor in only a small proportion of all mortgages arranged. Now they play a part in a growing proportion of the market and this shows that brokers have something real to offer.

Success has not been an accident and the personal relationships between brokers and home buyers have been an important element. The knowledge that the broker has access to a wide range of products from a wide range of lenders has also been important.

In the past you may have been happy with your home loan or investment loan but when it came to the need to purchase a motor vehicle, for example, you had to go off and find another lender. Similarly if you had other borrowing needs such as personal loans, commercial finance, factoring and other business borrowing needs, you had to deal with a number of different people to meet all these finance needs. With the changing situation, your choice and convenience are both improved.

Rather than facing the task of flicking through the yellow pages every time you have a new borrowing need, it is more convenient to come to a person you already know – and who already knows you.

Your choice is boosted because our panel of lenders is increased to include companies that specialise in various other forms of finance. If the financial product or service is not one we offer in house, we are sure to have a trusted industry professional we can refer you to for assistance.

One of the exciting things about our business is seeing our clients grow and the privilege of growing with them. If your financial needs are growing and becoming more sophisticated, it might be an opportune time to contact us for a conversation about this.

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For further information, please don't hesitate to call AlphaLoan today so we can match your needs against 100's of home loans from our panel of lenders, including all the major banks and many more!

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