



# WHAT'S NEW?

25 November 2016

## Good news – NAB's transformation continues.

### POLICY



#### Rural properties over 25 acres can now be considered in a lending application

NAB has been a strong supporter of Australian farmers for more than 150 years. We'll now consider a customer's rural property (that has not passed NAB's Marketability Test) to support their home lending application as a rural residential security. These applications will be considered by NAB's Credit Managers and will be subject to NAB's lending criteria. Loan to Value Ratio restrictions may apply.

**For more information about these terms, including your customer's eligibility, please speak to your BDM or login to [nabbroker.com.au](http://nabbroker.com.au)**

### PRODUCT



#### Pre-pay fixed interest in advance for investment home loan customers

Customers borrowing for investment purposes can now pre-pay their interest in advance on NAB Tailored Home Loan – fixed rate, interest-only (stand-alone or in the NAB Choice Package\*\*). Available fixed rate periods are 1, 2, 3, 4 or 5 years.

**For more information about our interest-only options, please refer to the Interest in Advance fact sheet for brokers.**

### PAYMENTS



#### Commissions paid for loan variations regardless of channel

Now, whenever your customer increases their loan by more than \$20,000, regardless of whether it was processed by you or us, you'll be rewarded. You'll receive an upfront commission on the home loan increase amount<sup>^</sup>, as well as continuing to receive a trail commission on the total loan value.

**For more detailed information on commissions and the qualifying criteria for each eligible product, please refer to the agreement with your aggregator.**

### PEOPLE AND PROCESS



#### A better banking experience for broker customers

Now any NAB banker can assist your customers, including accepting credit critical variations either in-branch or over the phone. These requests will be processed by NAB's Broker Variations Team.

## We're here to help



[nabbroker.com.au](http://nabbroker.com.au)



Talk to your BDM



Call 1300 622 276

\*\* When your customers apply for the NAB Choice Package, you must include in the package a minimum of \$150,000 in eligible lending products (which are existing or new lending). Fees and charges are payable. Terms and conditions apply and are available on request from NAB. This is subject to normal lending criteria. For more information, please visit [nab.com.au/personal/loans/home-loans](http://nab.com.au/personal/loans/home-loans). NAB Choice Package will not be available to applicants who reside overseas (regardless of citizenship) and/or for applicants who require Foreign Investment Review Board (FIRB) approval to purchase residential property purchase in Australia.

<sup>^</sup> Please note commissions will be paid via your Aggregator. For more information about commissions, please refer to NAB Broker Guide available when you log in to [nabbroker.com.au](http://nabbroker.com.au) or speak to your BDM. A \$20,000 minimum increase required for upfront commission. Trail commission criteria and rates remain unchanged. A132453-1116