

## **Why Our Finance Brokers Are Different**

We've listed a number of reasons why we are different and how you will have a better experience using the team at Trusted Finance Solutions than a franchise based broker or going direct to the bank.

### **Working with your accountant and financial planner**

The team at Trusted Finance Solutions have direct experience in sourcing business from accountants and financial planners as well as working alongside them in wealth management companies, gaining firsthand experience of their recommended strategies and structures. We believe it is essential that you have three expert advisers in the field of 1) accounting, 2) financial planning and 3) finance to build wealth over time.

We work with your other Trusted advisers (accountant and financial planner) throughout your finance application to ensure that the finance is structured in the most tax effective manner, in addition to making sure that your assets (income and property) are protected.

### **Bank credit policy**

The directors of Trusted Finance Solutions are more than your average mortgage brokers. We have years of experience working inside the banks and understand their inner workings. Having credit assessment backgrounds and in-depth knowledge of credit policies, sets us apart from other brokers. There is very little that we have not seen before and in the majority of circumstances find ways to get difficult deals over the line.

We know that although bank credit policy is black and white, there are many areas where the banks are willing to bend the rules because at the end of the day, they are keen to win your business.

### **Personal bankers**

We see ourselves as not only your finance broker but also your personal banker and point of contact, ready to lend a hand and provide advice on any banking requirement you may have. We have contacts in all of the banks and usually find it quite easy to obtain anything you need.

We act as a point of call for a number of overseas clients who use us should they need any advice or banking completed and we have the ability with some banks to have full authority on your accounts should you want this.

### **A professional service**

From personal experience, accountants and financial planners are usually very reluctant to pass on / refer one of their clients to someone else unless they are 100% confident that their client is going to be looked after and given quality advice. The fact that the majority of our business comes via referrals from accountants and financial planners, says a lot about our professionalism, education levels, understanding of their strategies / structures and service

that we provide. The testimonials from our clients further supports this and we are more than happy to pass you onto any of our existing clients to speak to before using our firm.