



Broker Service Guide

Dedicated to Brokers

We specialise in offering a range of finance options to brokers, from secured and unsecured loans to commercial and bridging finance, we even offer a mortgage referral system for brokers who don't specialise in financial advice.

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Why Use Exclusive

We know that the secured loan market is a competitive environment which is why we have tried to make ourselves as unique as possible.

Our emphasis has always been on the service that we provide our brokers, we are aiming to build long lasting and strong relationships with our brokers and think of our service as second to none.

It was due to this emphasis that we expanded our range of services that we offer to make us more of a 'one stop shop' for most brokers needs.

We have a large panel of both secured and unsecured lenders, commercial and bridging lenders along with whole of market access for mortgage referrals so you can be assured that your clients will get the best service possible. On top of this we have launched our new broker zone to enable brokers to submit enquiries easily and provide a range of downloadable documents for your assistance.

Secured / Unsecured Loans

Secured Loans

We have a large panel of secured lenders, many of which we have worked with for several years and have strong relationships with, this means we were able to place even the most difficult of cases and we know the lenders criteria 'inside out' so you can feel confident that your clients will be dealt with efficiently and placed with the most appropriate lender. Unlike some packagers, we don't use a sourcing system, so our underwriters manually underwrite the cases. This means there is less chance of a case being placed with the wrong lender.

Secured loans are normally underwritten within 2 working hours and can be paid out within 10 working days

They are ideal for clients who are on a low mortgage rate or have an early repayment charge.

Unsecured Loans

We have a strong panel of lenders available to assist with unsecured loans for both homeowners and tenants. These loans are available from £500 up to £15,000 for clients with both prime and adverse credit. Even self employed applicants are eligible if they have accounts.

We normally obtain a decision within a few hours and depending on the lender can have a loan paid out in a few days.

Unsecured loans are ideal for tenants or clients who don't have enough equity in their homes, Unlike many other unsecured loan packagers we DON'T charge any upfront fees so you know your clients will be well looked after.

IVA / Debt management

Iva

An Involuntary arrangement (IVA) enables clients to cut their debts to an affordable level and clear them over a fixed period. The client make one single manageable monthly payment, based on their budget, for 3-5 years. After that the remaining debt is wiped clean, leaving them completely debt-free.

We understand that IVA's are only suitable for specific clients and there are many IVA providers in the marketplace however we have built up a strong working relationship with a reliable and trusted IVA company.

Debt management

A Debt Management Plan (DMP) is a method used for paying personal unsecured debts. Typically, such debts are out of control -- even minimal payments are late and take too large a portion of income, or even exceed it. A DMP usually involves a third party organization that aggregates all or some of the debts, assessing income and budget, and re-negotiating interest rates and payments with the lenders.

We understand that DMP's are suitable for specific clients and as a result we have a strong relationship with a debt management specialist. This means that you can be assured that your clients are dealt with in a professional manner.

Commercial & Bridging Finance

Commercial Finance

We have access to over 20 specialist commercial lenders and offer products for many types of commercial finance including development finance, refurbishment and standard commercial mortgages on a range of commercial properties.

As well as being able to offer commercial mortgages we also offer factoring, invoice finance, asset finance and unsecured business loans.

Our underwriters are experienced and work with the lenders to ensure that your clients application proceeds as quick as possible.

Bridging Finance

Due to our large panel of bridging lenders we are able to offer bridging loans for a variety of purposes on a variety of different properties, these include:

- Commercial Properties
- BTL properties
- Regulated residential properties
- 2nd charge bridges available.

Some of our panel lenders will lend up to 100% of the purchase price if the property is being bought under market value and bridging terms can be from 1 month up to 12months

Mortgage Referral's

This is a new service being offered to our brokers, our Sister company **Exclusive Mortgages** is a regulated

Mortgage brokers, They have access to whole of market and will advise the clients to the most suitable mortgage to meet their needs. Due to the regulation relating to mortgages, all mortgages are dealt with on an advised basis only, this means that once you have given us the clients details, we have to contact the clients direct to begin the mortgage process and we are responsible for the advice and compliance for the application. We will keep you updated on the case progress throughout the application.

We understand that this is an area suitable only for specific brokers as many will advise and package their own deals direct. To avoid any worry about cross selling, our introducer agreement gives you the chance to select exactly what products you are interested in and we do not cross sell those that haven't been selected.

For Mortgage referrals we have an additional separate introducer agreement which also has to be completed, please contact the office for more information

Commission

At Exclusive we have tried to make our commission structure as clear and favourable as possible. We pay the following commission as soon as the funds have been received and cleared from the lender.

- 40% of the GROSS commission and 40% of the GROSS fee charged on all Secured and Unsecured loans.
- 40% of the GROSS commission for all IVA / Debt Management plans
- 50% of the net commission for all Commercial, Bridging and Mortgage referrals .

We also offer over ride commission for volume business, please contact the office for more details

Please see introducer agreement for further details on all commissions

Our System

Our Broker Zone can be accessed direct from our website –

www.exclusivefinanceuk.com

Once logged in you have the option of selecting what type of enquiry you wish to submit, simply complete the online application and our underwriters will respond within 2 working hours.

We also offer a fast track service * –simply click the fast track case button and enter the clients name and number and we will make contact with the client on your behalf and take all the necessary information from them.

We also tailor our relationship to suit your needs and can accept enquiries via Fax or email, application forms can be downloaded from the document site on our broker zone

Q & A

How do I become an introducer to Exclusive Finance?

Simply register online at

www.exclusivefinanceuk.com

or call us on 0844 800 5430 and one of our new business team can complete your registration over the phone

When will I get my commission?

We pay commissions every Friday so as long as your case has completed and the commission has been received and cleared by the lender we will pay you on the Friday of that week.

How do I get updated on my cases?

Our processing department will update you at every step of the application via email or telephone if you prefer. You can also call at any time and speak to your dedicated case handler.

Are secured Loans regulated?

Secured Loans are not currently regulated by the FSA however we are expecting this to change in the future. At present they are regulated by the consumer credit act and Exclusive Finance take care of all compliance associated with the loan. We also offer a downloadable suitably letter on our website for you to use which confirms that you have given No advice on the secured loan.

How do we know what type of service you really provide?

We feel very confident over our service but you don't just have to take our word for it, simply view our testimonials on our website from some of our existing brokers, Alternatively contact the office and we are happy to put you in contact with some of our existing brokers so you can ask them yourself direct