

NEXUS CONCIERGE

The Power of Choice

Nexus Concierge provides accredited referral partners with access to a full scale mortgage solution, regardless of their preferred method of client referral.

If your preference is to continue referring clients directly to lenders of your choice, then there's no change. Nexus Concierge simply provides an alternate solution for more complex lending scenarios, or for those clients who have been declined by your preferred direct to lender brand.



When could you use Nexus Concierge?



Discuss a client scenario with mortgage specialists prior to making a referral



Initial client referral was declined by preferred lender



Client prefers to deal with a licensed broker instead of a lender directly



Clients would like to compare offers from a range of lenders

**NEXUS
CONCIERGE**

Call 1300 252 070

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www.nexuspartners.com.au

Australian Credit Licence 387734

When could Nexus Concierge benefit your clients?



Client has been declined by another lender

- | Outside Policy
- | Solutions Don't Match Client Needs



Client has specific lending needs

- | SMSF Loans
- | Self Employed Loans
- | Complex Commercial Loans



Client is Credit Impaired

- | Credit Defaults
- | Unpaid Tax Debts

How it works

Call 1300 252 070
to discuss a specific referral scenario.

Enter a client referral to Nexus Concierge in the Nexus Connect portal.

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FAQ's

How do I refer a client to the Nexus Concierge team?

Referrals are made using the normal process in place via Nexus Connect. For Nexus Concierge, simply select that option located in the list of lenders.

What if my preference is to continue referring direct to lenders?

There are no changes to your current referral arrangements. If your preference is to continue to refer clients directly to your preferred lender, then please continue to do so. Nexus Concierge simply provides an additional client solution for declined referrals, or more complex client scenarios. You can choose whether or not to use Concierge on a deal by deal basis when it suits the client, and you retain control of the client relationship.

Is the Nexus Concierge team licensed to provide credit advice to my clients?

Yes, all credit advice is undertaken by licensed persons from our specialist partners at Xenium Finance.

Do I still receive a commission payment for a successful client referral?

Yes, all Nexus Concierge referrals are eligible to receive a commission payment following settlement. Payments will vary according to lender chosen and the method of loan fulfillment sought by the client.

Does Nexus Concierge cover all types of lending?

Yes, Nexus Concierge solutions cover all types of lending, including complex Commercial and SMSF borrowing scenarios.

Why Nexus Concierge?

Not all lender policies and serviceability guidelines are the same. Nexus Concierge simply broadens the choice of banks, non-banks and specialist lenders for you and your clients

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