



## FREQUENTLY ASKED QUESTIONS ABOUT MCP

### 1. About MCP?

MCP is a professional services firm assisting its individual and business clients with their finance broking, business advice and legal needs.

It is staffed by a team of professionals with experience in Banking, Law, Finance Broking, Business Structures and Accounting.

We are independently owned and have been established since 1994.

We enjoy a strong reputation and history of customer satisfaction, including an established presence in the accounting industry with our Accounting Partners Program.

We do not provide accounting services directly but enjoy strong relationships with many accountants in practice.

### 2. What Finance can your team assist with?

We broker loans that are secured by real property; however, we also broker commercial finance for SME's. Our expertise includes:-

- Home Loans;
- Investment Property Loans;
- Refinance of existing Property Loans;
- Lines of Credit;
- Variable Rate Loans;
- Fixed Term Loans;
- Low Doc and No Doc Loans;
- Construction and Development Finance;
- Commercial Bills;
- Business Term Loans;
- Business Overdrafts;
- Superannuation Instalments Warrants;
- Equipment Finance, including Leasing; and
- Invoice Financing.

### 3. Does MCP have their own funds to lend?

No, we are independent and act as an intermediary for you and negotiate with other lending institutions only.

### 4. Why Use MCP as opposed to approaching your bank directly?

#### The Financiers

MCP has relationships with many lenders and understands their requirements.

## Your Personal Circumstances

- MCP saves you time by negotiating and dealing directly with lenders on your behalf.
- MCP seeks out the optimal structure and lender for your borrowing requirements.
- We take the time to understand your banking requirements, e.g. early repayment opportunities, redraw facilities, multiple loan splits etc. and ensure that the product you receive suits your goals and needs.
- Banks may give you the product that suits them.
- If issues arise, we are experienced with dealing with lenders and have relationships in place to escalate issues if needed.

## Additional Services and Support

We have solicitors on staff to quickly provide legal advice as required at cost.

We can provide you with in-house Conveyancing and related Legal needs, which allows the total process to be simple and convenient.

### **5. What Legal services do you provide?**

We provide commercial legal services in the areas of:-

- Buying and Selling Businesses;
- Asset Protection;
- Structure advice, including Partnership, Shareholder and Unitholder Agreements;
- All manner of Commercial Agreements;
- Leases;
- Intellectual Property;
- Litigation;
- Superannuation Trust Deed Amendments / Updates; and
- Company Formations and Trusts.

We also undertake personal legal services in the areas of:-

- Property Conveyancing;
- Estate Planning including Wills, Testamentary Trusts and Powers of Attorney; and
- Probate.

### **What Other Services Do you Provide?**

- Business Health Audits
- Business Structures & Formations (including Companies & Trusts)

In addition, we can refer you to a range of recommended professional advisers, including Financial Planners, Real Estate Agents, Insurance Brokers, and Business Coaches etc.

### **6. Do I have to visit your office?**

In relation to matters of finance broking, we are required by most lenders to meet you as part of the finance process.

At times this can be achieved by visiting you at a convenient time and location.

Otherwise no. We appreciate you cannot or may not wish to attend our office, and in many instances we can provide you with an unchanged service 'remotely', using email, telephone, mail and fax.

We cater to the needs of many interstate and international clients without the need for physical/geographical proximity.

## **7. What are the fees and charges involved with your finance broking and who pays them?**

### **Mortgage Finance**

In most instances there is no charge for our services.

We are reimbursed for our time directly by the lender, out of their margin, for managing the relationship with you. Any other fees are discussed upfront and agreed by you.

Standard bank and government fees and charges may be applicable and these are charged by the lender.

We are often able to negotiate fee and interest rate discounts with lenders.

### **Commercial Finance**

We deal with a range of financiers in this area, including major, second tier and non-banking institutions.

We can assist with a range of funding requirements including commercial property, business finance and equipment financing needs.

In many instances, there is no charge for our service.

## **8. What are the fees and charges involved with your legal Services and who pays them?**

Where possible we seek to fix our costs up front with you.

This is generally possible for almost all of our services, except those involving Litigation.

We usually do not charge for out of pocket costs associated with our office, including faxes, photocopies, emails, couriers, mail, phone and so forth.

Any other fees are discussed upfront and agreed with you.

You are responsible for payment of our Legal costs, in accordance with a timeframe agreed with you.

We like to receive a part payment towards estimated fees, to be held in our Trust Account, pending work done.

We will also provide a Costs Agreement as required by law.

## **9. If I want to change or check my finance in the future can MCP help me?**

Yes.

Because we are familiar with your circumstances and up to date with all current bank products and policies, we are able to fine tune or recommend a more beneficial structure for borrowings over time.

We encourage you to contact us at any time with questions. We also keep you informed of relevant industry developments on a regular basis.

### **10. Does MCP offer accounting services?**

No.

MCP is involved with many Accounting firms through its Accounting Partner program and is able to refer you to a range of Accountants suitable to your needs.

We do have staff that are accountants that understand your needs and challenges.

### **11. If I have feedback?**

We welcome your feedback and detailed correspondence, which would be reviewed by our Directors.

### **12. How can I Keep in Touch?**

We like to maintain an ongoing relationship with you. You can of course contact us at any time. We also provide a monthly newsletter to keep you abreast of relevant finance & legal matters.

### **13. Where can I learn more?**

You can visit our website at [www.mcpgroup.com.au](http://www.mcpgroup.com.au) or contact our office on (03) 9620 2001 and ask to speak to a team member about how we can help you or your business.

We thank you for your support and look forward to working with you.



David McCleery  
Director



Mike Poynter  
Director