

more than just another
home loan company

April 2006



COMMUNITY CHOICE
FINANCIAL SERVICES

Partnership
for life!

Community Choice News

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Expansion means more services available to you

New SA office.
New services.
More staff. And
most importantly,
it all affects you. If
you have just a few
minutes, I hope
you'll pour a cuppa
and read this
edition of



By Dan Brandenburg
Managing Director

Community Choice News, created specifically to keep you informed with what is happening in the finance industry and in our company.

WA continues to boom

WA is leading Australia in the commodity boom, particularly in oil and gas. This has created a labour shortage and people are migrating to WA to accommodate the shortage of labour.

Put simply, there is not enough housing to accommodate the sudden influx of new residents. Hence, property prices have risen with the shortage of available housing.

Mr Adam Carr, Chief Economist at St George Bank, suggests that in light of WA booming, the remainder of the country is not performing as well. Because of high oil prices impacting on inflation, he believes that the RBA will most likely



Western Australia's economy is continuing to forge ahead.

hold interest rates where they are for the short-to-medium term. However there may be a slight movement up towards the end of the year.

South Australia's successful launch

I'm excited to tell you that our South Australia office is up and running and I'm looking forward to seeing them become a powerhouse in SA.

A portion of this edition and all future issues of Community Choice News will be devoted to news from the SA office.

Commercial & business finance

Call us for commercial and business finance! While Community Choice has always been able to help our clients in this area, we now have a specialist in house and a number of commercial and business loan products on offer. Read more about Mr Stuart Stoker, our Commercial and Business Finance Manager on page 3.

Looking for a financial planner?

If you're looking for more in-depth financial advice in addition to the broking services already available to you at Community Choice, advice is on the way.

Feel free to ring 1300 555 541 or email jenny@communitychoice.com.au should you wish to be contacted to arrange an appointment.

Lastly, I hope you'll enjoy this edition of Community Choice News and remember that we are not just another home loan company. We expect to have a partnership with you for life.

INSIDE:

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Community Choice's business loans department. p3

Notice to clients:
Community Choice will be putting together another free property information night. To register your interest, contact 1300 555 441 or email jenny@communitychoice.com.au

South Australia sees a crucial service in broking

As with anything new, people can be a little wary at first. And the idea of using brokers is a little bit new in South Australia. However, we are finding South Australians are very interested in working with mortgage brokers when they find out how it benefits them.



Mark MacNab
Director CCFS SA

In fact, the office has been growing busier every day since we opened our doors in January. We've quickly grown to a team of six knowledgeable finance people, and as of this month, we've now processed over \$5 million in new business.

After spending 17-18 years in the Western Australian banking industry, I'm finding this venture with Community Choice to be an exciting one.

Not only have I been able to return to Adelaide, where I was born and raised, but I've also joined a rapidly expanding finance company with a philosophy I can really appreciate.

Something has gone amiss in the banking industry and I believe it's noticed by almost every borrower out there. It's the personal service. "Where is my bank manager?"



The South Australia Community Choice Team.

Your bank manager was the person with whom you used to share those personal finance details. The ones you shared with no one else. Ever.

But bit-by-bit we've lost access to those bank managers and that personal service, haven't we?

That is why working with a finance broker has become so popular since its inception in Western Australia.

Alas, you no longer have a gap in your life where your bank manager used to be.

You have your Community Choice Lending Manager and you need only share your details with them once. They'll then be kept on file for future loans and acquisitions with all lenders, Australia wide. We're here for the long term and the plan is to work with you to achieve your financial goals.

The official opening of our office, located on South Road in Mile End, will be Friday, April 21st. I hope you'll stop by for a visit and that you'll keep us in mind should you need assistance with any type of residential or commercial lending.

Meet us at the shows

In South Australia:

Home Ideas & Lifestyle Expo

22 - 25 April

Royal Adelaide Showgrounds

Master Builders Assn Expo

7 - 9 July

Royal Adelaide Showgrounds

Adelaide Royal Show

1 - 9 September

Royal Adelaide Showgrounds

Spring Expo

20 - 22 October

Royal Adelaide Showgrounds

SA Girls Weekend

28 - 29 October

Royal Adelaide Showgrounds

In Western Australia:

I Design

5 - 7 May

Claremont Showgrounds

EveryWoman Expo

16 - 18 June

Perth Convention Centre

Master Builders Association Expo

23 - 25 June

Perth Convention Centre

Perth Royal Show

30 September - 7 October

Claremont Showgrounds

Spring Expo

20 - 22 October

Claremont Showgrounds

Did you know?

Finance broking was pioneered in WA, and today, WA is still the most regulated state in Australia in terms of mortgage broking rules.

Despite not being required by South Australian law to adhere to the same stringent procedures, we will be duplicating the system used in Western Australia. This system has been adopted as a policy of Community Choice and it's felt to be the fairest and most transparent to clients.

If you have any questions about the mode in which we conduct our finance transactions with complete disclosure of rates and commissions, feel free to contact Dan Brandenburg or Mark MacNab any time.

Market commentary from WA's “Legend of the Quarter” Kris Ogden

I thought last year was a busy one. If the amount of transactions being processed at Community Choice is any indication, this market seems unstoppable.



Kris Ogden

There is a lot of investing happening at the moment. As you may recall, Alannah MacTiernan, our Minister for Planning and Infrastructure announced the “Network City” initiative - the State Government's solution to the battle against Perth's increasing urban sprawl.

Under this initiative, and in conjunction with new Town Planning Schemes allowing increased density, many large blocks have become subdividable or now have “subdivision potential”.

As a result, I've been contacted by many clients who already own, or are planning to acquire large blocks and intend to build triplexes and other medium density developments.

This is happening a lot in Joondanna,



Yokine, Noranda and a number of other suburbs throughout the metropolitan area.

Given the favourable condition of the market, people are becoming more comfortable with borrowing for investment purposes.

And there's another trend emerging...

With interest rates still relatively low and a market that's expected to forge ahead at a good pace, many clients are comfortable with the idea of borrowing a “float” to assist with covering the shortfall on their loans.

For example, if a client finds they need to contribute an additional \$50 per week toward their investment property loan (after factoring in the incoming rent), they are borrowing an extra few thousand and leaving it in the account the mortgage payment is debited from.

“Legend of the Quarter”

Mr Kris Ogden, our Legend for the first quarter of 2006, has already settled over \$7 MILLION in business since January. Mr Ogden has also now broken the company record of most new business in one month, in excess of \$8.8 million for the month of March. Hats off to you, Kris!

Commercial and business finance department

It may be a large amount. It may be small. If you need money for business purposes or for a commercial real estate venture, ask us. Community

Choice now offers a comprehensive and competitive service in commercial finance as part of the suite of services already offered.

Mr Stuart Stoker joined Community Choice earlier this year with over 20 years' experience in commercial lending, having worked with banks, finance companies and commercial brokers.

As commercial lending is more comprehensive and involved than



Stuart Stoker

personal finance, we're happy to have an in-house expert here to help you.

No loan is too big or too small. Mr Stoker has processed business loans between \$3,000 and \$50 million.

We can assist with:

- Commercial/retail property mortgages
- Development/subdivision funding
- Equipment and vehicle finance
- Private and institutional mortgages
- Corporate finance and project funding
- Rural property & farm equipment loans

Feel free to contact Mr Stoker on his mobile 0433 143 125 with any commercial or business finance queries.

Welcome, Jenny!

A warm welcome to Jenny Davidson, our new national marketing manager, also managing our communication officer division.

A little bit about Jenny...

Jenny has worked in the banking industry for 27 years and brings to Community Choice a wealth of knowledge in dealing with several of the major lenders. She's worked with BankWest, Westpac, NAB and CBA, managed 2 large call centres of over 40 staff and also worked in foreign exchange with American Express. Welcome to the team, Jenny.

Michelle's new position

Michelle Otway has taken the first steps toward expanding her position as Client Liaison Officer. She's now accredited and has begun a lending position in Community Choice's new consumer finance division, processing all secured and unsecured personal loans.



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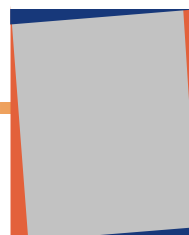
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SA Team