

Keep Me Updated

23 June 2016

REMINDER: LIVING SUPER REFFERAL PROGRAM FEES CHANGING

Living Super Referral Program referral fees will soon be changing. The \$550 referral fee (incl. GST) for super balances of \$50,000 or more will end on 30 June 2016. It will be replaced by a \$275 (incl. GST) referral fee for super balances of \$10,000 or more from 1 July 2016.

Have you considered using our Living Super Referral Program? Diversifying could be easier than you think, and it's a smart way to expand your business. Living Super could help your customers save money in super fees and make a difference to their financial future. All you need to do is have your customer fill in a form and we'll take it from there. For further information, please contact your ING DIRECT representative.

CHANGES TO GENWORTH LMI PREMIUM CALCULATOR

The Genworth LMI Premium calculator will soon be changing to include the upcoming reduction in stamp duty in the ACT from 2% to 0%.

The new calculator will be available, after logging in, on the calculator page of the Introducer website from 1 July 2016.

HAVE YOU EVER CONSIDERED COMMERCIAL LENDING?

We've developed some tips for brokers considering diversifying into the commercial market. Could they help you get started? They are:

1. Tap into your existing client base
2. Focus on key market segments
3. Update your communications

Visit the [Introducer website](#) for the full article.

Diversifying could reap valuable long-term rewards for you and your business and at ING DIRECT, we've got commercial covered.

Contact your ING DIRECT representative to find out more.

For the curious: The Trust Company (Superannuation) Limited ABN 49 006 421 638, AFSL 235153, RSE L0000635 is the Trustee of the ING DIRECT Superannuation Fund ABN 13 355 603 448 (Fund) and the issuer of interests in the Fund. ING DIRECT Living Super is a product issued out of the Fund. ING DIRECT, a division of ING Bank (Australia) Limited ABN 24 000 893 292, AFSL 229823, is the Promoter of the Fund and the issuer of this message. You should consider the Product Disclosure Statement and Financial Services Guide available at ingdirect.com.au when deciding whether to acquire, or to continue to hold, the product. The insurance cover offered by the Fund is provided by MetLife Insurance Limited ABN 75 004 274 882 AFSL 238096. Living Super is not available to US Persons. Conditions apply for the Living Super Broker Referral Program.

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OWNER OCCUPIED Interest rates effective from 24 June 2016

ORANGE ADVANTAGE (100% INTEREST OFFSET)	Interest Rate (p.a.)	Comparison Rate (p.a.)
Aggregate Borrowings \$500k+ AND:		
LVR ≤ 80%	3.94%	4.16%
Aggregate Borrowings \$150k+ AND:		
LVR ≤ 80%	3.94%	4.16%
LVR > 80% ≤ 90% (incl. LMI)	4.09%	4.31%
LVR > 90%	4.77%	4.98%
Aggregate Borrowings less than \$150k	4.77%	4.98%
ORANGE ADVANTAGE/FIXED RATE LOAN COMBINATION*	Interest Rate (p.a.)	Comparison Rate (p.a.)
Where an owner occupied Fixed Rate Loan is combined with an Orange Advantage (100% Interest Offset) home loan, the following fixed interest rates will apply.		
1 Year Fixed Rate	4.29%	4.64%
2 Year Fixed Rate	4.19%	4.59%
3 Year Fixed Rate	3.98%	4.50%
4 Year Fixed Rate	4.49%	4.62%
5 Year Fixed Rate	4.59%	4.65%
MORTGAGE SIMPLIFIER	Interest Rate (p.a.)	Comparison Rate (p.a.)
Aggregate Borrowings \$500k+ AND:		
LVR ≤ 80%	4.09%	4.11%
Aggregate Borrowings \$150k+ AND:		
LVR ≤ 80%	4.09%	4.11%
LVR > 80% ≤ 90% (incl. LMI)	4.24%	4.26%
LVR > 90%	4.65%	4.67%
Aggregate Borrowings less than \$150k	4.65%	4.67%
FIXED RATE LOANS*	Interest Rate (p.a.)	Comparison Rate (p.a.)
1 Year Fixed Rate	4.39%	4.65%
2 Year Fixed Rate	4.29%	4.61%
3 Year Fixed Rate	4.08%	4.52%
4 Year Fixed Rate	4.59%	4.65%
5 Year Fixed Rate	4.69%	4.69%

For the curious: Information is current as at the above date and is subject to change. The comparison rates are based on a loan amount of \$150,000 over a loan term of 25 years. **WARNING:** The comparison rates are true only for the examples given and may not include all fees and charges. Different terms, fees or other loan amounts might result in different comparison rates. Aggregate borrowings refer to total residential ING DIRECT borrowings. Interest rate discounts for an LVR of 90% or less are available only for new owner occupied borrowings and new to ING DIRECT security property, this offer may be withdrawn at any time. LVR based interest rates do not apply to Fixed Rate or Construction loans. With an Orange Advantage home loan, an annual fee of \$199 applies (first year annual fee of \$199 is currently waived for formally approved loans); and 100% interest offset when linked to our Orange Everyday transaction account and you make a deposit into this account. *The interest rate that will be applicable to your new owner occupied Fixed Rate Loan during the fixed interest period when combined with an Orange Advantage home loan is the ING DIRECT Fixed Rate applicable for the fixed interest period as at the settlement date of this loan less a fixed interest rate discount of 0.10% p.a. **WARNING:** If you have a Fixed Rate Loan you may be charged break costs if, before the expiry of the fixed interest period: (a) you make an additional payment of \$10,000 or more, or make additional payments totalling \$10,000 or more in any one-year period (with the first one-year period starting on the first day of the fixed interest period); or (b) you pay out that fixed rate loan or an amount becomes due and payable; or (c) we agree to change your loan type or fixed interest period that applies to your loan. Break costs could be substantial if interest rates fall during the fixed interest period. You should take break costs into consideration when deciding whether you want to fix your interest rate. All other terms in relation to the interest rate for your Fixed Rate Loan remain the same. Lending Criteria, Fees, Terms and Conditions apply. All applications for credit are subject to ING DIRECT credit approval criteria. Any advice in this email is general and does not take into account your, or your clients' objectives, financial situation or needs, and you should consider whether it is appropriate for you, or your clients. Before making any decision in relation to any of our products you, and your clients, should read the relevant PDS and Terms and Conditions booklet and Fees and Limits Schedule, available at our website or by calling 133 464. If you, or your clients, have a complaint, please call 133 464 at any time, as we have procedures in place to help resolve any issues you, or your client may have. Products are issued by ING DIRECT, a division of ING Bank (Australia) Limited ABN 24 000 893 292, AFSL and Australian Credit Licence 229823. You received this email as you provided ING DIRECT with your email address. However, if you do not wish to receive further email communications from ING DIRECT please send an email to marketing@marketing.ingdirect.com.au with "Unsubscribe" in the subject line or call 1300 656 226.

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INVESTMENT Interest rates effective from 24 June 2016

ORANGE ADVANTAGE (100% INTEREST OFFSET)	Interest Rate (p.a.)	Comparison Rate (p.a.)
Aggregate Borrowings \$150k+	4.34%	4.56%
Aggregate Borrowings less than \$150k	4.77%	4.98%
MORTGAGE SIMPLIFIER	Interest Rate (p.a.)	Comparison Rate (p.a.)
Aggregate Borrowings \$150k+	4.49%	4.51%
Aggregate Borrowings less than \$150k	4.65%	4.67%
FIXED RATE LOANS*	Interest Rate (p.a.)	Comparison Rate (p.a.)
1 Year Fixed Rate	4.59%	4.67%
2 Year Fixed Rate	4.44%	4.64%
3 Year Fixed Rate	4.35%	4.59%
4 Year Fixed Rate	4.69%	4.69%
5 Year Fixed Rate	4.69%	4.69%

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