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Commercial Update.



In the news: Tips on streamlining the commercial application process

As many banks have a manual commercial loan application process, missing information or incorrectly completed applications can slow down the loan process and affect the overall experience both you and your customer have.

To help ensure your commercial loan application experience is as smooth as possible, we wanted to share some tips from [our recent article in *The Adviser*](#):

- **Documentation:** Prior to submitting a formal application, consider creating an initial discussion paper, containing a synopsis of the deal, to get ING DIRECT's feedback.
- **Structure of entity:** If you're new to commercial, focus on the profit and loss statements and the add-backs initially, and consult with your business development manager for any additional requirements. You don't want to miss important information, but you don't want to invest time in unnecessary analysis either.
- **Security:** It's important to let us know if your client doesn't want to provide a general security agreement (GSA), so that it isn't taken automatically. Obtain clear instructions from your client, and ensure your application is strong to reduce the need for a GSA as collateral. You'll need to justify the client's request and mitigate the risks associated with not taking the GSA.

Commercial property loans without mandatory transactional banking

Did you know that at ING DIRECT we don't require commercial investors or SMEs to have transactional banking with us in order to borrow from us?

This reduces the hurdles your customer has to go through when funding the purchase of a commercial property or financing a business. It also allows you to maintain the key relationship with your customers.



This is just one of the many benefits of commercial lending with ING DIRECT. We also offer:

- Interest only lending to 75% LVR in metro areas
- 20-year loan terms
- A dedicated credit support team for fast answers.

Want to find out more or discuss a commercial loan? Get in touch with [your ING DIRECT representative](#).