



Commercial Update.



Interest Rates

For information on our current interest rates, [see our Introducer website](#).

ING Solicitors for Victoria Settlements

Please be advised effective from **Friday, 18 January 2019**, all new instructions for mortgage documents for commercial settlements in Victoria will be prepared by Gadens in Queensland. Gadens Victoria will no longer be acting as solicitors for ING in relation to commercial (PCM) property purchases, refinances and discharges. This change will have minimal impact on loan documentation and settlement times.

From **Thursday, 18 April 2019**, any outstanding matters will be handed over to Gadens Queensland for completion.

Status updates

Any information required about customers' loan documentation and settlement can be found by logging onto the [Gadens website](#).

Alternatively, you can contact Gadens on **1800 370 636** between Monday and Friday, 9:00am - 5:00pm (AEST).

Urgent settlements

For urgent or time sensitive matters, brokers can still pick-up/drop off loan documents at Gadens Victoria - Level 25, Bourke Place, 600 Bourke Street, Melbourne.

It's important to highlight that you must contact ING Sales Support on **1300 656 226** Monday - Friday, 8:30am - 6pm (AEST) to make arrangements for loan documents to be picked up at Gadens Victoria.

Accredited to introduce commercial loans?

A reminder that your accreditation with ING provides you with the opportunity to introduce both residential and commercial loans. This, partnered with our competitive entry costs, no ongoing fees and a dedicated team to support you, an ING commercial loan could be a great choice for your commercial customers. Here's a reminder of why you should choose ING for your commercial customers. We offer:

- Residential accreditation = commercial accreditation
- No channel conflict, we're here to grow the business relationship with you and support your client.
- Simple product suite with competitive interest rates
- We lend below \$3 million with LVRs up to 75 per cent for major metro areas and LVRs up to 70 per cent for regional areas.
- Our \$5 million maximum loan limit has been removed. Loans over \$3 million now have dedicated account managers that will manage your application from lodgement to settlement. Providing brokers with a single contact point throughout the application process.

Want to find out more or talk about a commercial loan?

Get in touch with your ING representative, they can help you with your submissions, workshopping deals or scenarios.

[Contact us](#)

To learn more



Visit introducer.ing.com.au



Call 1300 656 226



Important Information: All applications for credit are subject to ING's credit approval criteria. Any advice in this email 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 our loan products you should read the relevant Terms and Conditions booklet and Fees and Limits Schedule. Further information regarding interest rates, fees and terms & conditions is available from your Business Development Manager. ING is a business name of ING Bank (Australia) Limited, ABN 24 000 893 292 Australian Credit Licence 229823. You received this email as you provided ING with your email address. However, if you do not wish to receive further email communications from ING please send an email to marketing@marketing.ing.com.au with "Unsubscribe" in the subject line or call 1300 656 226.

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