

BROKER UPDATE



Welcome to your latest fortnightly update. In this update, we're bringing you the latest changes to ApplyOnline along with the adventures of our intrepid road-tripping BDM Bel! Plus, find out what's going on with the fixed rate market and learn how smart Australians are getting ahead without banks.

Hit the play button below to hear from James Angus, Bluestone CCO, about some of the exciting things coming up next!



What's new



Changes to compliance tab in ApplyOnline

You will now need to complete information within the compliance tab in ApplyOnline as part of the application process. This includes additional conversation points to confirm the product and features selected are in line with your customer's requirements and objectives. Please note that all relevant questions need to be completed and discussed with your customer before submitting their home loan application.

A Responsible Lending Summary will then be available for you to give to your customers for their records. It doesn't need to be signed or sent back to us. Most of the information captured in the application will be summarised in the ApplyOnline supplementary form and available to print with the responsible lending summary.

Document verification service (DVS)

This will also be available on the application under the applicant's tab, so you can check identification document details against relevant government databases before submitting an application. This will give you some certainty that the ID provided will be accepted by Bluestone.

We will send you a detailed guide of the two new features over the coming weeks.

Bel's road trip from Sydney to Perth

Our wonderful BDM Belinda Gray went on her epic road trip back to WA (with the two horses in tow) earlier this month! Check out her [LinkedIn](#) to see all her adventures on the way, including fixing the flat tyres with duct tape!

Bel says, "I am super thankful for this opportunity to be working from my old home in WA. As many of you would know, this has been something I have been chasing for some time and I can not thank James Angus and Campbell Smyth enough for entrusting me with this next adventure."



In the news



What's up with the fixed rate market?

If you're wondering what the deal is with the low fixed interest rates at the moment, read the article below from our CEO Cam Smyth for some insights!



How smart Australians are getting ahead in the real estate market

Our CCO James Angus recently spoke to news.com.au about how smart Australians can get ahead in the property market without getting a home loan through a mainstream bank.

[Read the article](#)

[Read the article](#)

Have your say

Share your thoughts about Bluestone by taking the survey below from Momentum Intelligence. Your feedback will help us to gain insights into broker's attitudes, perceptions and priorities that will help to create a better broker experience in the future.

[Take the Survey](#)

YOUR BDM



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[Book a time](#)

Our BDMs are here to help. Simply select the relevant meeting type when booking a time.



Bluestone.

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