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## In the know.

### Important updates for brokers.

**For the latest rates, offers and access to your BrokerHub.**

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Hi Connective Lender Services Pty Ltd,

At BankSA, your business and clients are important to us, so we want to make sure you're up to date with the latest information. Please take a few moments to catch up with what matters in this edition, including:

- R&O Conversation Summary document changes.
- First Home Owner Grant email acceptance.
- ApplyOnline changes.
- Improvement to Pricing Requests.
- Medico sector expansion.

### Your latest must-knows.

New Responsible Lending Conversation Summary.

From **Monday 19 July 2021**, we'll provide all customers with a 'Responsible Lending Conversation Summary' document as part of their Loan Approval Pack, which they'll need to read and return with their signed documents.

[Find out more](#)

First Home Owner Grant form email acceptance.

To help make things easier for you and your customers, effective **Friday 9 July 2021**, application forms for the First Home Owners Grant (FHOG) can be submitted by email with originals no longer required.

[Find out more](#)

ApplyOnline changes.

#### **Updated ApplyOnline short form**

Effective **Monday 12 July 2021**, the current short form in ApplyOnline will be replaced with a new form which captures all the acknowledgements, declarations and consents. This will be available under the Lender Documents category in the ApplyOnline print screen.

#### **New 'Loan Purpose' field**

From **Monday 12 July 2021**, you'll see a new 'Loan Purpose' field when capturing details for existing liabilities in ApplyOnline.

[Find out more](#)

## Updates and reminders.

Pricing Requests improvement.

For new Pricing Request submitted in BrokerHub from **Thursday 15 July 2021**, the expiry period on discount requests has increased to 28 days on all approved quotes.

[Find out more](#)

## Helpful tips to help you prosper.



### **Medico sector expansion.**

The recent inclusion of chiropractors and physiotherapists into our Medico sector policy means more of your medical industry clients could benefit from a range of special policy features.

[Find out more](#)

You can also find out more about our policy niches in the [Learning Lab](#).

## Get in touch.



[1300 137 532](tel:1300137532) (Monday to Friday 8am – 5pm)



[banksa.com.au/brokers](https://banksa.com.au/brokers)

For further information, please visit the [broker website](#) or speak to your BDM.

Thanks,

**Your BankSA team**

**Important information**

Credit criteria, fees and charges apply. Terms & conditions available at [banksa.com.au/brokers](https://banksa.com.au/brokers). Based on BankSA's credit criteria, residential lending is not available for Non-Australian resident borrowers.

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