

Respected. Awarded. Innovative.

Referral Partner Program



The **LA Partnerships** network allows you and your clients to benefit from our industry specific tailored service and award winning trusted advice.



Welcome

Welcome to the LA Partnerships Referral Program. We are very excited to connect with you and share the benefits of this innovative and profitable initiative. By partnering with our award winning team, you can expect to add value to your clients and network, whilst creating additional revenue for your business.

Our partnership solution is about building ethical relationships through process, communication and mutual interest. This guide will walk you through our approach to offering you a strong referral network, just the first step in developing our partnership.

We look forward to working together in the near future.



Why choose us as your partner?

LA Partnerships Referral Program is like no other.

1. We will act promptly on any lead you supply. Your referee will be contacted by our dedicated Concierge team.
2. Our team are one of the largest in Australia and we have a wide range of experienced advisers to suit any customer.
3. Dedicated concierge and post settlement team to ensure the process is seamless and transparent.
4. We have over a decade experience and have won countless awards for our customer service.

No two clients are ever the same and we pride ourselves on our customised approach, the clarity of our communications, and the skills and knowledge of our team of experts. Results speak for themselves. As one of the most awarded financial services company in Australia, you know you're in good hands.



We build trusted relationships with our clients by delivering **solutions that exceed their expectations** and help them reach their **goals faster.**

It's all about having that **competitive edge**. With LA, you know your customers will receive **the best service in Australia**.



What we will offer you?

We believe in the customer experience, first and foremost.

LA Partnerships is committed to providing the highest level of customer service: timely, informative, flexible, intelligent.

Our reputation is the foundation of our business. We are committed to maintaining the utmost level of professionalism and integrity, delivered to our clients and partners every day.

Welcome to the LA experience.



Heavily resourced proposition



High calibre & consistently awarded team



Transparency in communication



Industry reputation



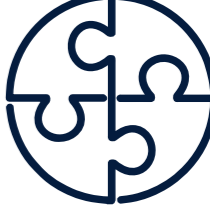
Share in revenue



Quality in service



Market leading outcomes



A truly holistic financial services group

It Pays to Refer

Impressive financial numbers are a direct result of our **awarded and skilled** team, who go above and beyond in servicing all our clients.

Group Clients

55000+

Loans Written

\$22 Billion+

Funds Under Management

\$5.5b+

Net Promoter Score = Happy Customers

 **98/100**

What can you expect?

Refer with confidence. Communication is the cornerstone of any successful relationship.

Our referral partner system offers a transparent way to track your clients beyond your referral, giving you the ultimate peace of mind.

LA Partnerships provides weekly communications updating you on the progress of your clients' financial services, from initial enquiry through to settlement.



Referring clients

You can email your client's name, contact number and email address details to your dedicated Partnerships referral address - concierge@thelagroup.com.au

Initial Call

Your client will receive a call from the Concierge team.



Broker Assignment

Your client will be assigned to a dedicated specialist broker.



Updates

You'll receive a weekly report that details all the clients you have referred and the current stage of their loan.



Commission

When a referred client's loan has settled, you will be sent an email detailing the commission payable on this loan and date of payment. Commissions are paid once we receive payment from the lender, this is usually at the end of the following settlement month.



What can your clients expect?



Concierge Service

Our dedicated Concierge Team endeavour to provide you with a highly personalised and exclusive level of customer service. They understand each client's objectives and treat all clients with the utmost respect upon initial contact.

Post Settlement Experience

Following settlement, our Post Settlement team will be the point of contact for all your clients transactional requirements for the life of the loan. They will monitor rates, help your clients manage their loan and align all their requirements to their current and future goals.

Who are we?



Tim Mannah

Head of Strategic Partnerships

Responsible for the development and management of LA Group valued partners, Tim is the former captain of the Parramatta Eels, playing eleven seasons in the NRL as well as making four appearances for NSW in the State of Origin. Prior to this Tim worked as the Corporate Partnership Manager for the Parramatta Eels, where he managed the sale, implementation and servicing of the organisation's corporate partners.



Charley Cramer

Partnerships Manager - ACT/WA/SA/TAS

Charley has over 20 years' experience in corporate, commercial, agricultural & wholesale banking. He is experienced in diverse financing, capital markets, advisory, and strategic leadership. Charley has previously held senior leadership roles at the Regional Investment Corporation, the Westpac Group, the Commonwealth Bank of Australia and NAB group of companies. As an advocate for Regional Australia, Charley enjoys strong links with city and country alike and believes that business relationships should always be based on trust and respect



Issac Perry

Partnerships Manager - NSW

As the NSW Partnerships Manager, Isaac leverages over 15 years of experience in finance and business advisory. He excels in creating strategic alliances that drive mutual growth. With a talent for identifying synergies, Isaac builds long-term, value-driven relationships. His effective communication and negotiation skills enable him to manage complex partnerships, ensuring they align with our strategic vision and operational excellence.

Let us become part of your team, adding real measurable value to your bottom line.



Dallas Webcke

Partnerships Manager - QLD

With over 30 years of experience in lending and business development with major organisations, Dallas understands the importance of a mutually beneficial partnership that is built on trust, commitment, and shared goals. As the Partnerships Manager for QLD, he is responsible for building strong working relationships that deliver tangible value to our partners and deliver great outcomes for their customers.



Steve Gilbert

Partnerships Manager - VIC

Steve has over 25 years of Financial Services experience, including running a successful Financial Planning and Mortgage Broking practice specialising in SMSF and Property investment. He has successfully operated three businesses across different fields.

At Lending Association, Steve leverages his extensive knowledge in business development to play a pivotal role in growth and creating positive solutions. Outside of work, Steve is an avid golfer and cricketer, a dedicated Collingwood supporter, and enjoys spending time with his family at the Mornington Peninsula.



Laura McNally

Partner Relationship Manager

Laura is the key Relationship Manager and the first point of contact for all LA Group Partners. Being client-centric in nature, Laura and her team are responsible for maintaining strong relationships with each referral partner, from managing their onboarding process, providing client status updates and support management. Laura has meticulous attention to detail in her communications and has developed end to end procedures, processes and policies to ensure transparency, efficiency and trust in everything we do.

Some of our people.



Bill Constantinidis
Founder and CEO



Tom Pesce
General Manager - Operations



Joanne Hu
General Manager - Distribution



Tim Mannah
Head of Strategic Partnerships



Laura Lanigan
Head of Marketing



Katerina Nanava
Finance Manager



Angelo Manos
General Manager - Southern Region



Steve Bourne
Regional Manager - QLD



Peter Georges
Regional Manager - NSW



Charley Cramer
Head of Agribusiness & Regional Manager - ACT



Jonathan Doan
Credit Coach



Weslie Lai
Quality Control Manager



Dean Papas
Senior Executive



Harry Tsouskas
Senior Lending Advisor



Debbie Chambers
Lending Advisor



Jordon Sarraf
Lending Advisor



Sandy Sioris
Lending Advisor



Lily Carlyle
Lending Advisor



Nick Papas
Lending Advisor



Luke Barnes
Lending Advisor



Nick Gorgosoglou
Lending Advisor



Daniela Touma
Lending Advisor



Andrew Mansor
Lending Advisor



Dan Hynd
Lending Advisor



Alexander Zammit
Lending Advisor



Jesse Amankwata
Executive Manager



Emily Pinker
Executive Manager



Natasha Vasquez
Executive Manager



Larissa Simic
Lending Associate Manager



Georgia Coulthurst
Lending Associate Manager



Carol Wu
Lending Associate



Stephanie Bu
Lending Associate



Chrystine Yong
Lending Associate



Cath Chambers
Lending Associate



Johnny Vo
Lending Associate



Sunny Hothi
Lending Associate



Sabrina Jhugroo
Head of Settlements



Joelle Zidan
Settlements Manager



Jemma Raad
Settlements Manager



Helen Wassef
Settlements Manager



Robert Famolaro
Head of Client Relationships



Francis Custodio
Post Settlement Manager



Diana Nguyen
Head of Insurance



Selena Nguyen
Account Manager



Dallas Webcke
Partnerships Manager - QLD



Laura McNally
Partner Relationship Manager



Kerry McGrath
Operations Manager



Tanika Robb
Operations Officer



Joanna Dimitrakopoulos
Marketing Executive



Fabian Travia
Graphic Designer

The LA Group



Lending Association have been helping Australians achieve their dreams for more than a decade. Whether you're borrowing money for your first home or looking to finance a new business, we're with you every step of the way to make the whole process as easy as possible and find personalised solutions that work for you.



Doctors Only offer a premium financial service personalised for doctors. We specialise in medical funding and work exclusively with doctors and their families. In short, we get doctors. We appreciate your time-poor nature, understand your specific requirements, and can offer the right financial solutions for the most complex situations.



AgFin Australia is a privately owned finance business dedicated to supporting Australian farming. AgFin was created as we saw a need in our rural communities for a stable, independent and well-resourced broking house. Our team of experienced industry specialists strive to simplify lending in the community.



LA Private is not just your mortgage broker, we're your financial partner and go-to advisory group. Having spent over a decade taking the complexity out of financial services for our high-net-worth clients, we've come to understand the things you truly value and care about. Our team can help you navigate through your financial future on a large scale and with an unrivalled level of service.



SMS Finance have an outstanding reputation in helping clients finance their vehicle and equipment purchases. Whether it's a car, truck, machinery or office equipment, the team at SMS Finance have outstanding experience and expertise in all areas of Equipment Finance. We have access to a comprehensive range of products from a wide range of lenders and will work hard to find a great deal for you.



LA Insurance know that protecting your assets is essential. With access to over 100 quality insurers in the Australian market, our experienced team can tailor insurance coverage to suit your needs and protect you when you need it most. In the event of a claim, we will help you navigate the way to a fast resolution.

Lending Association

Lending Association is the largest privately owned brokerage house in Australia. Our mission is to deliver unrivalled service excellence and creative solutions that help our clients win, and we've been helping Australians find great deals and personalised solutions for more than a decade.

We're committed to long-lasting, mutually respectful relationships with our clients, and that's why our financial experts go the extra mile to help them achieve their dreams. With over a hundred finance professionals across our organisation, we use our scale and expertise to tailor our service around clients' individual financial needs.

Our promise to our clients

Find the right deal for them.

Our large-scale buying power and strong industry relationships mean we're able to offer clients more choice, quality and value.

We work with over 60 banks and lenders which gives them access to thousands of products. Whatever their situation or need, we'll access the right opportunities for them.

Save you time.

We know how stressful these big decisions can be, so we're with our clients every step of the way.

Their dedicated Lending Advisor will do in depth research to ensure they find the right deal for their client and will do all the legwork for their application.

Help them get covered.

We can tap into our expansive network to get clients covered for:

- Building and contents insurance
- Mortgage insurance
- Life insurance and income protection for unexpected situations

Help them grow.

We are here for the long haul and are dedicated to our clients' goals and your future.

Their Lending Advisor and the team at LA Wealth can work with them to create a financial plan that will help them grow, manage, and protect their wealth.



LA CHANGING

"The whole experience (something that is usually very daunting), was made easy, simple and quick by the team at Lending Association.

They were thorough throughout the whole process and went above and beyond to make sure we got the best rates and the best deal. It was an effortless process and I can't thank Lending Association enough for helping us find the perfect family home."

- Bill and Ivana

"After years of working and saving to buy a house and grow our business, the ongoing support from Lending Association is what helped our dream come true. They moved heaven and earth for us - the whole service from beginning to end was fantastic with ongoing support after we settled.

Within a year we moved into our new home and bought a shop. It honestly doesn't only come from us and our hard work, it comes from the people that help you to create that dream and Lending Association were one of them."

- Aki and Patricia



LA CHANGING LIVES

Doctors Only

We know the pressure that health professionals are under to support not only their patients' lives but their own as well.

Having spent over a decade taking the complexity out of financial services for medical professionals, we've come to understand the things they truly value and care about.

Doctors Only (an LA Group Company) was set up to offer a premium financial service exclusively for doctors and their families. **WE GET DOCTORS** and are here to offer the right financial solutions for their specific requirements.

Why Doctors Only?

We get doctors.

Having spent over a decade taking the complexity out of financial services for medical professionals, we've come to understand the things they truly value and care about.

We'll work around them to make their financial future easier to manage, so that when they're available to talk after a shift at 3.30am, we are too.

More Choice.

Our large-scale buying power and strong industry relationships within a broad network means we're able to offer more choice, quality and value.

We work with over 60 banks and lenders which gives our clients access to thousands of products. Whatever their situation or need, we'll access the right opportunities for them.

Bespoke Lending Solutions.

We always act in the best interests of our clients, proactively finding the right lending solutions for their particular situation, tapping into our large network of lending partners.

We know it's not one size fits all – doctor clients need funding that works for them. We are always one step ahead, in constant pursuit of better solutions for their unique financial, business and family needs.

Experts in complex situations.

We are experts in dealing with medico clients, offering the right financial solutions for the most complex situations.

We're experienced in complex structures, lending and advice, and get across the fine detail to make sure our clients get a solution that works for their situation, carefully and expertly put together by people who understand. Their complexity is our business.

Practice

- Practice fit out
- Fit out loans
- Equipment finance
- Goodwill borrowing
- Practice overdrafts

Property & Personal

- Home loans
- Investment property
- Refinancing
- Commercial property
- Car finance
- Personal loans
- Personal overdrafts

General Insurance

- Professional indemnity
- Public liability
- Motor vehicles
- Construction insurance
- Cyber insurance
- Business pack

“Life changing advice, innovative solutions and a team that is customer obsessed, ensures Doctors Only stand out as clear market leaders.”

Dr Christopher Ho

Doctors Only has a dedicated professional team who are able to address all your concerns in lending and dealing with the banks. Their customer service is superior to that of other brokers and bankers, as is their ability to carry out business in a more flexible and understanding way. They go above and beyond with their level of care, and get the transactions completed with ease and attention to detail.

My experience has been excellent. The many friends and professional colleagues that I have referred to them are all equally impressed. Doctors Only has a personalised approach that is far superior to that of other bankers, and I cannot recommend them enough.



“Nothing is ever too much for them.”

Dr Michele and Dr Mark Herman

The entire process of accessing funds has changed since we started working with them. It has now become far easier due to the professionalism, dedication, integrity and perseverance of the entire team. The team are extremely approachable and they go above and beyond which makes their customer service superior to other brokers we have dealt with.

Nothing is ever too much for them.



“The advice and service provided by the the team is invaluable!”

Dr Prashant Patel

The advice and service provided by the team is invaluable! I have recently engaged Doctors Only for my planning, funding and all my insurances because they excel in all that they do. Doctors Only and the LA Group are unlike any other Financial Services company I've come across in the past 25 years – they're exceedingly skilled, genuinely care about every individual and have an amazing team. What they have done for me has been life changing. I am now exponentially – yet safely – building my wealth position to heights I would never have dreamt of.

I will continue to refer family, friends and colleagues for many more years because I have benefited far more from my friendship with the team than they would have from my custom.

“The team are proactive with contacting me about ensuring I have the best mortgage product available for my situation.”

Dr Rebecca Prentice

A couple of years ago, I found myself in a sudden, unexpected, and complicated financial situation where I was at risk of losing my house. Jo had been my financial support contact at the LA Group for several years, and when I approached her for help, she took my situation so personally - if there was a way for me to be able to refinance my loan, Jo was going to find it. With the help of Bill, inside connections to major financial institutions, and a wealth of experience, Jo pulled off an absolute miracle and I'm proud to say I've managed to keep my home and provide stability for my three kids. Jo still checks in on me to see how my personal welfare is, and the team are proactive with contacting me about ensuring I have the best mortgage product available for my situation, and that other areas of my finances are as optimal as they can be.

We are committed to delivering unrivalled **service excellence** and **creative solutions** that help our clients win. **We're for the people.**

AgFin Australia

AgFin Australia is a privately owned finance business dedicated to supporting Australian farming. AgFin was created as we saw a need in our rural communities for a stable, independent and well-resourced broking house.

We have a team of experienced agribusiness finance specialists who strive to simplify lending in the community. We are backed by a fully resourced financial offering, namely the LA Group, and are equipped to cater for the financial needs of the current and future generations of Australian farmers.

- We are here for the long term.
- We offer bespoke lending solutions.
- We talk your language and understand that timing is everything.
- We are experts in complex situations, in all facets of lending, wealth and insurance.

Finance Broking

Our large-scale buying power and strong industry relationships mean we're able to offer more choice, quality and value.

We work with over 60 banks and lenders which gives our clients access to thousands of products. Whatever their situation or need, we'll access the right opportunities for them.

Succession Planning

Growing strong businesses over generations has always been important to Australian farming families.

Future planning for growth, strength and longevity is a cornerstone of what AgFin is all about. We are with our clients and their families for the long haul and will help ensure that the next generation is set up to build on the great work already done.

Bank Tender

We help our clients save time and money, and ensure they are getting the right banking support for their farming enterprise.

Things change over time, both with clients' farming practices and with the organisations that support them. AgFin is here with them for the long run and will make sure they are always receiving the right banking solutions.

LA Private

LA Private is not just your mortgage broker, we're your financial partner and go-to advisory group. Having spent over a decade taking the complexity out of financial services for our high-net-worth clients, we've come to understand the things they truly value and care about. Our team help clients navigate through their financial future on a large scale and with an unrivalled level of service.

We have earned a reputation for building long-lasting client relationships by providing a service driven solution, offering choice and speed. We have an award-winning team of over 100 specialists, who are here for the long haul and are continuously devoted to our clients' goals and your future.

The difference with LA Private is how we treat our clients. Personal LA Private Executive Managers with broad and deep expertise across lending, insurance and advice will take the time to understand and keep up to date with clients' individual financial situations. We know their time is valuable, so will always be available when it suits them, backed by a diligent team that is constantly tending to their account. We work to their schedule, so that when they're available to talk after hours, we are too.



“

It's been a fantastic experience. The team were so easy to deal with and nothing was too difficult to accomplish. Things were always moving along, and they went out of their way to get the deal across the line.

As I have a lot of things happening around me personally and with my construction business, it's great knowing I have someone I can rely on now. Whenever I'm thinking of buying or developing a property, I know it's just a quick email or a phone call to get the ball rolling.

I'm now able to work and get things done with confidence. In the past, trying to organise funds for a project was complicated with delays but now I'm glad I can refer to these guys.

- Ronnie Beaini

”

SMS Finance

SMS Finance have an outstanding reputation in helping clients in all areas of Mortgage and Equipment Finance.

Whether it's a first home purchase, a car upgrade or an office fit out, the team have extensive experience and expertise and will work hard to find a great deal for their clients.

SMS Finance specialise in Equipment and Motor Vehicle Finance. If our clients are looking to finance a car, truck, trailer, plant & equipment, mining machinery, farm machinery, office equipment or a specialised piece of equipment, there are a range of options to suit their needs.

We have access to a comprehensive range of products from a wide range of lenders so can offer choice and value.

- Chattel mortgage
- Lease
- Hire purchase

“

I have used SMS Finance twice now and have been very happy with the level of service and attention I have been given. I feel like they go above and beyond to get the right result and I know how challenging it can be dealing with banks so I am always happy to let the professionals take care of it.

”

– Eve



Accountants.

Whether you're bean counting or looking for debt solutions, we **understand your business and industry needs.**

We offer dedicated Client Relationship Managers to firms.

- Keep you up to date with every referral.
- The management and communication of opportunities from start to end.

We offer debt solutions for your clients.

Trading business finance (all forms)

- Business overdraft, factoring and invoice finance
- Working capital loans
- Cash flow finance
- Asset and equipment finance
- SME lending
- Trade finance
- Invoice financing

Traditional forms of finance

- Property purchases (all forms)
- Refinance opportunities (all forms)
- Govt backed business loans
- SMSF lending (all forms)

Professional services lending

- Medico finance specialists
- Accounting firms
- Finance brokerage firms
- Insurance broking firms
- Real estate firms
- Legal practice finance
- Import / export

Construction and development finance for builders or investors.

- Development finance (small and large scale)
- Residual stock lending
- Land-bank finance

“My professional reputation is on the line when I refer my valued clients. LA Partnerships has high standards which place them well above many of their peers.”

Nicholas Moustacas

Director, Strategic Wealth Management

I have been working with the Team at the LA Group for over 10 years. I have watched them grow and evolve into a truly professional business that focuses on achieving the best results for their clients. They acknowledge and appreciate their clients whilst keeping the process as practical and simple as possible. I have found their team to be respectful and excellent communicators. They keep me and my clients informed every step of the way. They have great systems in place and they think ahead to avoid any potential obstacles that may lay ahead of the client. My professional reputation is on the line when I refer my valued clients to a bank or a broker. The LA Group has high standards which place them well above many of their peers. They are the trusted benchmark in the profession. If you want a professional and honest broker in your team then I strongly recommend you give them a call.

“LA Partnerships has proven to consistently provide a level of service and dedication that is more than outstanding.”

Miriam Toro

Director, PTE Partners

I met Bill and his LA team 13 years ago when I started my accounting practice and have been always impressed with their “can do” attitude. I have referred a number of our own clients during that period to LA.

LA has proven to consistently provide a level of service and dedication that is more than outstanding. Their approach to client needs is very personalised, which makes every client to feel special.

Based on this experience I will encourage our clients to seek LA services on each occasion, as our clients deserve nothing but the best service they can get.

“There is nothing too small, large, easy or difficult.”

Jason Malkoun

Partner, Malkoun & Associates

The LA team are dedicated, hardworking and extremely thorough. The service and communication is unparalleled. There is nothing too small, large, easy or difficult. Our experiences have been great and we look forward to continue building on this partnership together.

“I am really impressed by your **professionalism**, the options you offered to me for consideration, clear **communication** of the processes and timing.”

Maggie Liu

Partner – Tax & Advisory, Deloitte

I would like to take this opportunity to express my appreciation of your assistance in helping me with financing and refinancing a couple of properties over those years. You are my go-to for financing needs as I know I can count on you.

I am really impressed by your professionalism, your practical advices, the options you offered to me for consideration, clear communication of the processes and timing, to think from my perspective and really take care of me for all those years.

I really appreciated your tirelessly following up with the bank, checking the progress, keeping me updated along the way and achieved the deadline without any surprised. The process is always very smooth because of you and your team.

I also really appreciate your advice and negotiation of the best loan packages for me to save on the interest cost.

I am very impressed by the end to end service and attention to details which include organising the accounts setup with the bank and to my personal internet banking to save me a lot of hassle.

Thank you very much for your consistent high quality of service and I will refer you to other friends with financing needs, and surely will come back to you for the next property purchase.

“LA Partnerships brings outside of the box thinking and relationships that help find these **solutions** for these clients.”

Domenic De Marco

Partner, Link Capital Partners

We were introduced to LA Partnerships as an additional solution for our developer clients. Finding a solution for some of our smaller developer clients or clients with cash who want to try a development has been a massive challenge in the current banking environment. LA Partnerships brings outside of the box thinking and relationships that help find these solutions for these clients.

Our experience in communication with them has been excellent as they provide regular updates of the status of our client's applications. By having a relationship manager and a solid admin team behind them, it makes our job as busy professionals easier due to a reduction in double-up requests for information.

Whilst we are still early in our relationship with LA Partnerships, we expect it to be a long relationship as we will continue advising our clients in the development space to use LA Partnerships as funding option.

Lawyers and Barristers.

Lawyers and Barristers commonly find referring to lenders or brokers as a **natural fit** due to the related nature of transactions.

Legal professionals are a big part of the LA Group. **WE GET LAWYERS**, and are well equipped to take care of all the lending requirements that stem off the back of various legal matters.

Business related transactions

- Purchase or sales of a business
- Working capital / overdrafts
- Factoring and invoice financing
- SME related lending
- Trade finance
- Government backed business lending
- Practice funding specifically for law firms or other professional services firms.

Family court matters

- Separation
- Divorce

Property related transactions

- Purchase
- Sale
- Refinance
- Equity release
- Developments
- SMSF lending

Other

- Litigation
- Estate funding requirements
- Short term funding arrangements
- Complex lending arrangements
- Insolvency / administration matters

“I have found LA to consistently provide a level of service and dedication that is unparalleled.”

Richard Mitry

Partner, Mitry Lawyers

I have personally been a client of LA for several years. In addition to that, I have referred a number of my own contacts during that period to LA.

Regardless of the requirement of each client, I have found LA to consistently provide a level of service and dedication that is unparalleled. This includes a personalised approach which makes each client feel like they are the only client.

Not only has this yielded in results for me personally, but has led to consistently positive and encouraging feedback from the clients I have referred. For that reason, I will continue to not only engage their services, but derive great comfort in knowing that my referrals will also have the same level of support that I have enjoyed for many years.

“There has not been a time where LA Partnerships haven’t put my team/clients needs at the forefront.”

Ms Angela Smith

Partner and Head of Sydney, SLF Lawyers

The LA Group are a devoted and enthusiastic team of specialists whom we have developed a great relationship with due to their commitment to servicing our clients in a timely manner with the best outcomes suited to each clients’ needs. Their approachable team have assisted us in many areas with an emphasis on care and detail which has reinforced their image as a well trusted team. My team and clients have only received customer service to the highest degree and there has not been a time where The LA Group haven’t put my team/clients needs at the forefront.

My team and I look will continue to approach them and I would highly recommend my professional colleagues consider engaging with the LA Group as an award-winning financial service company.

Property Developers.

We actively cater for developers specific requirements through our **dedicated team.**

We know the development finance landscape and have relationships with very specialist niche lenders who can provide solutions for developers with nil sale requirement and can offer higher LVR than the banks. **WE GET DEVELOPERS.**

We offer the below funding models which cover all development lending requirements for both senior and mezzanine finance.

Construction/ development finance

- Residential
- Commercial
- Industrial
- Land subdivisions

Land bank finance

- Long term debt
- Rolling into development finance

Residual debt finance

- Short and long term debt
- Cap interest or monthly repayments
- Competitive exit strategies

Mezzanine finance

- On all security types

Check out our Development Finance Capability Statement



Real Estate.

Let us turn your clients from buyers to qualified buyers. **WE GET REAL ESTATE**, and can work with your clients to give them the confidence to act proactively and acquire their property purchase.

The LA Group offer lead management services and establish close working relationships with each agent and lending advisor. We provide ongoing updates on client leads, at every stage, to ensure your clients are on track to obtaining their property purchase. With access to over 60 lenders, our fully assessed 12-week pre approval on home loans, gives your clients the confidence to act fast on their dream property.

We offer your clients choice, competitive rates and actively cater to:

- First Home Buyers
- Investors
- Commercial Purchases
- Complex Lending Transactions
- Strata Finance
- SMSF Loans

Tim Mannah

Head of Strategic Partnerships
0476 999 222
tim@thelagroup.com.au

Dallas Webcke

Partnerships Manager - QLD
0482 999 111
dallas.webcke@thelagroup.com.au

Charley Cramer

Partnerships Manager - ACT/WA/SA
0491 222 555
charley.cramer@thelagroup.com.au

Laura McNally

Partner Relationships Manager
0473 777 444
laura.mcnally@thelagroup.com.au

Concierge (New Client Enquiries)

(02) 8935 1177
concierge@thelagroup.com.au

Contact us now so
we can join forces
and you can prosper
as a member of the
LA family.

 | Partnerships

An LA Group Company

ABN 85 644 891 832

Australian Credit License 401226