

Responsible Lending

Where are we up to?

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Living Expenses

- Comments on the Royal Commission
- ASIC vs Westpac
- How are we verifying? Bank statements? Comparison to HEM?

Requirements and Objectives

- BIG (Broker Interview Guide)
- Customer education – how much is sufficient?
- Exit strategies and unusual structures – what is acceptable?

What else are we asked?

- What does 'scalable' mean?
- What about personal loans and credit cards?

Banking Code of Practice

- What is the impact of the BCOP on responsible lending?
 - Who is the borrower?
 - When can you use indirect income or the income of a guarantor?

Thank you

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