value lending

Working with us

A reference for professionals who introduce clients to us.

WHO WE ARE

Value Lending is a mortgage and finance broking firm run by Principal Broker Josh Stewart, working with clients across Australia. We advise on structured borrowing across residential owner-occupied lending, residential investment lending, commercial lending, and asset finance.

Our starting position is that a lending outcome is a risk and structure decision rather than a product selection. Two lenders assessing an identical set of figures frequently reach different conclusions, and the difference usually sits in how income, structure, and security are read — not in the numbers themselves.

HOW WE WORK

We assess before we recommend. A client's position is reviewed, structured, and tested against lender requirements before an application is prepared or a lender is approached.

> **Why this matters to you**
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> It reduces the likelihood of a client being placed with a lender that was never going to be comfortable with their structure. A borrowing position is treated as something to preserve over time, not simply to satisfy for one transaction — which keeps their lending position aligned with the work you are already doing for them.

WHAT WE WORK ON

- Residential owner-occupied and investment lending, including portfolios being built deliberately over time
- Refinancing and restructuring existing borrowing
- Commercial lending — business premises, commercial investment, succession and business purchase funding, and refinancing existing facilities
- Asset and equipment finance
- Debt structuring within a broader financial strategy, including debt position and term considerations approaching retirement

01 WHAT TENDS TO TRIGGER A CONVERSATION

A lending need is usually visible in your work before it is visible to us, and often before the client has framed it as a lending question at all. These are the situations where an introduction tends to be most valuable.

In a business

- A client outgrowing leased premises, or a landlord signalling a significant rent review
- A business purchase, a partner exiting, or a succession plan being formalised
- An equipment replacement cycle being deferred for cashflow reasons
- An existing facility approaching expiry, or a lender changing terms at review
- A restructure that will change how the business presents to a credit assessor

In a personal or family position

- A purchase being contemplated but not yet acted on
- A plan that assumes future acquisitions, where borrowing capacity may be the binding constraint
- Debt held inefficiently across several loans or entities
- A fixed term ending, or a rate that has drifted well behind the market
- A change in income, employment, or family circumstances that alters what is achievable
- A debt position that needs to be resolved on a defined timeline, including approaching retirement

WHEN TO INTRODUCE A CLIENT

The single most useful thing a referring professional can do is introduce a client early — at the point they are thinking, not the point they are committed.

> **Earlier is materially better**
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> Before a contract is signed, before a facility expires, before a restructure is executed, and before an equipment purchase is arranged. Once a decision has been made and a date is fixed, the options narrow to whichever lender can meet the deadline. Introduced a few weeks earlier, the same client can be placed on the merits of their position rather than on the calendar.

There is no cost or obligation attached to an early conversation, and no expectation that it converts to a transaction.

Clients arrive with an outcome in mind, not a loan

Almost nobody sets out wanting a mortgage. They want a first home, a move, a portfolio that keeps growing, or a position tidied up before the next decision. The lending is the mechanism. The outcome is the point, and it is what we work backwards from.

- Buying a first home, where the deposit position and cost of entry determine what is achievable
- Moving to the next home, where the sequence of buying and selling drives the structure
- Building an investment portfolio, where this purchase should not compromise the next one
- Restructuring existing borrowing so it reflects the position now rather than the one it was written for
- Releasing equity for a renovation, a further purchase, or a business requirement
- Creating capacity ahead of a decision that has not been made yet

Where the expertise sits

Every one of those outcomes is settled by an assessment, and lenders do not assess alike. The judgement is in knowing, before an application is prepared, which lender will read a position most favourably — and what that choice costs the client three years later. That is the work, and it is what we do all day.

It applies to every file. On a simple one it is invisible, because the outcome was never in doubt. It becomes visible where a position is harder to read:

- Self-employed income across company, trust, and partnership structures
- Add-backs, director wages, and distributions read inconsistently between lenders
- Multiple entities with related-party income or interdependence
- PAYG income with variable components — overtime, allowances, bonuses, or a recent change of role
- Positions where the tax outcome and the lending outcome pull in different directions

Where borrowing forms part of a broader strategy, we work to the structure that strategy requires rather than proposing our own. If a lending constraint would change what a plan can achieve, we raise it with you rather than resolving it in isolation.

Where a business borrows, the assessment changes entirely.

Commercial lending is a deliberate and growing part of what we do, developed alongside residential rather than in place of it. It is judgement-heavy work, and it is the area where a broker either adds real value or simply passes paperwork along.

What we work on

- Purchase of owner-occupied business premises, including moving a business out of a lease and into its own asset
- Commercial property investment — retail, industrial, office, and mixed-use
- Business purchase and succession funding, including partner buy-ins and buy-outs
- Refinancing existing commercial debt, particularly where terms are expiring or covenants have tightened
- Facilities secured against property to support working capital or expansion

What makes commercial different

Residential lending assesses a borrower. Commercial lending assesses a business, and the assessment is materially less formulaic.

- The lender is forming a view on trading performance, not applying a servicing calculator to a payslip
- Security is more variable — property type, tenancy, lease terms, and specialised use all affect appetite and valuation
- Terms are negotiated rather than published. Rate, term, amortisation, covenants, and review dates are all in play
- Timelines are longer, and preparation quality has a much larger effect on the outcome
- Credit appetite varies far more between lenders than it does in residential lending

The financials are the primary evidence

A credit assessor forms their view of a business largely from its accounts. How those accounts present — what is normalised, what is disclosed, how add-backs are explained — has a direct effect on the funding outcome. Where you prepare or hold that information, we would rather talk to you early than work around the file later.

Where we may ask for your input

- Confirming the basis of the financials, and anything one-off or non-recurring within them
- Understanding the group structure and how entities relate to each other
- Flagging anything upcoming — a restructure, a distribution decision, an ATO arrangement — that a lender will ask about

We are not advising your client on tax or strategy and we do not intend to. We are asking for help presenting the position accurately.

A situation we often see: out of a lease, into an asset

THE SITUATION

A trading business has outgrown its leased premises and is facing a substantial rent review. The owners want to buy a property to occupy, held outside the trading entity. Profitability is sound, but the accounts carry several one-off items from a recent expansion.

THE OUTCOME

Assessed on reported net profit alone, the servicing position looks marginal. Once the one-off items are identified, explained, and evidenced, the position is comfortable — but only with lenders willing to normalise them. Others will not, whatever the explanation.

WHAT MATTERED

The one-off items being documented and substantiated before the file went anywhere, and the lender being selected on its appetite for that structure and that security type. The trading performance had not changed; the presentation of it had.

Illustrative. It describes a pattern we see regularly rather than a particular client.

Funding that does not wait for a property transaction

Most of a business's funding decisions have nothing to do with buying premises. They are about equipment, cashflow timing, and the cost of holding working capital — and they are usually made quickly, with whoever is closest to hand.

Equipment and asset finance

- Vehicles, plant, machinery, and specialised equipment
- Replacement and upgrade cycles being deferred for cashflow reasons
- Fit-out and technology as part of an expansion or premises move

Insurance premium funding

Annual premiums spread across the year rather than absorbed in a single hit. It is a small facility with a disproportionate effect on cashflow, and it is frequently arranged by default rather than by comparison. Where a business has significant cover — or several policies renewing at different times — it is worth structuring rather than accepting.

Invoice and debtor finance

Releasing working capital tied up in receivables, where a business is profitable on paper but constrained by payment terms. It suits businesses with a solid debtor book and a widening gap between when work is delivered and when it is paid. It is not a fix for an underlying trading problem, and we will say so where that is what we are looking at.

> **Why this is worth flagging early**
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> How these facilities are structured affects the borrowing position that follows them. A facility taken quickly on convenience can reduce what a business is able to borrow when a larger requirement arrives twelve months later, and unwinding it is rarely straightforward. It is worth a short conversation before it is arranged rather than after.

These are also the easiest introductions to make. They surface naturally in a cashflow conversation, they resolve quickly, and they tend to be the point at which a client first sees the value in having someone look at the whole funding position rather than one piece of it.

05 REFERRING A CLIENT

1. **Introduction —** you introduce the client to Josh Stewart by email or phone.
2. **First contact —** we make contact with the client directly and confirm receipt with you.
3. **Strategy conversation —** Josh discusses the client's situation, objectives, and what they are planning beyond this transaction.
4. **Assessment —** the position is reviewed in full and tested before any recommendation is made. On commercial files, this is usually where we come back to you.
5. **Recommendation and application —** options and trade-offs are explained to the client, and the reasoning behind the lender selection is documented.
6. **Settlement and review —** the file is managed through to settlement, and the client's position is revisited as their circumstances change.

WHAT YOU CAN EXPECT

- Confirmation when your client makes contact, so you know the introduction has landed.
- An update at each material stage — assessment, application, approval, and settlement.
- Notice if something in the client's position needs your input, before it becomes an issue rather than after.
- Clear scope. We do not provide tax or financial advice, and we do not introduce your clients to services that compete with yours.
- Your client returns to you. The relationship you hold is not something we work around.

ONGOING SERVICE

Settlement is the middle of the relationship rather than the end of it. A client you introduce is not being handed into a single transaction.

- Positions are reviewed periodically rather than only when a client raises something
- Where a rate is no longer competitive, we approach the existing lender before suggesting the client move
- Where a fixed term is ending, the client hears from us before it expires, not after
- Where circumstances change — income, family, a purchase in mind — the structure is reconsidered against them

If something surfaces in a review that touches your work, we will raise it with you rather than acting around you.

REFERRING BACK

The relationship runs both ways. Where a client needs something outside our scope, we introduce them to the professional who referred them — or, where they do not have one, to someone we trust. That includes:

- Accountants and financial planners
- Solicitors and conveyancers
- Real estate agents, buyers agents, and property managers
- General insurance brokers

We introduce rather than direct. The client chooses, and we tell them plainly that they are free to use their own adviser.

TOOLS ON OUR WEBSITE

Our website carries a set of calculators a client can use to test a position before speaking to anyone — useful when someone is at the thinking stage and not yet ready for a conversation.

- Borrowing Capacity and Loan Repayment — what is achievable, and what it costs to hold
- Stamp Duty — transaction costs by state
- Investment Property — holding position on an investment purchase
- Loan Refinance — whether a switch is worth the cost of making it
- Upgrade or Renovate — comparing the two paths before committing to either
- Income Tax and Income Annualisation — useful where income is variable or part-year

valuelending.com.au/calculator

We also publish plain-English articles on how lending positions are assessed at **blog.valuelending.com.au**. Both are free to use and can be shared with a client directly — no contact details are required to use them.

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