

<Dealer Group> Manager

<Street\_Address>

<Suburb>

<City>

Dear <Manager>

Finance Now – Suggested Terms & Conditions for advertising finance options

The following T&Cs have been developed in line with advice we have received re the Responsible Lending Principles which are included in the CCCFA legislation from 6th June 2015. The key principles are that the customer must be treated fairly and have full opportunity to understand the finance option prior to entering into a contract.

Therefore advertising should display to the customer;

- All applicable rates and fees
- Means of receiving full written disclosure of any loan prior to entering into the loan

Additionally the advertising should contain;

- No surprises ie. the weekly payments should include all costs and fees on any amount financed
- Post offer details ie. the rates and fees the customer may incur after a promotional (eg. Interest Free or Deferred) period

As advertising in the dealership is the responsibility of the dealer, the following are our suggested T&Cs only. We recommend you seek independent advice.

**Weekly Payment Interest Bearing:**

All weekly payments are indicative only for that vehicle and are based on a term of XX months at an interest rate of X% and include a \$7.50 monthly service fee and a \$510 establishment fee. Details of finance (including weekly payments, the total amount repayable over the term of the loan, interest rate and any applicable fees) can be confirmed with a detailed quote in the dealership. Full disclosure of all of the terms of your finance will also be provided to you in the Finance Now disclosure statement for your consideration prior to confirmation of your purchase. All finance is subject to Finance Now terms and conditions and approval criteria.

**Interest Free Version:**

All weekly payments are indicative only for that vehicle and are based on a term of 36 months, with the first X months interest free followed by X months at an interest rate of X% and include a \$7.50 monthly service fee and a \$510 establishment fee. Details of finance (including weekly payments, the total amount repayable over the term of the loan, interest rate and any applicable fees) can be confirmed with a detailed quote in the dealership. Full disclosure of all of the terms of your finance will also be provided to you in the Finance Now disclosure statement for your consideration prior to confirmation of your purchase. All finance is subject to Finance Now terms and conditions and approval criteria.

Kind regards,



Andrew Brough  
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