**Insert Nexus Partners Logo**

**NAB INTRODUCER SUPPORT**

**Nexus Partners is one of Australia’s leading providers of referral based mortgage solutions. As well as partnering with business referrers nationally we work closely with lenders like NAB to provide mortgage introducer solutions to assist bankers with local opportunities.**

**THE NEXUS PARTNERS SOLUTION**

**Nexus Partners offers two solutions to nab bankers to assist them in managing local mortgage introducer opportunities.**

**NON GST REGISTERED INTRODUCERS**

**Nexus Partners has worked with nab in recent years to allow local bankers to source business from introducers not registered for GST. Our non GST solution allows nab bankers to identify potential introducer opportunities with local groups such as schools, sporting clubs and community organisations.**

**INTRODUCERS WANTING CHOICE**

**We manage a number of relationships in association with nab bankers where introducers may be reluctant to align themselves with just one lender. In such cases, we can sign an introducer on the banks behalf and allow them to source mortgage solutions from a range of lenders on our panel.**

**Our agreement with nab ensures that the primary relationship remains with the local nab banker at all times, and solutions from other lenders are only provided once the request is made by the introducer. A typical example would be a mortgage referral being made to another lender if a particular inquiry did not fit the nab policy.**

**HOW DOES IT WORK**

* **Introducer signs a referral agreement with Nexus Partners prior to referring business**
* **Banker requests a nab sub-introducer code under Nexus Partners for loan tracking**
* **Nexus Partners receives commission from nab in the month following settlement**
* **Introducer receives commission and RCTI in the same month from Nexus Partners**
* **Commission levels start at 0.40% with no volume requirement or lock in contract**

**NEXT STEPS**

**We are here to support you in signing local opportunities for new mortgage introducers. You can call us 7 days a week or direct your inquiry to your RER who will coordinate with us on your behalf.**

**Chris Campbell P 0404 030761**

**Managing Director**

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**Director**

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**Australian Credit Licence 387734**