## **What does Noble do for you?**

Buying a home, Investment Property or a Car is not something you do every day and It is important to us that we help you to make Informed Financial Decisions that save you real money.

At Noble Financial Services we have designed a 7 step process to make sure YOU get the best outcome every time and importantly feel comfortable and incontroll.

The Noble 7 step process

1. Exploration
   * *We spend time understanding your needs and what is important to you.*
   * *To make sure we get Understand*
2. Education
   * *We take the time to answer your questions so you fully understand and can make informed financial Decisions*
3. Advice
   * *Once we understand you we then put together a detailed report and recommendation of the best options that suit you*
   * *And work with you to decide the best solution.*
4. Application
   * We complete**all the paperwork** and do the running around.
5. Project Management
   * *We find that Solicitors and Conveyancers are good at law, Real Estate Agents are good at selling a property, Banks and Lenders provide the money – BUT none of them understand how all the elements fit together. That is out job, make sure they are all doing their job and make sure YOU are kept informed.*
   * *We make sure things progress smoothly and importantly keep you informed of the progress.*
6. Customer Care
   * *Often with the new Loan you will have new internet banking, and new accounts, we take the time to make sure you understand how this process works and how these accounts are set up.*
   * *We talk with you after Settlement is complete to ensure you are clear on why we set things up the way we did and make sure that everything works the way it should.*
7. Review
   * *As life changes so do your needs, we check in with you regularly to make sure your loans are keeping up with you. Are you buying a car, investment property or setting up a business we are there to help.*
   * *As interest rates change and we need to make sure that you still have the best available especially if you are thinking about fixing your interest rate – call us first*