

## MELBOURNE CUP BETTING TICKET RESPONSE

We had a great response to the Melbourne Cup Betting Tickets that were requested and sent out to clients. Congratulations to Mike and Cherry Lee who had a win on the day!

For those of you who didn't take the subtle hint (tip), we actually published a picture of the winner (Makye Diva) before the event. If you don't believe us, pull out the last newsletter and check for yourself!

## RIDDLE

Firstly a big congratulations to last editions first, correct riddle winner Cherry Lee! Hope you enjoyed spending your Liquor Barons voucher. Thank you to everyone who emailed in their answers. Now for this seasons riddle make sure you get your answers in early. Via email [cassie@catalystfinance.com.au](mailto:cassie@catalystfinance.com.au), or phone call 9477 4188. Remember the Christmas Hamper prize goes to the first-in correct answer.

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*There are 3 measuring cups on a table with volumes of 1-cup, 1½-cup, and 1¼-cup. There is also a 4-cup mixing bowl that is completely empty and leak proof.*

*Water is poured into the cups, and they are all filled to the brim.*

*All 3 measuring cups are then emptied into the large mixing bowl, without spilling a drop.*

*The mixing bowl, however, now only has less than a cup of water in it. How is this possible?*

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## SUMMER TIPS

- Lock up your house and turn the alarm on, thieves are usually on the prowl during the festive season.
- Don't forget to turn air-con off when you go to work each day.
- Set those reticulation timers to your Water Corp allowed watering days.
- Make sure your pet always has water, especially when you go to work. A good idea is to freeze dog treats in bowls of water, it takes them all day to get the treats out. Its fun and they are well hydrated.
- Keep with you at all times a can of Aero-guard the flies are back in force!



## CHRISTMAS AND NEW YEAR WISHES

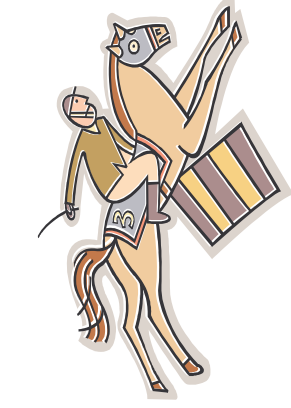
From all of us here at Catalyst Finance we hope you have a fun, and relaxing festive season. Remember to drive safely on the roads.

If at any time you would like to review your current financial status please call for a chat.

We look forward to hearing from you in 2006.

*If any of your details have changed, please advise Cassie to amend in the database.*  
*Email [cassie@catalystfinance.com.au](mailto:cassie@catalystfinance.com.au)*

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# catalyst

finance solutions

## Summer 2005 Edition 4

## A Client for Life

Christmas is upon us, and the weather is hotting up, so just before some of you lucky people head off on your holidays we thought we'd enlighten your season with our summer edition of the Catalyst Finance Newsletter. Also attached is our fridge magnet, to help remind you of Catalyst's services every time you need assistance with finance.

What a year it has been! Firstly, we moved into our new premises on Great Eastern Highway, Ascot. Catalyst Finance won second place in the PLAN Australia WA Small Business Brokerage of the Year. Following that our own Matt Rigby and Jason Cheetham were both nominated for WA Broker of the Year. Diane Nicol joined our team and we proudly introduce our newest loan planner, Craig Harper.

## INTRODUCING OUR NEW LOAN PLANNER—CRAIG HARPER

We welcome Craig Harper to our team at Catalyst Finance. Craig has been in the finance industry for over 18 years, 15 years of which was spent in banking. During this time he has primarily worked in Personal Banking and as a Small Business and Rural Lending Manager. Craig was the number one lending manager in retail banking for St George in 2001 and only last financial year was in the top 100 of mortgage brokers Australia wide.

Craig was handpicked to be part of the Catalyst Finance team because of his ability to solve customer problems, and his similar customer focus and ethos of "A Client for Life". These are the values that drove Craig into the top 100 brokers in the country.

Just like Diane Nicol, Craig is a trusted member of our team. If at any time you are unable to contact Jason or Matt, please feel confident in the abilities of our team to deal with you in the most professional manner.

Save By Refinancing Your Home or Business Loan After 1st January 2006

The State Government has decided to bring WA inline with most other states by abolishing mortgage Stamp Duty on refinancing loans from 1st January 2006.

This will be available on loans that are for owner occupied purposes (i.e. used towards your place of residence) and for loans that were used for the purposes of small business. It does NOT include loans used for investment such as share or rental property purchases.

The saving term's are \$250 per \$100,000 borrowed for home loan refinances and \$400 per \$100,000 borrowed for business loan refinances.

The abolition of mortgage stamp duty for the above purposes is a big win for WA consumers. People will feel less "tied in" with their current lender by not having to pay the State Government fees if changing lenders.

Please take into account your lender may charge penalties or a 'Deferred Establishment Fee' should you wish to refinance. It is best to check with Catalyst Finance whether you would be up for any nasty surprises. We would be happy to discuss your previous loan contract to confirm whether or not a penalty could be charged.

If you would like us to review your current mortgage for a better or more suitable deal, don't hesitate to ask for our assistance - our advice is free!

**Jason Cheetham**

## STATE GOVERNMENT ANNOUNCES INITIATIVES TO ASSIST LOW INCOME HOMEBUYERS

There's good news for first homebuyers and low income earners. The Western Australian government recently announced 2 new initiatives which will greatly assist with the purchase or construction of new homes.

The first is a "Share Ownership Scheme". The initial pilot will be for \$50 million and will help assist up to 200 low income and first homebuyers. The program will be run through the government funded bank Keystart. Essentially, the buyer will only need to purchase 70% of the purchase price of the property with the remaining 30% equity held by the government. Although the government hasn't released the full details of the initiative, it is believed the government would follow similar schemes in place with Homeswest and recoup their costs when the property was sold and they will receive 30% of the profits. With the median price of the standard residential property in WA now just over \$305,000, effectively the buyer's mortgage repayment would be reduced from \$2,227 per month down to \$1,559 pm. (Based on the standard interest rate with Keystart 7.24% over 25 years).

The second initiative is also based on similar schemes interstate whereby the government would establish a non-profit company to assist with the construction of new houses. The taxation benefits available to non-profit organisations would reduce the construction costs considerably. Landstart being the Department of Housing and Works arm was already assisting with the affordable housing push by purchasing a large number of small-lot design blocks and building small affordable homes. They recently purchased 2,800 lots in the north of Perth and are entering into joint ventures.

So while a lot of the focus in the media has been on the increasing cost of housing and that low income and first homebuyers are being pushed out of the real estate market, it is encouraging to see that the government not only realises the commercial benefit of the housing industry to the State, but is actively doing something about it.

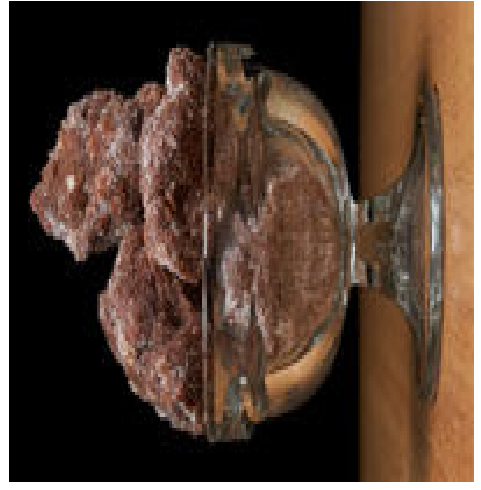
**Craig Harper**

## WEBSITE / CIRCLE OF TRUST

"Finally!", I hear you all say, the Catalyst Finance website is now up and running. Going back to our last newsletter where we mentioned our referral base, we have added to our website the list of preferred contractors and professional services. Should you need the services of i.e. an accountant or electrician, either jump online and have a look at our list or call Cassie on 9477 4188. This list only contains people whose services we have happily used. We have no hesitation in recommending them to others.

## CHRISTMAS CHOCOLATE TRUFFLES

(Rum Balls) from client Willie Drew



### Mix Together

- 1.5 cups icing sugar
- 1 cup cocoa
- Add 1 cup crushed plain biscuits, mix well
- Fold in 1 packet melted cooled copha add
- 1 can condensed milk then add
- 9 tablespoons of rum

Mix well until thick enough to roll into balls

Roll in chocolate sprinkles or coconut then put into fridge

*Optional: Mix in chopped glace cherries*

*For kids instead of rum add 3 teaspoons of vanilla essence.*

## CHRISTMAS PRESENT IDEA

Jars of Marinated Feta from Cassie

- 1kg plain feta cut into 2cm cubes
- 2 handfuls of basil dried, chopped up finely
- 2 handfuls of rosemary dried, chopped up finely
- 2 chilli's chopped
- 4 - 5 olives scattered in each jar
- 1 bay leaf in each jar
- 2 semi sun dried tomatoes scattered in each jar
- 1 x 2 kg tin of olive oil

Scatter basil, rosemary and chilli onto a bench then press feta cubes into mix, place feta into jar add olives, bay leaf and tomatoes to each jar. Fill jar up with olive oil then close the lid tightly.

Wrap a ribbon around the jar then leave in the cupboard until Christmas Day.

*You do not need to refrigerate as the olive oil keeps the feta edible.*



## WHY USE CATALYST FINANCE?

### Who we deal with?

Catalyst Finance deals with over 30 lenders on our panel. We are all about choice. Certainly there's a few lenders that aren't used very often because they are specific for say owner builders or for specialised lending. However, we deal with more than half of these lenders on a regular basis and know their products very well.

### How do we choose the lender?

It is up to you, the client, to ultimately decide which lender you prefer but we can arm you with all the necessary information on fees, interest rates and loan features to help you make an informed decision. It all comes down to what you are looking for with a financier – be it service, low rate or flexibility etc. Each lender has different niches, and some lenders have no niches so it is important to speak to a professional broker or loan planner, ( as we now like to call ourselves ) to discuss which is best for you.

### Why not deal direct with the lender?

Sure! You can deal direct with lenders if you wish, but we find that once you are a client of some lenders the service is non-existent; you are just a number in their system. It is our responsibility as loan planners to service your needs continually and we are remunerated accordingly. If you are not receiving good service or the right answers from your lender we need to know, so we can raise this directly with them. It may impact on us giving the lender any further business.

### Why choose Catalyst Finance as your broker?

That's easy! At Catalyst Finance we are professional, experienced, client driven and members of PLAN Australia (Professional Lender's Association of Australia). We care about our clients and we like to keep in touch with your evolving needs.

We have means of getting deals done that other less experienced brokers do not have access to. We pride ourselves on getting the deal done and doing it efficiently while keeping in touch during and after the process. There have been many occasions this year where we have been asked to save a deal that another broker was unsuccessful in obtaining finance for.

**Matt Rigby**