

**NZHL**   
HOME LOANS | INSURANCE

ACHIEVE YOUR GOALS  
NAVIGATE YOUR DEBT





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*The information contained in this booklet is general in nature and is not intended as advice. It may not be relevant to individual circumstances and before making any investment, insurance or financial planning decision; you should consult a professional adviser. Copies of our disclosure statements are available on request, free of charge.*



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# OUR JOURNEY STARTED...

...in 1996 with two guys from Hamilton who felt there had to be a better route to owning your own home than being loaded up with a 30 year mortgage to pay until you retire.

We believe that **every Kiwi** deserves to be **debt free**. So we have created a unique system that combines...



**1** a **home loan** structured to reduce the interest you pay

**2** our **debtnav tool** to monitor your spending and its impact on your home loan

**3** a 'go to' **consultant** to support you along the way

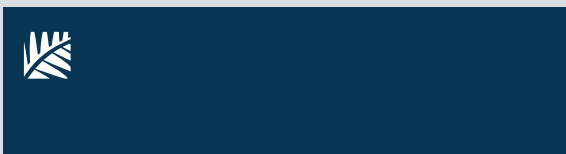
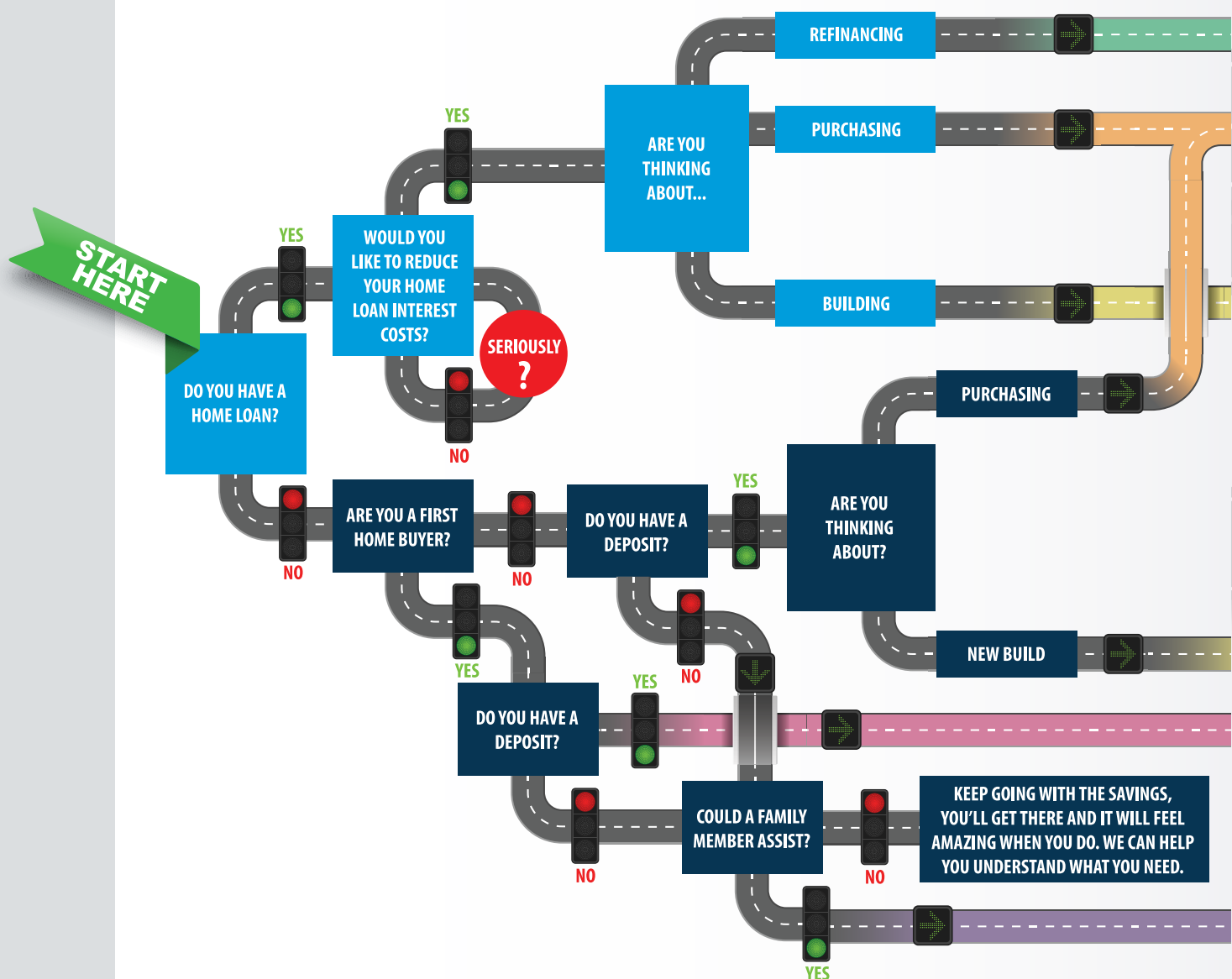
... to bring **financial freedom** even closer.

After more than 20 years we are still on the journey to help Kiwis become debt free, faster.

To grow our business, we believe in having great people, building relationships and providing great service to our clients... and the word has spread... we have over 20,000 clients and have provided over \$5.9 billion in home loans to Kiwis.

# WHERE ARE YOU HEADING

No matter where you are heading, NZHL can help by structuring your home loan to reduce your interest costs, provide a tool to monitor your progress and giving you a 'go to' consultant to support you along the way



**ACHIEVE YOUR GOALS  
NAVIGATE YOUR BEST**

**REFINANCE**

**IF YOU WANT TO PAY YOUR HOME LOAN OFF FASTER AND REDUCE YOUR HOME LOAN INTEREST COSTS...**

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**PURCHASE**

**IF YOU WANT TO PURCHASE A NEW HOME...**

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**FIRST HOME**

**FOR INFORMATION ABOUT WELCOME HOME LOANS AND TIPS AND TRICKS FOR FIRST HOME BUYERS...**

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**BUILDING**

**FOR INFORMATION ON HOME LOANS FOR BUILDING A NEW HOME...**

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**FAMILY ASSIST**

**TO CHECK OUT WAYS YOUR FAMILY MAY BE ABLE TO ASSIST...**

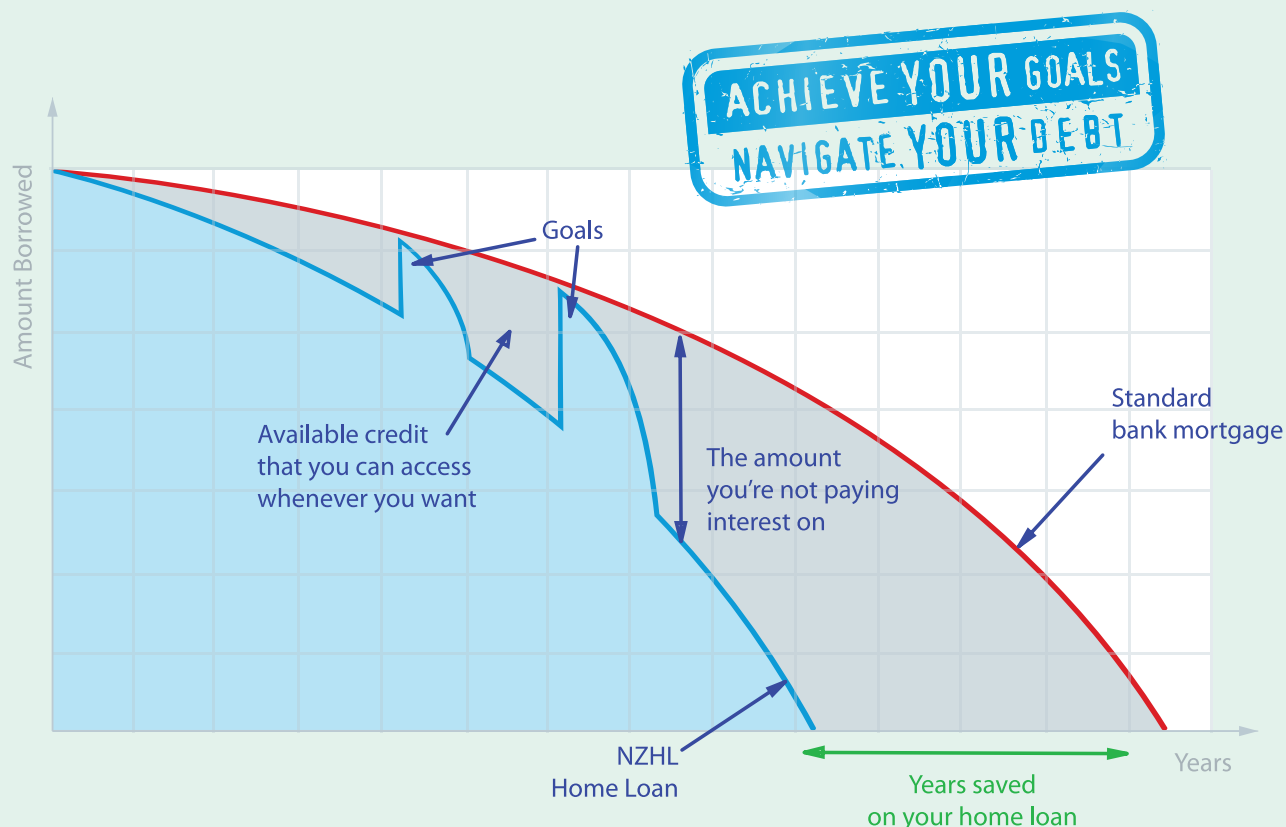
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# THE REFINANCE ROUTE

By moving your existing home loan to NZHL you could shave a whole lot of time off your journey or make it easier to take detours along the way.\*

An NZHL home loan is a mortgage account that is transactional and has all your income 'channelled' into the one account to maximise interest savings.



With NZHL you'll get:

- Your own personal consultant to help navigate the ups and downs and make your financial route as smooth as possible.
- Our online tool, debtnav, to help you plan the best route for you and track where you are and how long it will be until you get where you're going.
- A home loan product designed to benefit YOU.
- Support to help you plan for your future goals.

Top 3 things people don't always realise about home loans:

- ✦ A good rate won't pay your home loan off any faster but the right structure will. Home loans are most often structured to a 25 or 30 year term by the bank, which may leave you paying more in interest than you need to.
- ✦ You don't have to wait until your fixed rate expires to refinance your home loan.
- ✦ Before making any big decisions about your finances, like fixing your home loan, it's really important to know what your plan is for the future; what your current and future expenses are and what goals you want to achieve.





# THE PURCHASE ROUTE

**Home ownership has long been part of the Kiwi way of life, but it usually doesn't stop at buying your first home. Invariably as your needs change so do your homes.**

Whether you're upsizing, downsizing, buying an investment property or your little slice of paradise somewhere, NZHL is here to help.

When buying your next property there are a few other things to think about, that you may not have had to when buying your first:

- Timings of house sale and purchase.
- Will you need bridging finance or deposit assistance?
- Are you buying a home, bach or rental?

This may affect how much you can borrow.



**Investing in residential property is one path travelled by Kiwis to build their wealth and secure their financial futures.**

If you're thinking about becoming a landlord, some other things to think about are;

- How it might impact your tax obligations
- New landlord obligations such as smoke alarms and insulation.
- Whether you'll self-manage the property or get an agency to do it for you.
- Look at all the costs involved, not just the mortgage repayments (e.g. insurance, rates, maintenance etc).
- Deposit requirements for investment properties are generally higher than for owner-occupied properties.
- How will you structure the ownership of your investment? eg. a look through company or trust.

# THE JOURNEY TO BUYING A FIRST HOME

The journey to getting a first home is not always easy. Getting together a deposit can often be the hardest part about buying a house.

## Affordability

Most lenders ask for information to prove a home loan is affordable, an easy way to think of this is, does your rent + savings = home loan repayments?

You can calculate your mortgage repayments at:  
[www.nzhl.co.nz/affordability](http://www.nzhl.co.nz/affordability)



How much deposit is required?

All lenders in NZ must now ensure that the majority of their lending has a 20% deposit, so they are limited to how many low deposit (5% - 19.9%) home loans they can offer.

There are a number of routes you can take to get to your deposit, such as;

- Your own personal savings
- A gifted deposit (eg. from a parent/family member)
- KiwiSaver Home Start Grant
- KiwiSaver Savings Withdrawal

If you don't have a 20% deposit, talk to us today as your first home may be closer than you think.

We have a number of different options for first home buyers, including;

- Welcome Home Loans
- Building
- "Turnkey" or "Off Plan" build
- Existing Home

*Deposit amounts and lending criteria can vary on a daily basis depending on each bank's ratio of low equity loans, changing Reserve Bank policy and availability of funds. We recommend getting in touch with a local consultant who will be able to confirm what deposit amounts and lending criteria may apply to your specific situation.*



# BUILDING YOUR OWN HOME

Building a new home is an exciting journey. It gives you the opportunity to include all the things you want and nothing you don't; a home perfectly suited to you, your family and your lifestyle.



## Things to consider before building:

- 🔨 *Can you afford to live in your existing home while building your dream home?*
- 🔨 *Make sure you know exactly what is, and is not included in your contract (e.g. curtains, driveways, landscaping etc), so there are no surprise expenses at the end of the build.*
- 🔨 *Particularly if it is your first time building, it is recommended to work with a reputable building company with a fixed price contract, rather than managing the build yourself.*

Generally, there are two ways building loans are financed: either a lump sum paid at the end of the build or progress payments at various stages of the build.

Because there are so many variables the deposit amount and terms of the loan can vary greatly as well. Talking to someone early on in the process about finance is imperative so that you can ensure the road to building your dream home is as smooth as possible.



# WHAT DO YOU WANT TO SEE ALONG THE WAY?

Sometimes half the fun of a trip is the journey along the way, it's not always a race to the finish line.

We encourage our clients to think about what else they want to achieve in life (other than just paying off the home loan).

- Do you want:
- a family holiday?
  - to upgrade the existing car?
  - to purchase another property?
  - to renovate?
  - to expand the family?

Whatever your goals are, big or small, we can help put a plan in place to achieve them.

## What are your Goals?



<b>GOAL ONE</b>	<hr/> <hr/> <hr/> <hr/>
<b>GOAL TWO</b>	<hr/> <hr/> <hr/> <hr/>
<b>GOAL THREE</b>	<hr/> <hr/> <hr/> <hr/>

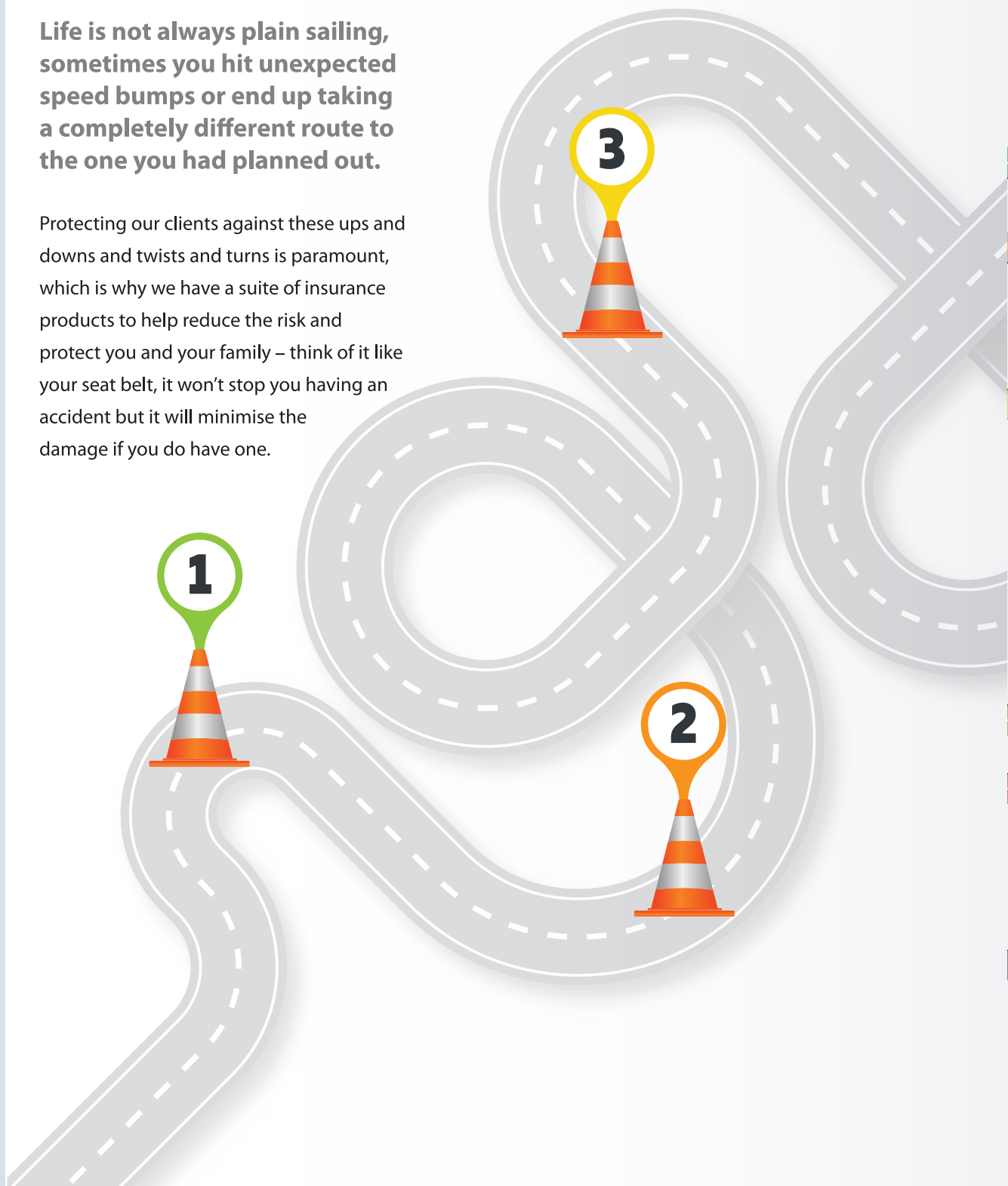


# INSURANCE

## NAVIGATING THE TWISTS AND THE TURNS

**Life is not always plain sailing, sometimes you hit unexpected speed bumps or end up taking a completely different route to the one you had planned out.**

Protecting our clients against these ups and downs and twists and turns is paramount, which is why we have a suite of insurance products to help reduce the risk and protect you and your family – think of it like your seat belt, it won't stop you having an accident but it will minimise the damage if you do have one.





**Reducing Life Cover** specifically protects your home loan for the term of the loan, reducing each year at a similar rate as your home loan principal reduces. This product is unique to NZHL and has been designed to reflect our clients' debt nav plans.

**Life Cover** is about protecting those you leave behind. It provides a lump sum in the event of death or terminal illness.

**Survivors Income** gives your loved ones a monthly tax-free benefit that is guaranteed, inflation adjusted and paid for a time frame specific to your family's circumstances.

**Income Protection Insurance** looks after your responsibilities when you can't.

**Mortgage Protection Insurance** takes care of your home loan repayments, if you are unable to meet them due to illness or injury.

**Retirement Contribution Cover**, if you have Mortgage Protection or Income Protection cover and are contributing to KiwiSaver Retirement Contribution cover will continue to pay your contributions while you are on claim.

**Medical Insurance** gives you options. Our public health system only provides immediate care in an emergency. For other health problems, even serious ones like a heart condition, you could face waiting lists.

**Trauma Insurance**, if you are diagnosed with a serious illness, the last thing you want to be worrying about is money. You can remove the financial pressure with Trauma Insurance which pays you out a lump sum should you suffer from one of the extensive range of events and illnesses covered.

**Home and Contents Insurance** protects your possessions against theft, damage or accidents with Home and Contents Insurance.

**Car and Boat Insurance** protects your vehicle from accident or theft and insure liability (should you be at fault) with Car and Boat Insurance.

## WHAT YOU CAN PROTECT

YOUR LIFE



1

YOUR INCOME



2

YOUR HEALTH



3

YOUR HOME/CAR



4

*I just want to thank you Julie Taylor so much for encouraging me to take out additional insurance and for the 'lottery like' pay out. I vaguely remember our conversation a few years back when Julie had mentioned "but just say you get cancer and are unable to work", thinking maybe that's a good idea I signed on the dotted line not for one minute thinking I would be a cancer victim down the track. So fast forward 3 years and in casual conversation with Julie I explained my situation...well within a few hours all the paper work had been signed and sent off. Through my ignorance of insurance I thought it was only paid out once you are dead! I could not believe the fast turn around of them, they were absolutely amazing, compassionate, and the pay out was super quick. Together with income protection I also received a lump sum payment. This has made my recovery so much easier to handle without the financial strains associated with not being able to work full time. I encourage everyone no matter what your age to take a closer look at your insurance policies and I would 100% endorse the way they look after their clients.*

Thank you Julie

# HELPING OTHERS ALONG THE WAY

As the price of houses continues to rise, parents and older family members are giving the younger generations a hand, to help them get onto the property ladder.



If you are considering helping a family member into a home, take the time to consider all the options and how they will impact on you and your financial future. Remember your journey is just as important as theirs. Investing in good advice from a professional in these situations is well worth it.

Some ways this can be done:

- Gifting money toward the deposit
- Lending a deposit
- Acting as guarantor
- Buying a house together



# HOME LOAN CHECKLIST

## When applying for a home loan you'll generally need to provide:

- A deposit
- Sufficient income to repay the home loan
- Good credit history
- Citizenship or Residency

## To get a home loan you'll need:

- The last three months bank statements for your main account
- The last three months bank statements for your current mortgage (if applicable)
- Photo ID
- Proof of income (eg. payslips, contracts, financial accounts)
- Expense information (see page 16)

# MY BUDGET

FIXED EXPENSES: Show a monthly amount using an average of last 12 months expenses (slightly overstated is better than understated).

HOUSEHOLD EXPENSES	Rent / Board		
	Electricity / Gas		
	Telephone / Mobile		
	Internet		
	Rates		
	Groceries		
	Sky / Netflix		
	Body Corporate		
	Ground Rent (Leasehold)		
	Other _____		<i>sub total</i>
	Other _____		
CHILDREN	Kids Clothing		
	Childcare		
	Education Costs		
	Kids Shoes		
	School Uniforms		
	Kids Sports		
	Child Support / Maintenance		
	Other _____		<i>sub total</i>
Other _____			
PERSONAL	Personal Clothing		
	General Entertainment		
	Sports and Leisure		
	Restaurants		
	Takeaways		
	Spending Money		
	Gifts		
	Doctor / Pharmacy		
	Family Haircuts		
	Personal Care		
	Holidays		
	Donations / Tithes		
	Other _____		<i>sub total</i>
Other _____			
TRANSPORT	Petrol		
	Registration		
	Maintenance		
	WOF		
	Road User Charges		
	Parking		
	Taxi / Bus / Train		
	Other _____		<i>sub total</i>
	Other _____		
INSURANCE	House/Contents		
	Car		
	Health		
	Life		<i>sub total</i>
Other _____			
			<i>Total Monthly Expenses</i>



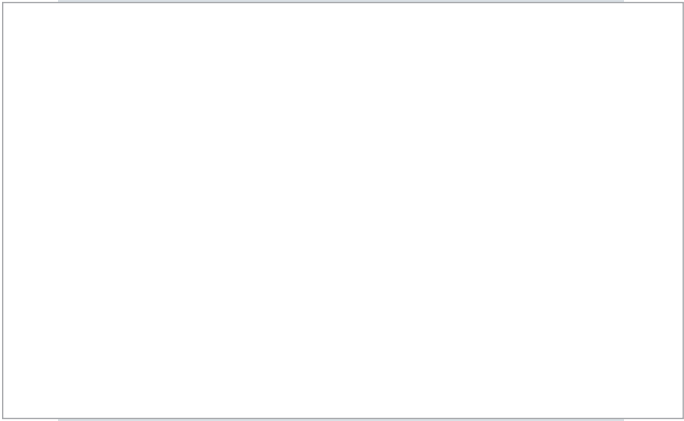
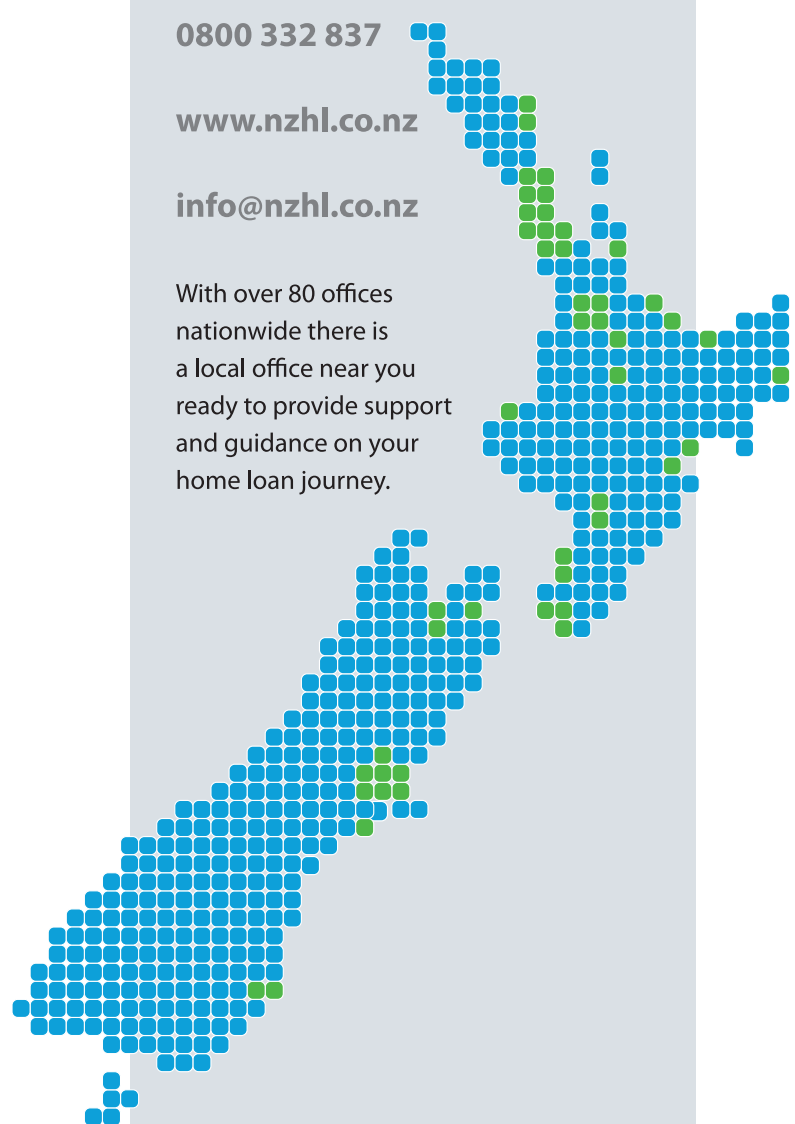
The start of your journey with NZHL is just a phone call or mouse click away

0800 332 837

[www.nzhl.co.nz](http://www.nzhl.co.nz)

[info@nzhl.co.nz](mailto:info@nzhl.co.nz)

With over 80 offices nationwide there is a local office near you ready to provide support and guidance on your home loan journey.





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