

## Print for future reference



### At a glance Quick Underwriting Guidelines

Date of revision

6th July 2010

Unsecured loans	Max LTV	Adverse	Self Employed	Interest rate from *	Min/Max Loan	Notes:
Black Horse	N/A	Yes	Yes - 3 yrs audited accounts/ Minimum 4 years trading.	14.90%	£500/ £15,000	Instant decision / On-line scoring If other on deeds/mort MUST be joint app
Secured Loans	Max LTV	Adverse	Self Employed	Interest rate from *	Min/Max Loan	Notes:
Nemo	85%	No	Yes - proven income up to £60K Advance. 75%	9.9% Nominal 10.4% APR	£10,000 / £100,000	Instant decision / On-line scoring
Blackhorse	80%	Yes	Yes - 3 yrs audited accounts/ Full tax assessments	10.9% APR	£3,000* / £40,000	Instant decision / On-line scoring If other on deeds/mort MUST be joint app
Link Lending	75%	No	Yes - rate loaded by 1%. 3 Months bank statements to prove income	11.9% Nominal	£5000 - £ 30,000	Great for short time self employed - 6 MONTHS ONLY
Blemain	75%	Yes	Yes - Accountants reference confirming net profit and forecasts	12.90% Nominal	£5,000* / £50,000	Excellent relationship with Blemain. We package deals quickly and effectively. We do deals other master brokers are unable to
Norton	70%	max 3 units	Yes - Self certification and back up	13.90%	£3,000 / £25,000	No Val under 75%ltv
First European	65%	Unlimited	Yes - Self certification with back up i.e. invoices	19.8% Annual	£5,000* / £25,000	Limited funds call to discuss your case. Funds may be delayed
I Group	60%	Yes (minor adverse -subject to credit score)	Yes - Acct's reference / Full tax assessments/ Minimum 12 months trading	10.56% above base	£10,000 / £75,000	Subject to credit score
Link Lending Baby Link	60%	No	No	<b>11.90%</b>	£4000 - £10000	No 1st Mortgage reference required if shown on credit search. Will not require valuation if AVM has confidence level of 4+. Reduced processing costs and Faster!
Blemain RX Semi Expensive	60%	Yes	Maximum £50000 self employed with 3 months business bank statements	12.4% Nominal	£15,000 - £50,000 £50,000 - £100,000 Up to £200,000	Rates from 12.9 up to £50 K Rates from 12.4 from £50K - £100K Up to 55% LTV on Referral
Swift	60%	Unlimited	Yes - Accountants / Evidence confirming self employed income	14.9% Nominal	£7000 - £50,000	New Lender
Tiuta	60%	Minor adverse accepted	Yes - Acct's reference / Full tax assessments/ Minimum 12 months trading	12.9% per annum	£25,000 / £500,000	CCA exempt loans only
Prestige	60%	Yes	Yes - Self certification/Accountants reference at 55%	11.9% Flat rate	£5,000* / £40,000	Excellent service. Prestige adopt a can do attitude

Debt Solutions	Description	Suitable customers
Debt Management	Informal arrangement with creditors, enable your client to make reduced payments on unsecured debt during times of financial difficulty	More than 2 creditors, experiencing financial difficulty
IVA	Formal court arrangement - For clients with more severe debt problems, after 5 years any outstanding debt is written off	Suitable for high levels of debt to multiple creditors
Trust Deeds	For Scottish residents, a formal court arrangement 3 year term at the end of the 3 years any outstanding debt will be written off	As per IVA for Scottish residents
Full and Final	Used when a client comes into a lump sum of money via remortgage/inheritance, windfall etc, we can negotiate with unsecured creditors for them to accept a full and final payment to settle the account	Usually already on debt management plan, looking for a way to clear all outstanding unsecured credit at a reduced amount

Bridging/Commercial criteria	Basic criteria	Typical Scenarios
No minimum term	When funds are required speedily to prevent bankruptcy or repossession	Credit repair - offer a bridge consolidation loan rather than debt management. Improve credit worthiness and after 6 to 9 payments refinance to mainstream lender.
Maximum 75% LTV	Buying property from auction, for business purposes or raising funds on a portfolio of properties	Release of equity from clients existing property to assist in the purchase of other properties
Retained interest	100% funding of the purchase price - able to work from market value rather than the purchase price in some cases	Unsuitable security type. Bridging to raise extra cash to finish renovations and then later re-finance
100% funding of the purchase price in some cases	Purchase a proposed property conversion and re-finance later to a mainstream lender	

**Need an underwriter to help? Call us on 0844 875 1882**

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