

Commercial Mortgage Introducer enquiry form

SpecialistSales@positivelending.co.uk 01202 850830

Introducer details	
Applicant reference:	
Contact name:	
Company name:	
Company address:	
Company postcode:	
Email address:	
Telephone number:	
Regulatory status:	☐ Directly Authorised ☐ Appointed Rep ☐ Commercial Broker
Your permissions:	☐ Independent ☐ Firsts only ☐ Credit Broker
Network or club:	(if applicable)
Network FCA number:	(if applicable)
Individual FCA number:	
Have you met with your client face to	face? Yes No
Fees And Advice	
Is this application a regulated mort	gage contract? Yes No
Who is advising the client? Interme	ediary (you) Positive Lending
Do you wish to add these fees to th	e loan? Telegraphic transfer fee 🔃 Lender fee 🗌 Packager fee 🗌
Are you charging the client a fee? Y	es No If yes, how much? £
If yes, when are you charging the client	? Upfront On application On offer On completion Add to loan
If yes, how much is refundable? £	If yes, when is it refundable?
Customer Vulnerability	
Are you aware of any additional vul	nerabilities that your client may have? Yes 🔲 No 🗌

If you answer yes to this question, please provide further information on the Additional Details Page.

Borrower's Limited Company/Limited Liability Partnership details					
Is the mortgage being taken out in the complete the section below. If no, ple	e name of a Limited Company? If yes, please ease proceed to page 3.	Yes	No		
Borrower's registered name:					
Borrower's trading name:					
Principal activity:					
Telephone number:					
UK registered address:					
UK registered postcode:					
Correspondence/business					
address (if different):					
Correspondence/business postcode (if different):					
Company/LLP registration number:					
Business start date:	DD/MM/YY				
Country of incorporation:					
Number of directors/ shareholders/designated					
members:					
Details of directors/shareholders, including percentage of ownership:					

Applicant 1 Applicant 2 Title: First name: Middle name(s) Surname: Have you been known by any Yes No Yes No other name(s) in the last 3 years? If yes, previous surname(s): Date of birth: Marital status: Home telephone: Work telephone: Mobile telephone: Email: Nationality: Current resident in the UK? Yes No Yes No Permanent right to reside in UK? Yes No Yes No Estimated retirement age: Any criminal convictions? Yes No Yes No If yes, please provide details: Any adverse credit? Yes No Yes No If yes, please provide details:

Applicant(s) personal details

Applicant(s) current address		
	Applicant 1	Applicant 2
Home address line 1:		
Home address line 2:		
Town:		
County:		
Postcode:		
Residential status, current home address:	Owner with mortgage Owner without mortgage Privately renting Living with parents Living with friends/relatives Tied accommodation Local Authority renting/ Housing Association	Owner with mortgage Owner without mortgage Privately renting Living with parents Living with friends/relatives Tied accommodation Local Authority renting/ Housing Association
Your current monthly mortgage/rent payment:	£	£
Time at current address:	Years: Months:	Years: Months:

Applicant(s) previous address. *Please provide 3 years' address history for each applicant, using the additional information sheet at the back of this form if required, thank you.*

We require a minimum of 12 mon			nisto	ory or 36	5 mont	hs' self	-employme	ent I	history
Employment type (e.g. permanent, temporary, contract, not working, student):									
Employer company name:									
Employer address:									
Employer postcode:									
Employer telephone:									
Time at current employment/ contract:	Years:	Mont	hs:			Years:	Mon	ths:	
Job title:									
Total basic salary:	£					£			
Applicant(s) self-employment de	tails								
		Appli	can	t 1			Appli	can	t 2
Nature of business:									
Self-employment type (e.g. sole trader / partner / director):									
Self-employed company name:									
Self-employed address:									
Self-employed postcode:									
Self-employed telephone:									
Date started:		DD/N	1M/	YY			DD/N	1M/	ΥΥ
Last 3 year's net profit:	Year:		£			Year:		£	
	Year:		£			Year:		£	
	Year:		£			Year:		£	
Percentage of business:		%					%		
If Limited Company Director, last 3 year's salary and dividends:	Year:		£			Year:		£	
2 y sa. o sa.a. y arra arradinasi	Year:		£			Year:		£	
	Year:		£			Year:		£	

Statement of Assets and Liabilities				
Monthly income	(per month)	Assets	£	Details
Earnings after tax:		Cash:		Institution held:
Partner's earnings after tax:		Shares:		Company/if listed:
Other (investments, etc.):		Life policy surrender value:		Company/maturity date:
Other:		Personal dwelling/home:		Owners/address:
Other:		Other property 1:		Owners/address:
Other:		Other property 2:		Owners/address:
Other:		Other investments:		Details:
TOTAL MONTHLY INCOME AFTER TAX (A)		TOTAL ASSETS (A)		
Monthly expenditure	(per month)	Liabilities	£	Details
Mortgage/rent:		Overdraft:		Balance/lender/up to date:
Life assurance/endowment/pension:		Mortgage:		Balance/lender/up to date:
Rates/council tax:		Car loan/HP:		Balance/lender/up to date:
Water/gas/electricity/phone:		Personal loan 1:		Balance/lender/up to date:
Home building and contents insurance:		Personal loan 2:		Balance/lender/up to date:
Travel to work:		Personal loan 3:		Balance/lender/up to date:
Petrol/car maintenance:		Store/credit card 1:		Balance/lender/up to date:
Car insurance/road tax:		Store/credit card 2:		Balance/lender/up to date:
Food/clothing:		Store/credit card 3:		Balance/lender/up to date:
Other loans/HP/credit cards:		Personal tax:		Year/when due:
Entertainment/subscriptions:		Personal Guarantees signed:		Amount/lender:
Other costs (holidays/Christmas):		Other		Year/when due:
TOTAL MONTHLY EXPENDITURE (B)		TOTAL LIABILITIES (B)		
MONTHLY DISPOSABLE INCOME (A-B)		NET SURPLUS/DEFICIT (A-B)		

Loan details			
Loan purpose:			
Loan amount:	£		
Source of deposit:			
Security details			
Property location:	England or W	ales Scotland	
Purchase price/estimated value:	£		
Property address and postcode:			
Property type:	Full commerci	al S	emi-commercial
AMIL I	l 2		
Will the property be occupied by the			Yes No
Will the property be purchased in a p	ersonal or LTD Cor	npany name?	Personal LTD co
Tenure:			Freehold Leasehold
If leasehold, how many years left of t	ne lease?		years
If flats, total floors in building?		On which floor is propert	y?
Tenant type:			Private DSS
Rent as per AST:		Rent after letting fees:	£
Length of current tenancy:			Months Years
If HMO, how many bedrooms:			
If HMO, is it licensed?			Yes No
Is the property a holiday let or Airbnb)?		Yes No
Sector related experience			
Please describe the client's sector r	elated experience:		
Income position			
Please describe the client's overall	income position/in	come sources:	

Document checklist

To enable us to process the loan enquiry as quickly as possible, please supply the following documents/information:

IF PROPERTY BEING FINANCED IS OCCUP	PIED BY CLIENT'S BUSINESS:
Last 3 months of bank statements:	
Last 3 years of trading accounts:	
Last 6 months of business statements:	
ID	
IF PROPERTY BEING FINANCED IS OCCUP	PIED BY THIRD PARTY TENANT:
	PIED BY THIRD PARTY TENANT:
IF PROPERTY BEING FINANCED IS OCCUP	PIED BY THIRD PARTY TENANT:
IF PROPERTY BEING FINANCED IS OCCUP Rental income details:	PIED BY THIRD PARTY TENANT:

Have questions regarding the information required? Our Commercial Team is happy to help. Please contact them on 01202 850 830 option 3.

Please select the route to proceed with this enquiry:

ROUTE 1:

CASCADE TO THE BEST AVAILABLE PRODUCT AND REPORT ON THAT ONLY

In some cases we may need to approach more than one lender in order to secure your (your client's) loan. We always start with the lender that most closely matches your preferences and will give you the best deal possible. However, if that lender is not able to accommodate your circumstances, we will move to the next lender in line. This may mean that we need to share your (your client's) personal data with more than one lender. We will keep records of whomever we share information with so that we can request deletion where necessary.

5	vour	client	hann	/ for	us to	proceed	on this	hasis? If so	please select this route:	
1	y O G i	CITCITE	i iapp	, 101	45 60	proceed	OTT CITIS	DU313, 11 30	picase select tills i date.	

ROUTE 2:

REVIEW PRODUCTS LENDER BY LENDER, REPORT ONE AT A TIME

If you would prefer we can report back lender by lender until we have a lender that believes they can assist your client. We are very happy to take this approach but please note it will elongate the process.

lf '	you	prefer i	us to	report	lender	by	lender,	please	select this	route:	

ROUTE 3:

HIGH-LEVEL INDICATIVE TERMS ON LIKELY OPTIONS AVAILABLE

Would you like us to provide a quick overview of high-level indicative terms, without full client data being sent to any lender.

It vou preter	us to provide indicative terms, please select this route.	

Please be assured that we will not do any hard footprint credit searches that other institutions can view without express consent.

Please telephone our Data Controller on 01202 850 835 if you want to understand how your data will be used. You have a legal right to receive a copy of the information we hold about you.

Declaration and Authorisation

In assessing the application, we will make enquiries about your client(s) including searching any records held by Credit Reference Agencies, Electronic Identity/Verification Systems and checking details with Fraud Prevention Agencies. If false or inaccurate information is provided and we suspect fraud we will record this. The Credit Reference and Fraud Prevention Agencies will keep details of any searches. Information held by the Credit Reference Agencies may already be linked to records relating to one or more of the financial associates.

For the purpose of this application your client(s) may be treated as financially linked and the application will be assessed with reference to any "associated" records. If it is a joint application or if you have told us of some other financial association with another person, you must be sure that you are entitled to (a) disclose information about any joint applicant and anyone referred to; and (b) authorise us to search, link or record information at Credit Reference Agencies. An association between joint applicants and between anyone you tell us is a financial partner will be created at Credit Reference Agencies. This will link financial records, each of which will be taken into account in all future applications. This will continue until a disassociation is successfully filed at the Credit Reference Agencies.

You confirm that your client(s) has/have given consent to us disclosing details of their application to Credit Reference Agencies, Fraud Prevention Agencies and our panel lenders. This information may be used to help us and other organisations to (a) assess the financial risk of dealing with them and other associates; (b) may be used to help make decisions on motor, household, credit, life and other insurance proposals and insurance claims; (c) administer agreements and insurance policies with them; (d) help prevent or detect fraud, prevent money laundering or other crimes, recover debts and trace debtors; and (e) for statistical analysis about credit, insurance and fraud.

The lender(s) we recommend may use "credit scoring" or other automated process in deciding whether to accept your client's application and during the life of their loan account. Lenders may use an initial soft search at the early stages of an enquiry, a full search on application and may recheck prior to or at completion.

IMPORTANT CONSENT INFORMATION & ADDITIONAL NEEDS DECLARATION Please read this before you sign. Our full privacy statement can be viewed on our website. By completing this agreement and returning by email, or by printing, completing, signing and returning by post, you consent to us using and disclosing details as described above. References to "we" and "us" include any subsidiary or other company associated or affiliated with Positive Lending (UK) Ltd. At certain stages of the process we will be contacting the client, please tick all of the ways in which they are happy for us to contact them: telephone (including voicemail) SMS/Text messaging email You/they agree that telephone conversations and other communications between us or third parties may be recorded and/or monitored to assist in improving customer and collections services. The consent given to use personal information we will assume expires on the completion of the loan or cancellation of this application if sooner. Full details of how we hold, process and manage personal information are explained within our privacy statement on our website. Please sign to confirm you have read, understand and agree to the terms above and you are providing permission for credit searches to be undertaken. If you are signing on behalf of your client, you confirm that you have their consent as above: Intermediary signature: Date:

THINK CAREFULLY BEFORE SECURING OTHER DEBTS AGAINST YOUR HOME. YOUR HOME MAY BE REPOSSESSED IF YOU DO NOT KEEP UP REPAYMENTS ON YOUR MORTGAGE.

Positive Lending, Positive House, GP Centre, Yeoman Road, Ringwood, Hampshire BH24 3FF | 01202 850 830 Positive Lending (UK) Limited, trading as 'Positive Lending', is Authorised and Regulated by the Financial Conduct Authority FRN 607682 Registered Office: Positive House, GP Centre, Yeoman Road, Ringwood, Hampshire BH24 3FF. Registered in England and Wales No. 6700848

Additional Details
Please provide any additional information to support this application:

Thank you for your enquiry

Document version: 27 October 23