

# Use a bond originator to get the best interest rate!

When considering buying something, you would always shop around for the best price... so why not shop around for the best home loan?



## Meet Mark ...

Mark is currently applying for home finance via his own bank.

He won't have a comparative quote and therefore will not be able to compare whether his own bank gave him the best deal.

## So how does this help Mark?

Based on Mark's profile at his bank, he will probably get a typical finance deal at the current interest rate.

**Mark's Own Bank = One Option!**

## But, what happens when you use a bond originator?

## Meet Themba ...

So his application will be submitted to multiple banks, including his own. This will drive the banks to compete for the deal.

## So how does this help Themba?

1. He SAVES 0.5% on his interest rate!
2. Which means he SAVES up to R80 000 on his R1 million home loan over 20 years!
3. Resulting in a SAVING of up to R350 on his monthly instalment.

**Multiple Banks = Best Value!**

