



*Have you got first home buyer clients looking for properties eligible for the First Home Owners Grant?*

*Do you want to boost your income when helping with first home buyers?*

*Do you want to help your first home buyer client with not only finance, but also sourcing their first home?*

## BECOME A FHBA NEW HOMES REFERRAL PARTNER

### Who is FHBA New Homes?

- ❖ FHBA New Homes, in association with Property In A Box, is a national new homes specialist service for first home buyers across Australia
- ❖ FHBA New Homes offers Australian Mortgage Brokers a competitive referral partner program for successfully referred first home buyer clients who acquire their first property through the FHBA New Homes platform

### How does FHBA help my first home buyer clients?

- ✓ FHBA New Homes offers first home buyers the **largest national range of properties** under the First Home Owners Grant thresholds to choose from
- ✓ FHBA New Home Consultants provide a **complimentary face-to-face service** to referred first home buyers
- ✓ FHBA New Home Consultants are **qualified in real estate** and **understand** the needs of **first home buyers**
- ✓ FHBA New Home Consultants are with your client **every step of the way**. Through the CRM, you will be able to keep track of where your client is at with his new home purchase.
- ✓ Optional: **FREE Risk Protection Plan** for referred clients (upon unconditional deposit), giving your clients peace of mind

### How does FHBA help my business?

- ✓ Enhance your service offering and **add value to your** first home buyer **clients**
- ✓ **Diversify** and **increase** your income to include property referral fees
- ✓ **Earn** competitive referral fees and **boost** your overall income. Our New Home Consultants provide a complimentary face-to-face service to referred first home buyers
- ✓ You **retain ownership** of your client.

## FHBA New Homes Program Snapshot

1. Register as an FHBA New Homes Referral Partner
2. Receive full training, then it is an easy setup process to be a successful Referral Partner
3. When you have a qualified first home buyer client who wants to explore a range of new properties, refer the client to FHBA New Homes for a complimentary consultation
4. A qualified FHBA New Homes Consultant will contact your client (usually within 24 hrs of receipt of your referral) and introduce himself / herself & FHBA New Homes
5. The FHBA New Homes Consultant will go through the options with your client, including face-to-face consultations. The New Homes Consultant will keep you and your client up to date throughout the entire process, from start to end (via the CRM)
6. You receive 50% of the referral fee when a referred client puts an unconditional deposit on the property and the remaining 50% when the client settles.

## Top 3 Questions Answered

**Q: How much does registration cost?**

A: Registration to become a FHBA New Homes Referral Partner is FREE.

**Q: How much does a successful referral earn me?**

A: We pay referral partners 35% of the total listed commission of a property successful purchased by a referred client. On average your total referral fee will range between \$3,500 and \$7,000, depending on which property is purchased, from which property developer, from what location. Typically 50% of the referral is paid when the referred client becomes Unconditional, with the other 50% being paid when the client settles.

**Q: I have non first home buyer clients who could benefit from a comprehensive New Home Service. Can I refer these clients?**

A: FHBA New Homes is a specialist first home buyer service brought to you exclusively by FHBA New Homes (investors can also purchase first home owner appropriate properties). However, there are a range of other exciting options for your non first home buyer clients, including investor programs & more. Contact Daniel Cohen or Taj Singh for more details.

## Got more questions?

Contact one of the FHBA Co-founders Daniel Cohen or Taj Singh to find out more or arrange your referral partner interview:

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