

## What is it that sets me apart from many Mortgage Brokers?

I am a fully qualified and compliant Finance Advisor with 14 years experience in providing finance advice and services, particularly to investor clients. I have operated a mortgage brokering business since 1995. I also have a professional background as an accounting and tax advisor in business services since 1976. I am a fully qualified Accountant and a registered Tax Agent.

When dealing with clients I use an advice model rather than a sales model. One thing I don't do is sell anyone a mortgage. I can arrange finance only after conducting an extensive needs analysis and providing a comprehensive advice service. My main focus is on the right finance structure for investing clients closely followed with providing the right finance products to suit. I advise with responsible lending practices in mind.

A large part of my advice model is the inclusion of the tax consequences of lending. If you already have a Tax Advisor, I will not interfere with their advice and I will undertake to liaise with your current Tax Advisor. If you do not have a Tax Advisor, then I can include advice on tax consequences in our advice service. This is particularly important for investor or business clients where the finance structure and or products are important to gain the maximum taxation advantage.

Here are some examples of borrowing where inclusive taxation advice is imperative.

- Good debt vs. Bad debt with investment property purchases or refinances.
- The correct order of debt retirement where investment or business finance is involved.
- Use of property security and keeping classes of debt separate.
- Cross collateralisation of property security.
- Making sure lender fees are deducted from the right accounts.
- Making sure the proportions of owner occupied debt vs. investment debt remain consistent with tax law.
- The correct business entity for business borrowing.
- How to structure commercial lending for the best tax advantage.

One of the largest frustrations business and investor clients experience in dealing with banks and lenders is explaining the flows of income to support the application for finance. Because of my accounting background, I am able to present this information to lenders so they can more easily follow the income flows and understand a client's business or investment structures.

We do not charge for arranging finance. If your business or investment arrangement is complex, we may charge a fee for advice.

### **Derek Miles**

**Principal**

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