

— PARTNER WITH PROBIZ

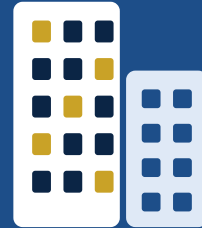
# A Referral Partnership for *Commercial Buyer's Agents*

Helping your clients move decisively when you find the right property.



Finance-ready

Stage 4 of 6



You're updated

In a competitive commercial market, the buyer who can act fastest usually wins the property. Probiz Finance gets your clients genuinely finance-ready before you're negotiating, and keeps things moving once you've found the right asset — without ever getting between you and your client.

— AT A GLANCE

## The partnership in 30 seconds



### Fast, focused

We move at your client's pace



### You keep the client

We handle finance only



### You're kept informed

Updates at key stages



### No cost, no obligation

Nothing owed if they don't proceed

1

You flag the client



2

We reach out within a business day



3

We keep you updated



4

Your client gets finance-ready

# 01 — WHY PARTNER WITH US

## Why Partner With Probiz Finance

A finance partner who understands what commercial buying is actually like.



### Commercial property finance specialists

LVRs, security and lender appetite work differently to residential — including for childcare, medical or industrial sites.



### Fast pre-approval, decisive clients

A client with real, verified pre-approval can move immediately when the right property comes up.



### 50+ lenders across property types

We compare across 50+ lenders to match the finance to the asset, not one lender's appetite.



### We stay in our lane

We don't influence which property your client buys, negotiate for you, or affect your fee.



### No cost, no obligation

No cost to you for the introduction, and no pressure on your client if it's not the right fit.



*"Our job is the finance, full stop. You keep the relationship — we keep you in the loop."*

Pooja Choudhary · Business Finance Specialist, Probiz Finance

### You keep

The client relationship

### We handle

The finance conversation

### You hear

Updates at key stages

### Nobody pays

If it doesn't proceed

## 02 — WHERE WE FIT

# Signs a client needs us

Moments in a client engagement that are really a finance question — pick them up early and you're never held back.

### WHAT YOU'RE HEARING



*"I want to move fast once we find the right property"*



*"This is for my own business to operate from"*



*"I want to buy this through my SMSF"*



*"There's a sitting tenant on this one"*



*"My usual bank capped what they'll lend me"*



*"I need finance sorted before a binding offer"*

### THE LIKELY FINANCE NEED



**Fast, verified pre-approval before the search**



**Owner-occupier commercial property finance**



**SMSF commercial property lending**



**Lease-aware serviceability and structuring**



**50+ lenders with different LVR appetite**



**Fast-tracked pre-qualification**



### Why this matters

A client who's genuinely pre-approved — not just "pretty confident" — negotiates from strength instead of losing a property to a faster buyer.

## 03 — THE PROCESS How referring works

- 1 **You flag the client**  
A name, contact details, and roughly what they're looking to buy — type, budget, timing.
- 2 **We reach out directly**  
Usually within one business day — focused on getting them genuinely finance-ready.
- 3 **We keep you updated**  
So you know how ready your client is when the right property appears.
- 4 **You keep the engagement**  
We don't influence the search, your negotiation or your fee.
- 5 **No cost, no obligation**  
If it's not the right fit, we'll say so.

## 04 — YOUR PART What we need from you

- ✓ **A warm introduction**  
The client's name, contact details, and what they're looking to buy and when.
- ✓ **Timeline or competitive pressure (optional)**  
If they need to move fast on a listing, tell us upfront.
- ✓ **That's it**  
We come back to you with updates — no chasing.

**On referral rewards:** Under our Referral Partner Agreement, you receive a \$250 gift card for each referred client whose loan settles. It's disclosed to your client upfront, so it's always transparent and consistent with your professional obligations.



### Let's set up a proper introduction

A short, no-obligation call with Pooja about how a referral partnership could work alongside your client engagements.

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📅 **Book a 20-min chat**