

— PARTNER WITH PROBIZ

A Referral Partnership for *Franchise Consultants*

Helping your candidates arrive finance-ready, so momentum never stalls.



Finance-ready

Stage 4 of 6



You're updated

A great franchise match can still fall over if the candidate's finance isn't sorted when the franchisor wants proof of funds. Probiz Finance gets candidates finance-qualified early, structures franchise finance properly, and keeps things moving through discovery day, interviews and settlement.

— 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 candidate



2

We reach out within a business day



3

We keep you updated



4

Your candidate gets finance-ready

01 — WHY PARTNER WITH US

Why Partner With Probiz Finance

A finance partner who understands how franchise finance needs to be structured.



Franchise finance specialists

Franchise fee, fit-out, equipment and opening working capital, structured around the total investment.



Fast pre-qualification protects momentum

Franchisors often want proof of funds before discovery day — a pre-qualified candidate keeps moving.



We know what franchisors and lenders expect

Some lenders know certain systems better — we structure where an application is likely to land well.



We stay in our lane

We don't influence which franchise a candidate chooses, or come between you and the franchisor.



No cost, no obligation

No cost to you for the introduction, and no pressure on your candidate.



"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 candidate needs us

Moments in a candidate conversation that are really a finance question.

WHAT YOU'RE HEARING



"I'm interested but haven't sorted finance yet"



Franchise finance: fee, fit-out and working capital



"The franchisor wants proof of funds"



Fast pre-qualification to keep progressing



"This is a resale, not a new site"



Resale-specific structuring



"I'm not sure I have enough deposit"



An honest read on deposit and equity



"I want to use equity in my home"



Property equity in the overall structure



"There's more than one candidate for this territory"



Fast-tracked pre-approval to strengthen position



Why timing matters

A candidate who's finance-qualified before discovery day looks like a serious buyer — and is far less likely to lose momentum.

03 — THE PROCESS How referring works

- 1 **You flag the candidate**
A name, contact details, the franchise brand and rough investment size.
- 2 **We reach out directly**
Usually within one business day — focused on getting them finance-qualified.
- 3 **We keep you updated**
Through discovery day, interviews and the franchise agreement.
- 4 **You keep the relationship**
We don't influence their choice or your fee arrangement.
- 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**
Name, contact details, franchise brand and rough investment size.
- ✓ **Any key dates (optional)**
A discovery day, interview or franchisor deadline helps us prioritise.
- ✓ **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 candidate pipeline.

📞 0415 929 728 ✉️ pooja@probizfinance.com.au

📅 **Book a 20-min chat**