



sanderson weir

Trust us to make conveyancing safe and simple



SWITCHME



www.sandersonweir.com



NOW YOU CAN RECEIVE LEGAL SERVICES EASIER AND MORE CONVENIENTLY THAN EVER BEFORE.

Over recent years the residential mortgage market in NZ has undergone significant change. The most dominant feature of this change has been the much publicised and talked about margin compression and the diminishing profitability of the mortgage product.

This has forced all industry stakeholders to look for ways to continue to build sustainable business models whilst delivering a unique value proposition to their customers.

Since September 2001 more than 10,000 New Zealanders have refinanced their mortgages simply, cost effectively, and **without having to visit their lawyers in person**. They have done so through a loan documentation process offered by their bank or lender and supported by Sanderson Weir.

NOW SANDERSON WEIR TAKES THIS PROCESS TO A NEW LEVEL AND INTRODUCES:

- **SWITCHME**, refinancing using the same bona fide process amended for electronic registration.

THIS PRODUCT IS AVAILABLE TO YOU DIRECTLY AND PROVIDES YOU WITH THE OPPORTUNITY TO:

- Refinance your mortgage quickly and effectively.

SANDERSON WEIR

Sanderson Weir is an established, central Auckland based boutique law firm, with a specialist interest in property and mortgage transactions. It was founded in 2001 by a former banking partner in one of the country's biggest law firms. The firm is a member of the New Zealand Law Society's Property Law Section, is a specialist adviser to the mortgage industry and a legal adviser to the New Zealand Mortgage Brokers Association.

Sanderson Weir acts for a large number of mortgage lenders who, along with a number of New Zealand banks, have used Sanderson Weir's loan documentation and refinancing services since the law firm began.

Like most lawyers in New Zealand, when Sanderson Weir acts on a mortgage it acts for both lender and borrower. To avoid giving advice that conflicts with the interests of a party it does not give you any advice about the quality of the loan itself, its wording or your personal financial situation.

Sanderson Weir simply undertakes the documentation process required by law, with your authority. This limitation of its role in the transaction is declared to you in the documentation.

SANDERSON WEIR'S RESPONSIBILITIES

- Certifies your identity.
- Takes personal responsibility for all certifications.
- Directly alters the electronic land title register.
- Retains all relevant documentation for ten years.

THE PROCESS

SWITCHME is designed to enable Sanderson Weir to look after your paperwork and to register your mortgage.

Traditionally, when people refinance their mortgage, they find the loan they want and then go and see their lawyer in person to complete the paperwork and to seek advice.

With **SWITCHME**, you, engage the services of Sanderson Weir, a reputable NZ law firm, to complete the paperwork and deliver the documents directly to you for signing.

This greatly assists you in managing the refinance process yourself, as well as removing the inconvenience of having to go to see a lawyer.

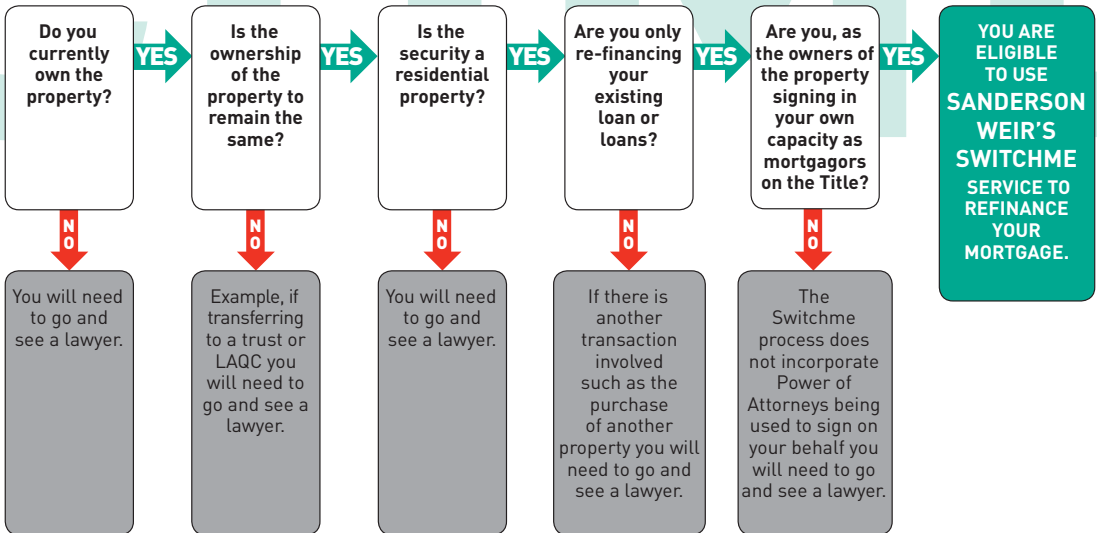
BENEFITS

SWITCHME is tried, tested and proven. The product benefits for the various stakeholders are summarised below.

- More control - Can choose or otherwise to seek legal advice.
- Lower cost - The Switchme costs are fixed and proven to be very competitive.
- Convenience - Documentation is delivered directly to you.

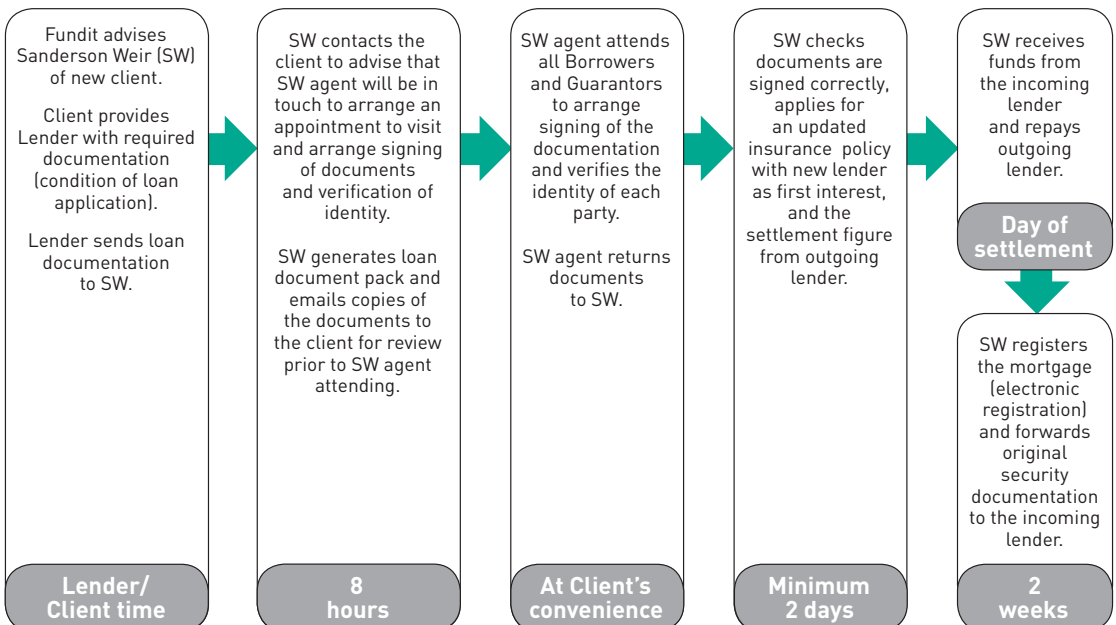
ELIGIBILITY

SWITCHME is designed to work effectively in specific situations and the following flowchart assists in determining when you can use this service.



IT'S EASY TO TAKE THE SWITCHME STEP

SWITCHME is compliant with New Zealand law that requires certain steps to be taken for full and legal documentation of a mortgage and registration on a title. The flow chart below summarises the key steps in the Switchme process, including the primary accountabilities of the relevant parties and the timeline for the completion of the process.



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