

## Media release

For immediate release

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### **HomeStart helps third parties give the 'GreenLight'**

**South Australian lender HomeStart Finance has enhanced its third party offerings with the development and implementation of the GreenLight initiative.**

The initiative, which was developed in consultation with HomeStart's third party partners, includes a new extranet site, a dedicated service team, and a new online training system, providing Loan Managers, brokers and introducers with a more streamlined process, improving efficiencies.

The GreenLight extranet gives third parties access to the most up-to-date lending calculators, guidelines and product information, and news items through a secure, comprehensive tool.

Each member will have their own personal profile which is designed to suit the requirements of the individual user, making navigation easier and providing convenient access to relevant information.

The online accreditation training system, Rapid Induct, enables users to become accredited sooner, by providing instant training. Through Rapid Induct, HomeStart can also provide refresher training and information on new product launches.

The GreenLight Team will further enhance HomeStart's third party services by providing in-house expertise to third party partners, and ensuring a fast response time and personalised service.

Smartline's State Manager, Richard Bradshaw, part of HomeStart's broker network says that the GreenLight initiative will improve the current loan system process, with the addition of useful online applications.

'The GreenLight initiative will enhance the HomeStart loan application process, by giving our brokers access to a more streamlined system, including tracking loans online, and will help provide an even quicker turnaround for our customers. The enhanced system also gives us another opportunity to ensure we remain good at what we do,' Richard says.

HomeStart's General Manager, Retail, John Rolfe says that the GreenLight initiative is part of HomeStart's development with a fast, efficient, professional service, and highlights HomeStart's focus on the service provided to third party partners and customers.

'HomeStart continually looks at ways to improve our service to third parties and our customers, to ensure that we meet the needs of the market. The GreenLight initiative is state of the art and will improve the way we do business, providing an enhanced efficient service that will benefit all parties involved,' John says.