

COMMUNITY REFERRAL PARTNERSHIP WITH NAB

The NSW State Emergency Service Volunteers Association (SESVA) has entered in to a Community Referral Partnership with the National Australia Bank (NAB).

This partnership will be beneficial to SES Volunteers, through the SESVA, when they and/or their family or friends take out a qualifying lending product(s) with NAB, the bank then will pay an up-front commission for qualifying Home Lending & Business Lending products to the SESVA.

Basically all the SES volunteer, family member or friends need to do is nominate the SESVA as the nominated referral partner when accessing a home loan or business loan with the NAB. The NAB will then provide the SESVA with a nominated commission. At the time of signing the agreement the percentages offered where: 0.44% of the approved limit of qualifying Home Loan Products and 0.44% of 60% of the approved limit of qualifying National FlexiPlus Mortgage products. 0.50% of the approved limit of qualifying Business Loans and 0.05% of 50% of the approved limit of qualifying Business Overdraft products.

We have started the roll out of the program in five or six SES Regions and hope to advance the program to other SES Regions over the next 12 months.

As can be appreciated there will be a time lag before the SES volunteers will begin to see the benefits of this program, however, there is a potential for this program to generate a substantial income for the SESVA. This income will then be disbursed through the Regions to the SES volunteer.

Once the program is fully implemented the SESVA will disburse the funds annually by splitting the funds equally between the 17 SES Regions. SES Units will be notified of the funds made available to their Region and the volunteers will then negotiate with their volunteer Controllers on how they would like to see the funds spent, the volunteer Controllers will then in turn vote at their Annual Region Controllers Conference on how the funds will be spent.

If any further information is required on this matter please contact your SESVA Region Delegate or myself on 0428 401 443.

Charlie Moir

President NSW SESVA