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***Did you know?**

Pacific now has interfaces with 4 Major Broking Systems

***Subscribe Now!**

The Pacific Way

Welcome to the fourth issue of Pacific’s online newsletter! We are pleased to regularly bring you the latest Pacific information and updates on products, services, special events and relevant industry news, via this publication.

Your ongoing support is very much appreciated and allows us to continue making advances with technology and provide you with the best possible systems and service standards.

To add to the service we provide, Pacific is pleased to announce the following appointments:

Josh Yates	(QLD)	Marketing Co-ordinator
Mary Molloy	(REG. NSW)	Marketing Co-ordinator
Jocelyn Abi-Arrage	(NSW)	Receptionist
Susan Conway	(VIC)	Collections Officer

Joint Venture Update -

SIX MONTHS ON...IT’S JUST THE BEGINNING!

February 2 marked the six month anniversary of the joint venture between Pacific Premium Funding and GE Commercial Finance. For those that were involved in the transition project, the launch may be remembered as just a blur.

The task was challenging and at the same time rewarding, in that we were able to successfully integrate both businesses including systems, procedures, risk analysis and marketing philosophies...and much more!

This is an exciting time for us as we have created a strong funder that can rival and exceed current market expectations. Pacific’s journey is by no means over...it’s really just the beginning.

Product News

PACIFIC LAUNCHES BrokerCENTRAL™ INTERFACE – ANOTHER FIRST

Pacific became the first funder to interface with the new BrokerCENTRAL™ broking system which was launched by InsuranceCONNECT at the Steadfast Convention on March 20, 2005.

The BrokerCENTRAL™ group worked closely with Pacific’s Technology Solutions team to develop this new and exciting interface. Andrew Bennett – Chief Executive Officer, InsuranceCONNECT said, “One of our primary goals is to provide significant



“Helpful Tips to Ensure Prompt Settlement”

- * Ensure changes to applications are initialised by the client (funding forms are legal documents and this is a legal requirement).
- * Ensure the borrowers name on the application is the Legal name. All insured parties need to be included in the funding application.
- * Ensure an application with original signatures is sent.
- * Ensure insurance details are on the application or invoices attached. (excludes Pacific+)
- * For urgent loans please contact the Pacific team prior to sending us the application.

workflow improvements to insurance intermediaries. With the launch of the BrokerCENTRAL™ product and our first Premium Funding interface we worked closely with Pacific as they have demonstrated a leading solution in Pacific Edge, and have a shared vision for the additional value that can be provided to brokers from improved workflow.”

The interface allows brokers to automatically transfer data from their BrokerCENTRAL™ system to Pacific Edge’s quoting tools without the need to re-enter data.

Furthermore, users can do all this without ever leaving the BrokerCENTRAL™ system, Pacific Edge effectively comes to them. This provides real benefits to the broker in terms of efficiency and ease of operation.

To find out more about this exciting new interface, please contact your local Pacific representative.

For more information on our other system interfaces refer to page 3 of this newsletter under section “Did you know”.



Industry News

IBNA* ANNUAL CONVENTION 2005 – A TEN OUT OF TEN

The Pacific Team attended the recent 10th Annual IBNA Convention in Hobart from February 27 – March 3.

This was Pacific’s first IBNA conference since joining the broking cluster groups’ funding panel in 2004, following the joint venture with GE Commercial Finance.

Pacific was a proud sponsor of the very tasty and successful working lunch on Monday 28 February. We would like to congratulate our luncheon prize winners: Martin Owen (Philp, Newby & Owen) and Dermot McGarry (DF McGarry & Associates).

The conference theme was striving for ten out of ten and the IBNA convention committee certainly produced this with a very informative and entertaining program.

*Insurance Brokers Network Australia



(Left to Right) 1. Pacific’s Sandi Devaney (WA) & Ray Camilleri (VIC) at the Pacific luncheon, 2. Guests enjoying the Pacific Luncheon.



STEADFAST ANNUAL CONVENTION 2005 – SAILS TO SUCCESS

Auckland, “The City of Sails” provided the scene for the 7th Steadfast Convention from 19–22 March.

Pacific’s presence included an exhibition booth, a luncheon and Grant Burley (Managing Director) as a panel member at the Gold Sponsors Q & A session.

On the free afternoon Sunday 20 March, Pacific took 145 delegates to the picturesque Waiheke Island. Guests were treated to a sumptuous banquet of local food and wines at the Stonyridge Winery & Estate. The afternoon was very enjoyable and made more so by the fabulous entertainment provided by local jazz trio – Chocolate Fish.

However, the team looked a little different by the end of the conference as they dressed in a “Wild West” fancy dress theme for the final night gala dinner.

Pacific was pleased to be a Gold Sponsor of this highly successful convention and would like to thank the convention organisers for all their assistance.

(Clockwise) 1. Guests depart on the charter boat to Waiheke Island 2. Guests enjoying lunch at the Stonyridge Winery. 3. The Pacific “Wild West” gang 4. Quentin Watkins, Malcolm MacDonald & Ray Camilleri man the Pacific booth, 5. Grant Burley speaking at the Gold Sponsors Q&A.



8th RIBA* CONFERENCE – SUPPORTING REGIONAL VIC BROKERS

Pacific was proud to once again demonstrate our support of regional intermediaries by both sponsoring and attending the 8th Annual RIBA Conference held on picturesque Phillip Island (Victoria).

The RIBA team are to be congratulated on providing a very professional and well-balanced program with interesting and entertaining presenters.

We would like thank the delegates for their support and taking the time to visit our exhibitor stand during the conference.

*Regional Insurance Brokers Association

“Items to Bring to Clients Attention at the Time of Signing”

1. LOAN TERMS & CONDITIONS
2. AMOUNT DUE AT SIGNING

If more than one instalment is due, advise the client all instalments due will be drawn.

3. MONTHLY INSTALMENT AMOUNT & DUE DATE

If the instalment date falls on a non-business day, it will be drawn the business day before

4. DIRECT DEBIT (DDR)

Check these have been completed. PPF will draw on the account

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Branch News

PACIFIC STRENGTHENS IT'S COMMITMENT TO REGIONAL INTERMEDIARIES

Pacific has strengthened its commitment to regional intermediaries with the expansion of our Newcastle Office to become The NSW Regional Branch.

The expanded branch will provide specialist services to intermediaries in Northern, Western and South Western NSW, including Coffs Harbour, Dubbo, Cowra and Gosford.

Branch Manager, Allison Nix said, "we are very excited about the opportunities this brings for both Pacific and our intermediaries alike and look forward to continuing to work with everyone in the future".

The branch has grown from a one-person operation just three years ago to a team of six;

Allison Nix	Regional Branch Manager
Milton Scaysbrook	Marketing Manager
Donna Turner	Marketing Manager
Kristy Weet	Marketing Co-ordinator
Rachele Howarth	Marketing Co-ordinator (Part-Time)
Mary Molloy	Marketing Co-ordinator (Part-Time)

For any enquires please call on (02) 49499000 or fax (02) 49499001

Did you know? Interfaces

Pacific Premium Funding now has interfaces with the four major broker systems- BrokerCENTRAL™, Broker+, CBS and Winbeat.



Each broker system can be interfaced with the quoting tools on our web based management system - **Pacific Edge**. This means intermediaries can obtain quotes without the need to re-enter data, representing a significant time saving.

To see how interfacing your broker system with **Pacific Edge** can make a difference to your business, please contact your nearest Pacific office.

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