



# Heretaunga Building Society

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## 80 NOT OUT

Few Hawke's Bay businesses can attest to a proud record like ours. Our founder RD Brown had a vision to provide top financial services to its members by way of a community partnership.

Only a local institution like ours really knows its customers. We have moved with the times, beaten the challenges complying with new regulatory regimes, and continue to provide caring professional service to our members.

Our repeat business says it all – deposit rollovers average above 97%, and a huge percentage of mortgage advances are made to existing or past borrowers. Your Society's funding position is truly healthy, with liquidity and capital ratios nearly double the Reserve Bank minimums.

As avid supporters of our grassroots community we are proud to see continuing increases in sponsorships. Principal current recipients are Ramblers Cycling Club and Cornwall Cricket Club, while making a positive difference to Hastings Golf Club Junior Golf and Hastings Riding for the Disabled.

We have performed strongly through the most challenging economic period since the Great Depression. Our focus is on good people helping good people, superior service with that personal touch. This commitment to mutual benefit is backed by leading edge financial products – flexible competitive mortgage products and deposit rates that have been lifted to reflect customer ownership of our Society.

## PREACHING TO THE CONVERTED

This newsletter is mostly read by our loyal customer members, the "converted" so to speak. Your Directors would appreciate the opportunity to be introduced or referred to any of your friends, colleagues, contacts or family members looking for assistance. Please invite anyone who may benefit from our services to call us/come in for a free no obligation chat. Your referrals are not only invaluable to our continued success but also enable us to provide what our new members want.

The present focus is on mortgage lending and may we remind you of the following favourable features of our mortgage services/products: -

- Consistently competitive rates, fixed and floating, commercial, rural and residential.
- Tailored flexible loans, we work to meet borrower's needs, the Government's 20% borrower equity (LVR) requirement does not apply to Building Societies.
- No roll over or upfront fees.
- Access to discounted legal services from Gresson Grayson Ltd.
- All loans participate in monthly prize draws.

Above all, it's that personal touch from our caring team who get to know our borrowers and their needs. We are not "tick the box lenders" and can usually find ways to meet applicant expectations.