



BRIDGING  
SOLUTIONS  
GROUP

# THE DUAL CASHFLOW SOLUTION

MORTGAGEMAX BUSINESS PARTNERS



# BRIDGING FINANCE DESIGNED FOR BOND ORIGINATORS

COMMISSION PIPELINE ADVANCES

[WWW.TBSG.CO.ZA](http://WWW.TBSG.CO.ZA)





# WHAT IS BOND ORIGINATOR BRIDGING FINANCE

Bond Originators receive and advance on their instructed commission pipeline, due to them, before registration of the mortgage bonds.

## WHY BOND ORIGINATORS USE US



CASHFLOW SUPPORT



24 HOUR APPROVAL



DIGITAL APPLICATION



MINIMAL DOCUMENTS

# BRIDGE ON YOUR ENTIRE COMMISSION PIPELINE WITH ONE APPLICATION

## WHAT WE OFFER



**35% of the instructed pipeline**



**0.15% discounting fees per day**



**No minimum loan period**



**No initiation fees**



**Daily payment runs**

VS

## COMPARED TO OUR COMPETITORS



# HOW TO APPLY

## 1 **REGISTER**

Provide us with your details to setup a user profile for you on our online platform:

- Name & Surname
- Email Address

send to [info@tbsg.co.za](mailto:info@tbsg.co.za)

## 2 **SUBMIT APPLICATION**

Complete your application details on our online platform, submit & sign electronically on any device.

## 3 **REQUEST UNDERTAKING**

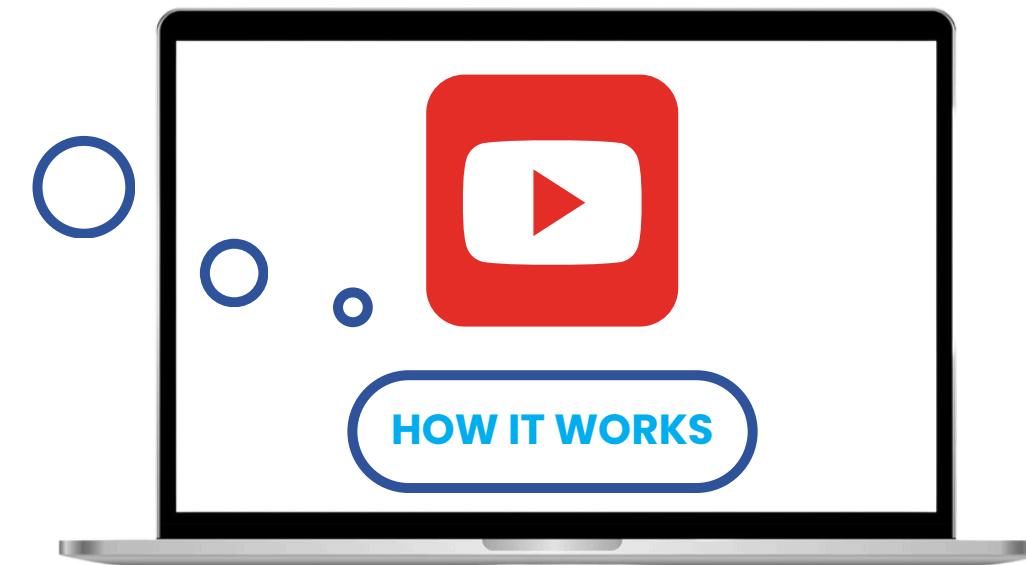
We request your instructed commission pipeline confirmation & the undertaking.

## 4 **DIRECT PAYMENT MADE**

Once the confirmation and undertaking is received, a direct payment is made to your nominated bank account

Payment made at 10:00 & 14:00 daily.

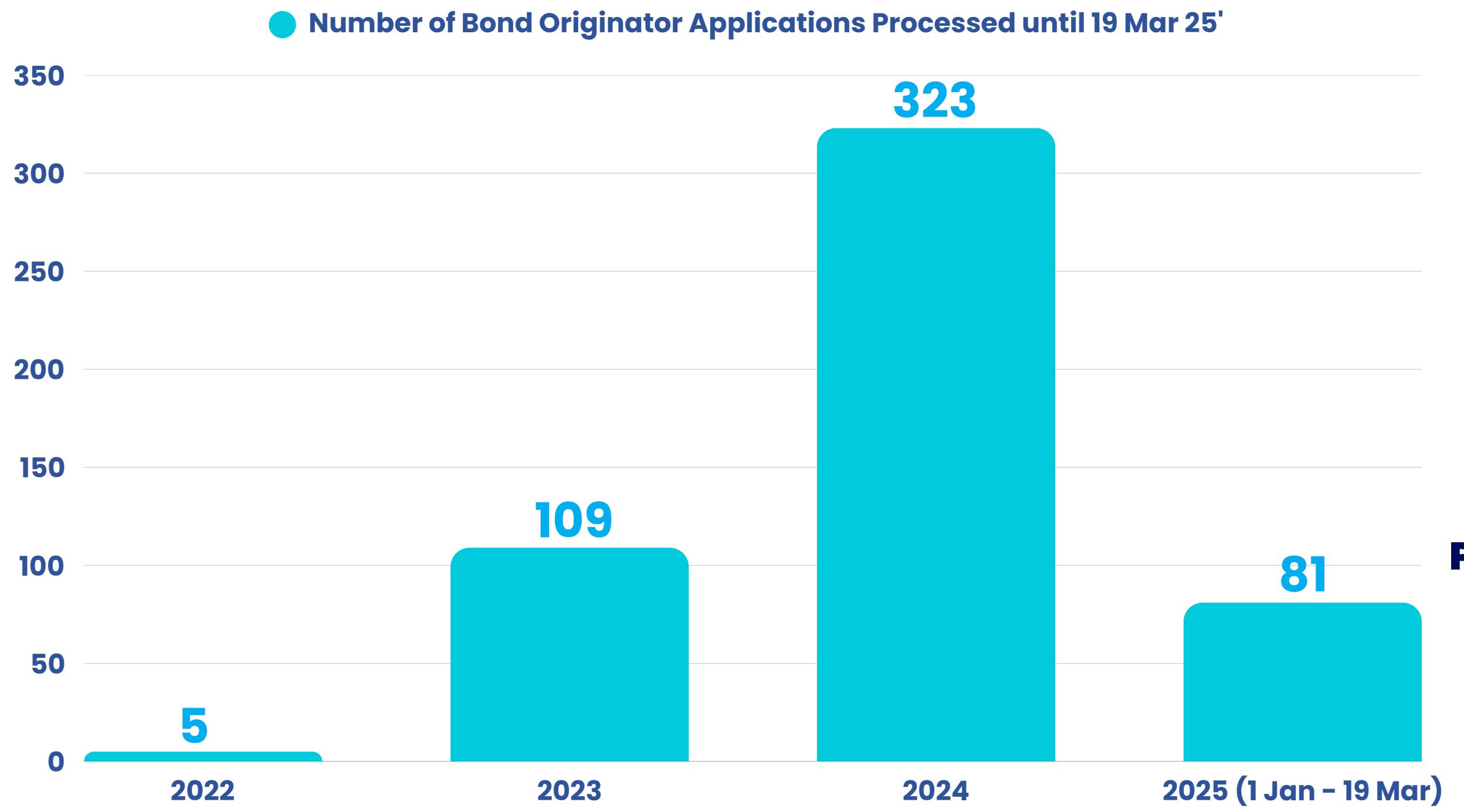
**CLICK  
HERE  
TO VIEW  
VIDEO**



**CLICK  
TO  
DOWNLOAD  
USER  
MANUAL**

# ASSISTING BOND ORIGINATORS WITH CASHFLOW

FROM 2022



30

**BUSINESS PARTNERS  
REGULARLY USE US AS THEIR  
PREFERRED CASHFLOW SOLUTION**

# IMPORTANT FREQUENTLY ASKED QUESTIONS

## What is the minimum requirements for a pipeline?



- A valid pipeline must consist of 5 or more instructed deals
- Only instructed deals within the last 6 months are taken into account
- Instructed development deals do not form part of a pipeline

## What is the maximum times allowed to apply per week?



- Bond originators can apply a maximum of two times per week for bridging finance.

## What is the turn-around time and how quickly will I get paid (if the application is approved)?



- Applications submitted before 12:00 will be paid on the same day.
- Applications submitted after 12:00 will be paid the following day.

## What is the maximum amount allowed per bridging application?



- NO MAXIMUM AMOUNTS, but it can only be 35% of the instructed pipeline



BECOME A  
**BRIDGING  
ORIGINATOR**  
TODAY

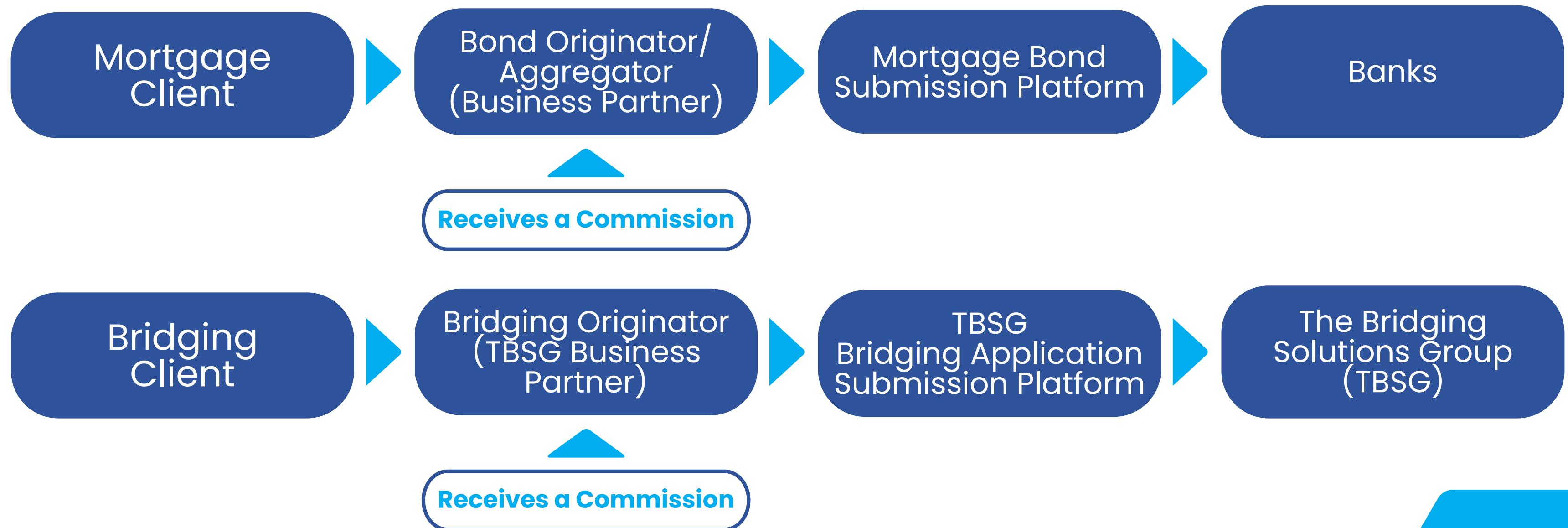
**EARN REFERRAL COMMISSIONS**

**WWW.TBSG.CO.ZA**



# WHAT IS BRIDGING ORIGINATION

The same way a bond originator/aggregator receives commission when submitting a successful mortgage bond application, a **bridging originator** also receives a commission when submitting a successful bridging application.





## BRIDGING ORIGINATORS CAN SUBMIT ON BEHALF OF



**REAL ESTATE  
AGENTS**



**PROPERTY  
SELLERS**



**PROPERTY OWNER  
MORTGAGE**



**REAL ESTATE  
AGENCIES**

# WHY YOUR CLIENTS NEED BRIDGING FINANCE

## REAL ESTATE AGENTS

- Receive an **advance on the commission due to the agent** before registration of the property.
- Paying those month-end debit orders on time.
- Casflow to continue marketing & selling more properties.

## PROPERTY SELLERS

- Receive an **advance on the proceeds due to the seller** before registration of the property.
- Paying outstanding rates, taxes & levies to ensure registration.

## REAL ESTATE AGENCIES

- Receive an **advance on the commission due to the agency** before registration of the property.
- Cashflow to keep the business running.
- Launching new marketing campaigns.

## PROPERTY OWNER MORTGAGE

- Receive an **advance on the proceeds of the bond due to the property owner** before registration of the bond.
- Provide funding for their business & cover unexpected living costs.

# COMMISSION STRUCTURES

## STANDARD & RISK PREMIUM

### STANDARD STRUCTURE

Submit a bridging application on behalf of your client & receive:

**15%**

OF OUR FEES

**X2**

### RISK PREMIUM STRUCTURE

Submit a bridging application on behalf of your client, **where the transfer/bond is done by our preferred attorneys** & receive:

**30%**

OF OUR FEES

### MAXIMUM VALUE-ADDED RISK PREMIUM

Refer a transfer or bond to our preferred attorneys & receive:

**R 500**

FOR BOND / TRANSFER

**R 1 000**

FOR BOND & TRANSFER

SEE EXAMPLE OF HOW COMMISSIONS ARE CALCULATED ON NEXT PAGE

# COMMISSION STRUCTURES

## ILLUSTRATIVE EXAMPLE

Amount Bridged	Daily Commission (15% of 0.15%)	Monthly Commission (30 Days)
R 50K	R 11.25	R 337.50
R 100K	R 22.50	R 675.00
R 250K	R 56.25	R 1 687.50

X2

Amount Bridged	Daily Commission (30% of 0.15%)	Monthly Commission (30 Days)
R 50K	R 22.50	R 675.00
R 100K	R 45.00	R 1 350.00
R 250K	R 112.50	R 3 375.00



- R 500 BOND / TRANSFER
- R 1000 BOND & TRANSFER

NO MAXIMUM AMOUNTS BRIDGED & COMMISSIONS PAYABLE

# SUPPORT THAT SETS YOU UP FOR SUCCESS

The tools we provide Bridging Originators:

[CLICK TO VIEW  
MARKETING  
MATERIAL](#)



## WHITE LABELLING

OUR MATERIAL TO FIT YOUR BRAND



[CLICK TO VIEW  
USER  
MATERIAL](#)



## USER MANUAL

FOR SEAMLESS SUBMISSIONS



  
**STEP-BY-STEP  
SIMULATIONS**

WHEN YOU DON'T WANT TO MEET

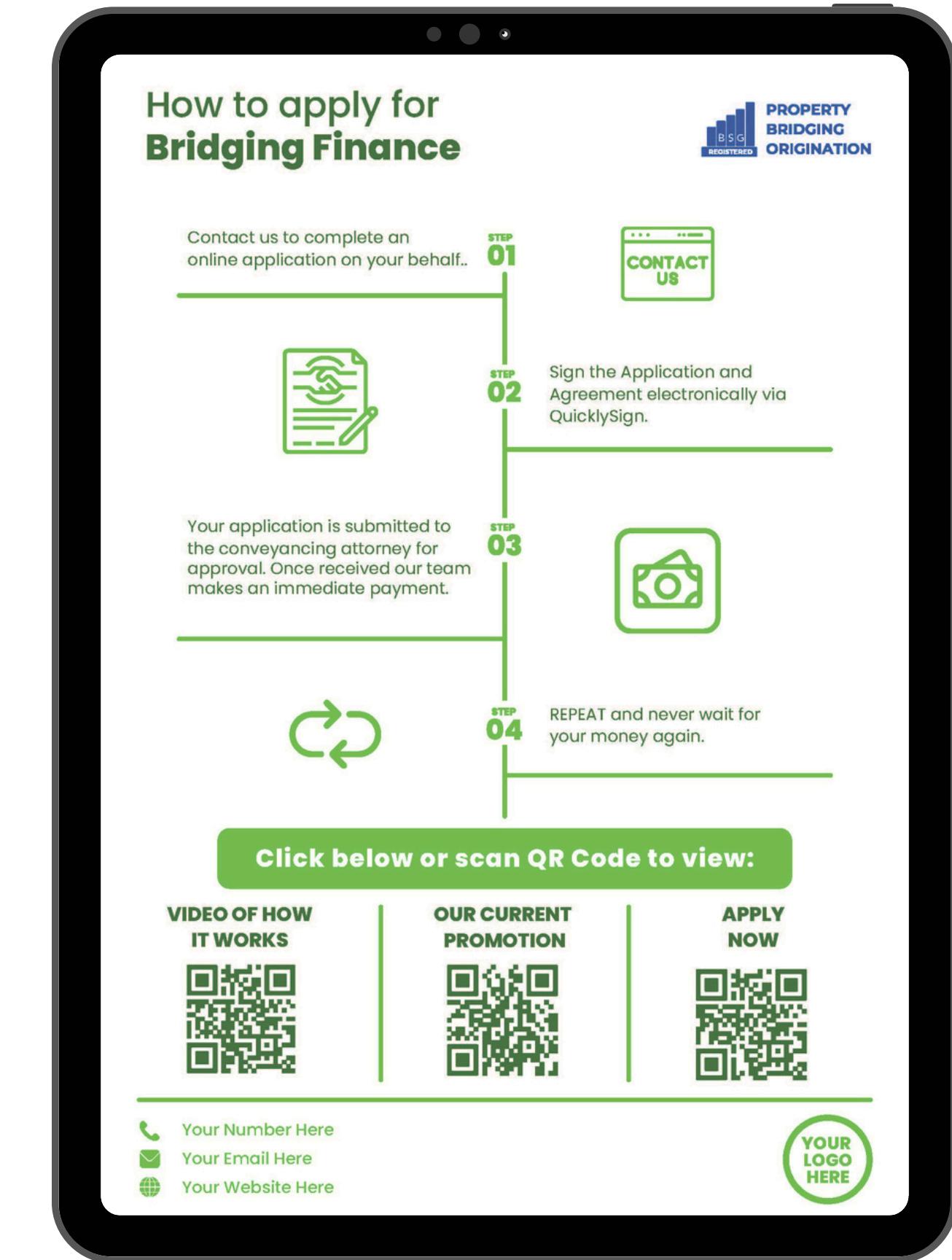


**DAILY ONLINE  
MEETINGS**

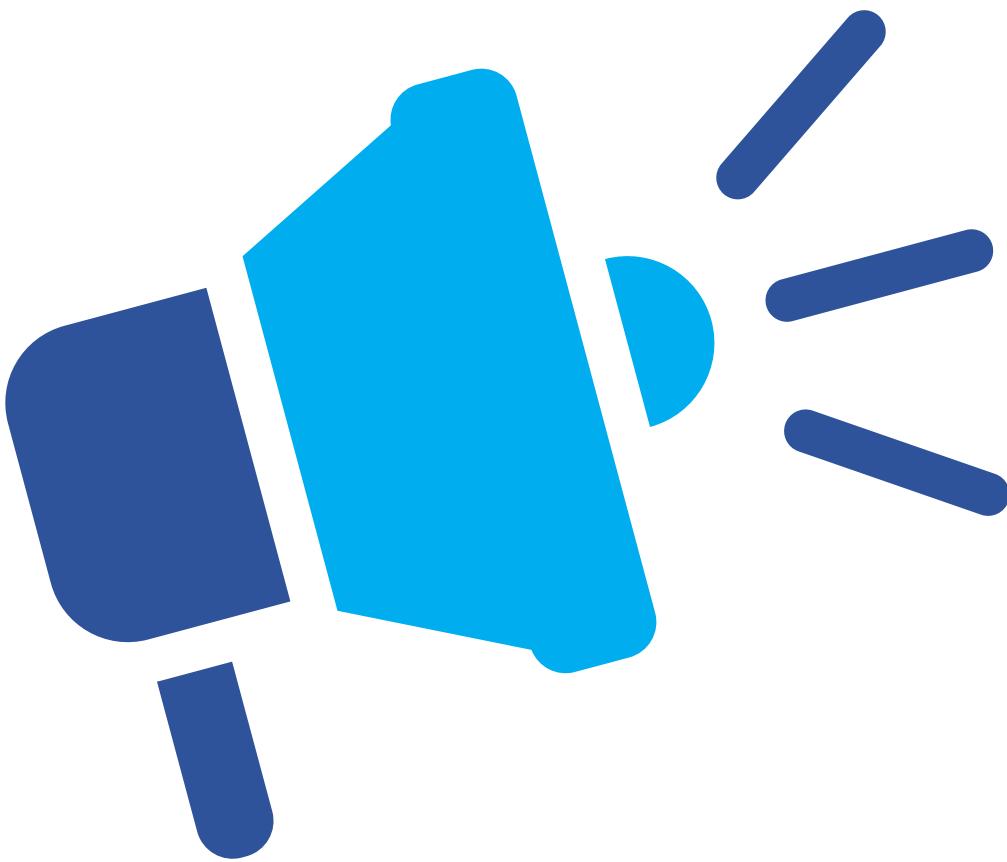
TO ANSWER ALL YOUR QUESTIONS

**BOOST  
YOUR  
BRAND**





# PROMOTIONS THAT HELP YOU SOLIDIFY CLIENT RELATIONSHIPS



REAL ESTATE  
AGENTS  
CAN BRIDGE FOR  
FREE (0% fees)

T's & C's Apply

- PITCH THIS TO YOUR AGENT NETWORK TO SECURE MORE WORK



**BRIDGING  
SOLUTIONS  
GROUP**



**Bridging Finance  
That's a Click Away!**

## CONTACT US



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