



How to Look Great to a Lender

The habits that turn a maybe into a yes - before you ever apply

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How to look great to a lender

Lending comes down to one thing: a lender's confidence that you'll repay. Everything below reduces their perceived risk — which can mean a faster yes, a higher borrowing limit, and a sharper rate. The best part: most of it is in your control, and the changes that matter most are the ones you make in the **three to six months before** you apply.

Know — and fix — your credit file

Australia uses comprehensive credit reporting, so lenders see your repayment history month by month. Get your free credit report, check it for errors, and dispute anything wrong. Then protect it: pay every bill and repayment on time, because even small missed payments now show up.

Build genuine savings

Many lenders want to see **genuine savings** — typically around 5% of the purchase price accumulated over at least three months, rather than a lump sum that appeared overnight. Regular, growing balances tell a lender you can manage money. Erratic deposits and withdrawals tell the opposite story.

Tidy up credit cards and limits

This one surprises people: lenders assess your card **limit**, not your balance. A \$15,000 card you never use still reduces your borrowing capacity, because you *could* draw it. Before you apply, close cards you don't need and reduce the limits on the ones you keep.

Mind your account conduct

Lenders read three to six months of your transactions. The things that quietly hurt an application:

- Dishonours and overdrawn accounts — they signal stress.
- Frequent gambling transactions, even small ones.
- Buy-now-pay-later and payday loans — clusters of these are a red flag.
- Undisclosed debts that surface on your statements or credit file.

Keep your work and life stable

Lenders like continuity. If you can, avoid changing jobs or moving from PAYG to contracting in the months before applying — probation periods and new ABNs make lenders cautious. If a change is unavoidable, a broker can match you to lenders comfortable with it.

Don't shop for credit everywhere

Every formal application creates an enquiry on your file. Several in a short window looks like distress and can lower your score. A broker checks your situation against lender policy **first**, so usually only one application is ever lodged.

The good-borrower scorecard

Do this	Avoid this
Pay everything on time, every time	Late payments, dishonours, overdrawn accounts
Save steadily for 3+ months	Lump sums that appear with no history
Lower or close unused card limits	Large limits sitting idle 'just in case'
Keep stable employment	Switching jobs right before applying
Let a broker pre-check lender policy	Applying to several banks yourself
Keep statements clean for 3–6 months	Gambling, BNPL clusters, payday loans

None of this requires a perfect financial history — it requires a **tidy, explainable** one. A broker's job is to present your story in the light a lender responds to, and to send it to the lender most likely to say yes.

Ready to talk it through?

Want to know how a lender sees you right now? A 15-minute call will tell you exactly where you stand — free, no obligation, no jargon. Call Daniel on **0455 721 087**, email daniel@toukanfinance.com.au, or send an enquiry at toukanfinance.com.au.

Important information

This guide contains general information only, current as at June 2026, and does not take your personal objectives, financial situation or needs into account. It is not credit, financial, tax or legal advice. Lending criteria, rates, government schemes and tax thresholds change — confirm current figures and seek advice tailored to your circumstances before acting. Toukan Finance is an Authorised Credit Representative (CRN 577748) of Outsource Financial Pty Ltd (ACL 384324). All loans are subject to lender approval, terms, conditions, fees and charges.