

**Plenti**

# Legal Finance

**Guide for lawyers**

Australia's leading lender  
to family law clients



[plenti.com.au/legal-finance](https://plenti.com.au/legal-finance)

# Legal Finance

## We're here to help

We provide responsible finance to your clients to pay their legal fees in family law matters.

We help your clients by providing them with access to finance at fair rates, leveling the playing field and allowing them to move to resolution.

We help you attract more matters, protect your relationship with your clients and bolster your firm's working capital.

Our finance may be useful for both new clients and existing clients where you are acting on a deferred fee basis.

Plenti Legal Finance is part of Plenti Group Limited, a leading consumer lender which is listed on the ASX. Plenti uses technology to cut out the costs and inefficiencies of traditional lenders, helping to deliver borrowers faster, better value finance.



### Improve your cash flow

We pay your invoices after they're approved by your client, improving your working capital and removing from you the burden of carrying fees - with no financial commitment from you.



### Focus on providing advice

Unpaid fees place strain on the lawyer/client relationship, and on third parties such as counsel. Our loans remove the pressure and stress for all involved.



### A trusted partner

We proudly support lawyers and their clients from over 400 law firms nationally.

We work with **over 400 firms** in Australia including:

**GORDON & BARRY**



**COUTTS**  
LAWYERS & CONVEYANCERS



# How it works

We've worked hard to make legal fee loans easy so you and your clients can focus on what's important. New and existing clients could benefit from one less financial pressure. Let them know we're here to keep them moving forward.

## Refer clients through our portal

We'll contact them and provide all the information they need including how to apply.

## Easy online application process

Once your client applies we'll contact you for a summary of the case. We seek to assess and approve an application as rapidly as possible. When approved, we provide a credit limit to your client to help bring their matter to resolution.

## Payments

You submit requests for payment through our easy online portal and we arrange payment to you upon approval by your client.



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## Frequently asked questions

### How can I work with Plenti?

It's easy to become an Accredited Partner via our [website](#). From there you can start referring your clients to Plenti.

### Which of my clients are eligible?

Clients must be engaged for a family law matter which involves a property settlement and they must be Australian residents.

### Is the loan regulated?

Your client's loan is governed by the National Consumer Credit Protection Act.

### What can clients use the funds for?

Funds can be used for various legal expenses, including lawyer, counsel, valuer and forensic accountant fees and other disbursements. Funds can also be made direct to your client for personal use in some circumstances.

### How are my fees paid?

Once you have requested a payment and it is approved by your client, we will pay you the amount on their behalf. We can pay direct into your trust account, and clear already outstanding fees.

### What is the process for simpler matters?

We have an expedited process for simpler matters where the amount required is under \$80,000. We need less information from you and we can approve these loans faster.

## What this means for your firm

### Prompt payments directly to your firm

- ✓ Submit a payment request through our portal, and when your client approves the request we will make the payment on their behalf
- ✓ On request, funds can be transferred directly into your trust account
- ✓ Existing debtors can also be cleared along with counsel fees and other disbursements

### How we would work together

- ✓ Instructions from your client will ensure settlement funds are deposited into your trust account and then their debt is discharged from there
- ✓ You keep us reasonably informed of how the matter is progressing particularly as settlement approaches
- ✓ The loan agreement is with your client - you are not making a financial commitment, there is no obligation to continue with the matter and no guarantee for their debts
- ✓ We do not ask for your opinion on the matter, rather we make our own assessment on the facts you provide

## Start referring your clients in 3 easy steps

Become accredited and start referring clients

1

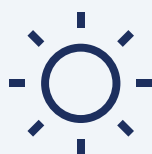


### Become accredited

Complete the accreditation form via our website, which only takes a few minutes:

[www.plenti.com.au/legal-finance/accreditation/](http://www.plenti.com.au/legal-finance/accreditation/)

2



### Refer your clients

Refer new or existing clients you think would benefit from Plenti Legal Finance.

3



### Client application

Your client can submit their application online, after which we will contact you for details of their case.

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## From your client's perspective

We offer personal loans specifically designed to fund legal fees for family law matters: each loan has simple features, a low rate, and expert support from our specialist legal team.

|                                 |   |
|---------------------------------|---|
| <b>Annual effective rate</b>    | Most of our borrowers incur average effective costs of around 8.55% of their principal loan amount per year over the life of their loan*. This rate is made up of the below fees and charges: |
| <b>Annual percentage charge</b> | Around 7.2% p.a. <sup>^</sup><br>Interest is only paid on the amount outstanding  |
| <b>Credit assistance fee</b>    | 3% on the amount of credit sought. One-off fee capitalised to the loan at initial drawdown and is paid to Plenti  |
| <b>Drawdown charge</b>          | 5% on every dollar drawn down on the loan is capitalised to the loan outstanding  |

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### Loan features

|                           |  |
|---------------------------|--|
| <b>Legal fee payments</b> | Once you have issued an invoice, and your client approves it, we will pay the invoice on their behalf. We can also pay direct into your trust account, and clear back-debts on existing fees |
| <b>Term</b>               | 24 month term with extensions available <sup>†</sup>   |
| <b>Security</b>           | Loans may be secured, with caveats or mortgages over land as the preferred security. But please discuss with us if other options may exist, such as PPSR charges or funds in trust           |
| <b>Loan amount</b>        | Typically, we lend up to 30% of a conservative estimate of the expected property settlement. We lend up to \$400,000   |
| <b>Repayments</b>         | Repayment is at either settlement of the matter or the loan term. All fees and costs are capitalised into the loan and paid at settlement of the matter or the end of the loan term          |
| <b>Repayments method</b>  | Single payment from settlement proceeds, usually direct from a lawyer's trust account <sup>†</sup>   |

**Need a hand?**  
We're here to help

Phone: 02 7202 2427  
Email: [legalfinance@plenti.com.au](mailto:legalfinance@plenti.com.au)

\*Annual Effective Rate means the effective per annum cost for the credit facility with a 24 month term, a loan disbursement amount of \$100,000, the first drawdown being \$10,000, the facility being drawn in even monthly \$3,750 amounts and the loan repaid at term. The Annual Effective Rate assumes standard fees and charges apply. This Annual Effective Rate is true only for the example given and actual costs will vary depending on factors such as loan size, drawdown timing and term. <sup>^</sup>This is not an Annual Percentage Rate. Your initial interest rate will be confirmed in your loan contract. <sup>†</sup>We understand that in legal proceedings, repayment is often linked to an event such as the sale of a property or a settlement. If required, finance may be extended beyond the initial 24 month term. All applications for credit are subject to lender credit approval. Plenti RE Limited ABN 57 166 646 635 holds Australian financial services licence number 449176 and Australian credit licence number 449176.



# Our law firm partners

We work with over 400 law firms across Australia, supporting their clients and their cashflow. Hear what they have to say about working with Plenti:

"Plenti has enabled clients of Gordon & Barry to continue to access legal services at a complex time of their life... we have no hesitation in suggesting Plenti to our clients that are in need of it."

**David Barry**

Gordon & Barry Lawyers

"Thank you, the process has been very smooth and easy..."

**Janine De Saxe**

De Saxe O'Neil Family Lawyers

"The fact that my client was able to secure some independent source of funds to meet her legal costs means that my client can have her choice of representative, and have more access to privately funded third parties like mediators and experts. This funding is going to make a huge difference to my client's ability to negotiate a rightful settlement."

**Antonella Sanderson**

Family Law Matters

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## Law firm client's testimonials



"It was a tough time for me to deal with the legal issues and Plenti took the financial pressure off my shoulders. It was efficient, stress-free and extremely professional."

**Rita**

Victoria



"The staff are professional and efficient, and with low interest rates during a difficult time I recommend Plenti highly to anyone who finds themselves in the same situation."

**Iva**

Victoria



**Winner,  
Outstanding  
Personal Loan  
2019 - 2020**



**Winner,  
Excellent credit  
Personal loan  
2016 - 2018**



**Fintech  
Award Winner  
2017, 2018**



**Fintech  
Business  
Awards  
Winner  
2019 - 2020**



**4.7/5  
from 2300  
reviews**



**4.7/ 5  
from 2300  
reviews**

**Become accredited**

[www.plenti.com.au/legal-finance/accreditation/](http://www.plenti.com.au/legal-finance/accreditation/)

**Plenti**

For the right help,  
**when your clients need it.**

Legal loans with Plenti.



**Plenti**