

AIB PARTNERSHIP PROPOSAL

Leading Market Proposition



- Leading Market Share in the Mortgage Market of 37%
- No fees - when customers drawdown a new AIB PDH (private dwelling house) mortgage with us, we'll waive the maintenance and transaction fees on the current account used to pay the mortgage
- Moratorium for up to 6 months



Providing Expertise

Speedy Decisions made Locally



- Experienced & qualified Mortgage Advisors working on-site in each of your developments
- Dedicated Mobile Mortgage Phone Lines
- Fast-track mortgages offering immediate Sanction in Principle
- Weekend appointments at off-site locations to coincide with Saturday campaigns/Marketing campaigns



Raising Awareness



- We host Mortgage Information evenings with property expert estate agents/solicitors to coincide with the launch of the developments
- Social Media coverage to advertise proposed developments
- Plasma screens available in each of our c200 branches to advertise locally AIB presence at Cairn developments

All supported by a **dedicated Mortgage Expert's within AIB** Christine.t.Arnold@aib.ie/Susan.c.Farrell@aib.ie

Mobile no 086-0267546

- ✓ Single point of contact
- ✓ Dedicated escalation process
- ✓ Quarterly service reviews