RFCS
Rural Financial Counselling Service
New South Wales

Negotiating with creditors & lenders

What to have ready

Going into a conversation with your creditor or lender prepared makes the process much smoother. Come prepared with the following:

- □ Last 3 years business and personal financial statements
- □ Last 3 tax returns (for all partners)
- □ Your ATO tax position - up to date, behind, or on a payment plan
- □ Council rates notices
- □ Local Land Services (LLS) stock and land notice
- □ Current insurance certificates
- □ Statement of Position (assets/liabilities)
- □ Details of any loans, including balance owing, interest rate and repayments
- □ A list of any other creditors owed money (e.g. input suppliers, equipment finance, agistment, credit cards)
- □ A current business plan & cashflow budget with assumptions and production details
- □ A succession plan, if available, or an outline of a plan forward

5 steps to a better outcome:

1. Act early
Contact your creditor or lender as soon as you sense trouble, before a payment is missed. Assistance can take time to arrange, so loop in a rural financial counsellor early too.

2. Be honest
Explain what's happened and the likely short and long-term impact. Openness builds trust and shows you're looking for a solution.

3. Prepare your information
Gather your income, expenses and debts before you talk. See the checklist for exactly what to bring.

4. Propose solutions
Come with a realistic plan - an adjusted payment schedule or extended timeline - and a backup option if things don't improve.

5. Get it in writing
Confirm every agreement in writing, and keep your own records of all meetings and discussions.

Contact your local rural financial counsellor for free, confidential & independent support.