



# Lifetime Mortgages for the new equity release customer

This is not a consumer advertisement. It is intended for professional advisers only.

It'll be hard for your customers to know what the first five or ten years of their retirement will look like and what impact potential health and life events could have on their financial needs. Because of this, financial flexibility at this time really matters to them.

Our Lifetime Mortgage products offer a wide range of features and repayment options to suit your customers' changing needs, whilst offering the flexibility of not necessarily having a lifetime mortgage for life. Here are a few examples of how our products may suit different customer needs...

## What if my customer...

### ... would like to take out a variable rate lifetime mortgage but concerned that CPI may remain high in the short term?

We now offer a 2-year fixed rate lifetime mortgage, offering customers a fixed interest rate until 30 November 2021. The product will then automatically revert to a variable rate, based on the Consumer Price Index (CPI) from 1 December 2021. Variable rates may move over time and customers will need to be comfortable with potential interest rate fluctuations in the future.

### ... is worried about the interest building up on the loan?

Our Interest Payment product allows customers to pay down the interest whereas, the Interest Roll-up with Voluntary Payment option product allows customers to pay 10% of the initial loan per year, ERC free. There is no affordability assessment for either of these products, and they can stop making payments at any time and the interest will start to roll-up.

### ... is keen to make capital payments but is worried they may not be able to afford the regular interest payments in the future?

We offer a voluntary payment feature within our Interest Roll-up product where customers can repay up to 10% of the initial loan each year. These payments are optional should their circumstances change. As one of the most flexible products on the market; payments can be made by standing order, set up immediately (no waiting period) and have minimum payments of just £25. There is no maximum number of payments per year.

### ... isn't sure if they want a long-term lifetime mortgage?

Our products have been created with flexibility in mind, to ensure that our Lifetime Mortgages don't have to last a lifetime. With simple, fixed ERCs our plans are straightforward, and customers have the option to redeem the mortgage after 5 years without incurring any ERCs, by utilising the downsizing protection. Our products allow customers to service the debt – like they would a mainstream mortgage.

To understand how our **Lifetime Mortgages** can help your interest only mortgage customers  0800 802 1645\*  [onefamilyadviser.com](https://onefamilyadviser.com)

\* Lines open 9am - 5.30pm, Monday to Friday. We might record your call to help improve our training and for security purposes. Calls to 0800 or 0808 numbers are free from UK landlines and personal mobiles. With business mobiles the cost will depend on your phone provider. If you'd like to know more, please ask your provider.

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