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# JUST.

## JUST FOR YOU LIFETIME MORTGAGE

# COULD THESE MYTHS GET IN THE WAY OF YOUR CLIENTS GETTING A BETTER DEAL?

Did you know that six in 10<sup>1</sup> of clients could qualify for a better Just For You Lifetime Mortgage interest rate or larger loan with medical underwriting?

However, many myths surround medical underwriting and they could cause your clients to miss out on these potential benefits. Here we debunk some common myths to help you achieve better outcomes for your clients.



1. Just Group analysis from proprietary database of circa 2 million person years

### 1 NOT MANY PEOPLE ARE LIKELY TO BENEFIT

More people getting older and living longer, means they're likely to experience a health or lifestyle condition that could lead to better terms through medical underwriting.

And with a Just For You Lifetime Mortgage, we estimate medical underwriting could generate a better deal for six in 10 people.

#### People aged 55+ in UK<sup>2</sup>



Source: 2. ONS National Population Projections, January 2024  
Figures rounded up to the nearest million

### 2 THERE'S NOT ENOUGH CLIENT BENEFIT TO MAKE IT WORTHWHILE

Medical underwriting helps us understand a client's health and lifestyle so we can calculate their life expectancy and enable you to produce personalised solutions unique to each of your clients.

If their life expectancy is less than the average for their age, they may get a better interest rate or be able to borrow more than on standard terms.

The best way to find out if your client can benefit is to ask some easy-to-answer questions and get a quote.

### 3 MEDICAL UNDERWRITING WILL ADD COMPLICATION AND DELAY

There are a few simple-to-answer questions, and you don't need to be a medical specialist to answer them.

We've led the development of a common question set so they're aligned with your fact find, and the responses can be used by other lenders.

There are around 20 questions and the more you can answer the more personalised the result will be.

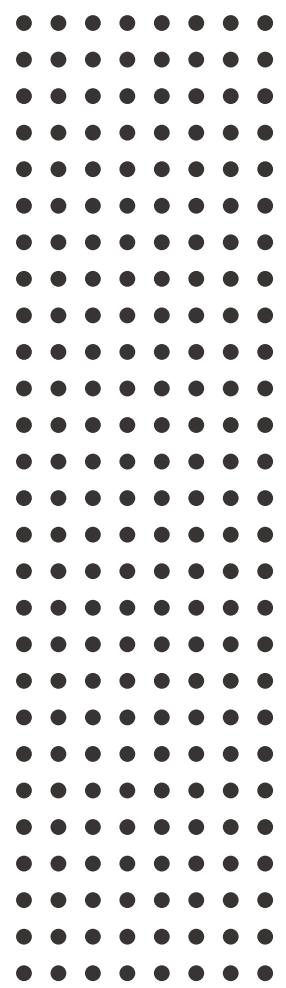
### 4 HEALTH AND LIFESTYLE QUESTIONS ARE INTRUSIVE

We've made our questions easy for you and your clients to answer. For example:

- What is their average alcohol consumption per week?
- Have they been diagnosed with diabetes which is controlled with tablets or insulin?
  - If yes, how long ago was this diagnosed?

### 5 A GP REPORT WILL BE NEEDED FOR EVERY CASE

Not all cases will require a GP report (GPR). Sometimes we ask for more information from your client's GP so we can more accurately assess their conditions. The information confirms the client's relevant health details. There's nothing unusual in these requests to GPs and if you're writing protection and guaranteed income for life business, you'll be familiar with these underwriting processes.



## **6 MEDICAL UNDERWRITING CAN MAKE THINGS MORE EXPENSIVE**

Medical underwriting can be used to improve the lending terms that we can offer to clients. In some circumstances, it may reduce the overall cost of borrowing, enabling you to obtain better outcomes for your clients.

## **7 CLIENTS DON'T WANT TO ANSWER HEALTH AND LIFESTYLE QUESTIONS**

We've been using medical underwriting with financial advisers and intermediaries for years. When clients understand disclosing some simple information may help them get a better deal, they're usually happy to answer these simple questions

## **FOR MORE INFORMATION**

Call: **01737 233 297** Email: [support@wearejust.co.uk](mailto:support@wearejust.co.uk) Or visit: [justadviser.com](http://justadviser.com)  
Lines are open Monday to Friday, 8.30am to 5.30pm

Please note your call may be monitored and recorded and call charges may apply.



**FT** ADVISER

