

**HELP YOUR  
CLIENTS  
MAKE THE  
MOST OF  
THEIR  
PROPERTY.**

Releasing money from property, through a lifetime mortgage, can help your clients in a number of ways, such as:



### **FAMILY**

Help their children or other family members with education costs, or getting on the property ladder.

Gifting money may be subject to inheritance tax.



### **DEBT REPAYMENT**

Repaying an interest only mortgage or other debt (although using equity release for this purpose may cost more in the long-term).



### **LATER LIFE**

Help cover the costs of care at home and comfort in later life, or generate funds to look after a loved one.



### **LIFESTYLE**

Fund a better lifestyle or a new hobby, buy a dream holiday, new car or cover home improvements.

A lifetime mortgage is a flexible solution, that can be tailored to your client's needs, but it's not always right for everyone.

**Work through the following questions to understand whether a lifetime mortgage could be the right fit for your client.**

**1**

Is your client eligible for a lifetime mortgage?

**2**

Is a lifetime mortgage the best option for them?

**3**

How could they benefit from a lifetime mortgage?

**Note:** Taking a lifetime mortgage will reduce the value of your client's estate and may affect their entitlement to state benefits.

**If you'd like to understand more, please contact us on 0345 302 2287 or email [support@wearejust.co.uk](mailto:support@wearejust.co.uk)**



# IS YOUR CLIENT ELIGIBLE FOR A LIFETIME MORTGAGE?

**1. What is your client's age, or youngest applicant's age?**

**1.1.** The minimum age for a lifetime mortgage is 55.

**2. What is your client's residential status?**

**2.1.** A client must be a UK resident and either a homeowner or using the loan to purchase a property to qualify for a lifetime mortgage product.

**3. Is your client's property suitable?**

**3.1.** Residential houses and bungalows, plus leasehold maisonettes and flats with minimum remaining term of 120 years, are usually considered suitable.

**3.1.1.** Other property types, for example Grade II listed buildings, may require case by case consideration. See our [lending criteria guide](#) for more information.

**4. What's the value of your client's property?**

**4.1.** Your client's property must be worth at least £70,000, and in good state of repair. For ex-local authority houses, the minimum property value must be £100,000.

**4.1.1.** Just will arrange and pay for the property to be valued.

**5. Does your client have an outstanding mortgage?**

**5.1.** The existing mortgage must be repaid. This can be done with some or all of the lifetime mortgage, or with other means, for example, savings.

**6. How much do they need, including future instalments?**

**6.1.** For the Just For You Lifetime Mortgage, the minimum lifetime mortgage amount is £10,000, or £20,000 for clients who choose to service interest. The maximum amount is £1,000,000 (J1 – J3) and £800,000 (J4 and J6) in England, Wales, and Scotland, and £500,000 (J1 – J4) in Northern Ireland. We can also consider larger loans of up to £5m by referral.

Please contact us for more information if the required loan size exceeds these stated maximums.

**7. Is the money needed for a one-off purchase, future purchases, or both?**

**7.1.** Lifetime mortgages can be used to provide one lump sum at outset, or a smaller initial lump sum with a cash facility for future withdrawals.

**7.1.1.** Use our [indicative lifetime mortgage calculator](#) to see how much a client could release from their property.

**7.1.2.** Use our [cash facility calculator](#) to see how the total amount could be split between an initial payment and an unused cash facility.

Now we've completed some initial checks, let's look at some financial aspects.

If you'd like to understand more, please contact us on 0345 302 2287 or email [support@wearejust.co.uk](mailto:support@wearejust.co.uk)



# IS A LIFETIME MORTGAGE THE BEST OPTION FOR YOUR CLIENT?

**1. What is your client's income? (full / part-time jobs, property income, rent, savings, investments, company and private pensions, and state pension)**

1.1. Lifetime mortgages don't usually require an affordability check.

**2. What is your client's state benefits position?**

2.1. Is your client currently receiving all that they're entitled to? Would the money from a lifetime mortgage affect their entitlement to their existing or future benefits? These factors need to be considered.

**3. Has your client considered alternatives to a lifetime mortgage?**

3.1. Other types of lending (credit card, loan, retirement interest-only mortgage) – ensure all fees and affordability issues are considered.

3.2. Savings or investments – ensure all fees and tax implications are considered.

3.3. Borrowing from friends or family – this is not always possible and there may be affordability issues.

3.4. Moving to a cheaper house or area – this may not be practical, for example if the client has a good support network. Ensure all fees and costs implications are considered.

3.5. Letting out rooms – how much income would this generate? Consider factors such as security, comfort, taxation and record-keeping.

3.5.1. Read this [handy comparison](#) to see the differences between a lifetime mortgage and a retirement interest-only mortgage.

**4. What is your client's health and lifestyle like?**

4.1. The more we know about a client, the better solution we can provide. Our ability to personally underwrite clients means they may be able to borrow more, or borrow at a lower interest rate. We estimate six in 10 clients could benefit from a medically underwritten Just For You Lifetime Mortgage.

4.2. Medical underwriting is available across the Just For You Lifetime Mortgage range so you can deliver a personalised solution to every client.

Taking all these factors into account can help you determine whether a lifetime mortgage could form part of your client's retirement planning.

The next step is to consider what features or type of lifetime mortgage are most suitable for your client.



# HOW COULD YOUR CLIENT BENEFIT FROM A LIFETIME MORTGAGE?

**1. No negative equity guarantees.**

**1.1.** This gives the client and their family certainty that they will never have to repay more than the value of the property when the mortgage becomes repayable, upon death or moving into long-term care. This is subject to [Terms and Conditions](#).

**1.1.1.** This is a feature offered by the Just For You Lifetime Mortgage.

**2. Flexibility to match the loan payments to your client's needs.**

**2.1.** An agreed cash facility means money can be taken as and when it's needed, helping the client to avoid paying interest on money that's not needed immediately.

**2.1.1.** This is a feature offered by the Just For You Lifetime Mortgage.

**3. Flexibility to make early repayments.**

**3.1.** Making payments before the loan is repaid can help a client reduce the build-up of interest.

Those choosing not to service monthly interest (see point 5) can pay up to 10% of each advance in every 12 month policy period without incurring an ERC. Read our [ERC guide](#) for more information.

**3.1.1.** Also on joint life policies, a surviving spouse can repay the outstanding loan in full without a fee, if within three years of the spouse's death or moving into permanent long-term care.

**4. The ability to pay some of, or all of the monthly interest.**

**4.1.** Offsetting some or all the monthly interest can help your client to reduce the build-up of interest.

**4.1.1.** This is a feature offered by the interest serviced option of the Just For You Lifetime Mortgage.

**5. Reduction to the roll-up interest rate.**

**5.1.** Clients choosing to pay 26% or more of the monthly interest amount can benefit from a reduction to the roll-up interest rate.

**5.1.1.** Use our [interest serviced calculator](#) to see how servicing interest can impact a lifetime mortgage.

**5.1.2.** This is a feature offered by the Just For You Lifetime Mortgage.

**6. Flexibility through payment holidays.**

**6.1.** Clients choosing the interest serviced option may be able to request a payment holiday of up to three consecutive months in each 12 month period.

**6.1.1.** This is a feature offered by the Just For You Lifetime Mortgage.

**7. Lower interest rate if clients' property has a valid (EPC) rating of A, B or C.**

**7.1.** Clients whose homes have an Energy Performance Certificate (EPC) rating of A, B or C could qualify for a 0.10% discount on the standard interest rate across the entire Just For You Lifetime Mortgage range.

**7.1.1.** Find out more about our energy performance interest discount feature [here](#).



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## FOR MORE INFORMATION

Call: **0345 302 2287**

Lines are open Monday to Friday, 8.30am to 5.30pm

Calls may be monitored and recorded, and call charges may apply.

Email: **[support@wearejust.co.uk](mailto:support@wearejust.co.uk)**

Or visit our website for further information: **[justadviser.com](https://justadviser.com)**



**FT** ADVISER

