

# Equity Release

## Tailored Solutions for Clients Aged 55 Years Plus

Equity Release allows clients to release some of the value in their home through either a one-off cash lump sum or an annual cash payment. The clients will not have to make a monthly payment, the loan and interest can either be repaid in full through the sale of the property or when the client passes away.

Due to the nature of the loan, we provide a very personal service. Our qualified adviser will meet with your clients in their home to discuss their needs and the wide range of solutions available to them. Equity release loans can be tailored to suit your client's individual requirements.

Referring clients to us is simple, our advisers only need you to provide a name and telephone number. From this point we will deal with your client directly, paying you an average fee of £1,200 on completion.

## Common Uses

- Clients over the age of 55 years with an interest only mortgage, who are unable to switch to a new mortgage product to pay off their loan due to lender's age restrictions
- Clients over the age of 55 years, who need to release equity to complete home improvements
- Clients over the age of 55 years who want to improve their quality of life. Equity release can provide these clients with an additional income by releasing an agreed cash payment each year

## We've Got The Edge

- Fully advised service by qualified internal adviser
- Whole of market lender panel
- Simple and quick referral service
- 50% commission after Compliance costs - on average we pay Introducers £1,200 per case
- Retain your own clients - we will refer your clients back to you for protection advice, or if you prefer, pass them to our Protection Team

## Referral Process

Our Compliance Manager, Neil Mulhearn, handles all new equity release enquiries. Neil will contact the client to discuss the suitability of this type of finance based on the client's needs and circumstances. If equity release is the best option then Neil will arrange a convenient time to visit the client at their home address.

Call Neil on [01702 538 818](tel:01702538818)/ [07917 533 385](tel:07917533385) or send an email to [n.mulhearn@ingard.co.uk](mailto:n.mulhearn@ingard.co.uk) with the client's contact details. Neil will do the rest and update you on the progress of your client's applications.



For further information contact our Broker Support Team:



01702 538 800



[info@ingard.co.uk](mailto:info@ingard.co.uk)

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