









Provider	Age	Product Fixed rate (F) Variable rate (V)	Rate	Fees	Cashback	Min Valuation and cost	Reserve Facility Yes/No	Medically Enhanced Yes/No	Protected Equity option Yes/No	Min loan amount	Accept payments	ERCs	Proc Fee
 England, Wales, Scotland and Northern Ireland	55 – no max	Lump Sum (F)	<i>Bespoke market leading rates tailored to your client. Call 01452 310777 with your clients details to find out.</i>	£5	Choice of £0, £500 or £1000 which has a reflection on the rate.	£75,000 min.  Free valuation for properties up to £5 million.	No	Yes. Lower rates or enhanced LTVs.	Yes. Percentage has to be selected when requesting the KFI.	£15,000 - £600,000 (refer if over)	After the first anniversary of the loan, up to 10% of the initial borrowed in up to 4 payments per calendar year with a minimum of £500 on each payment.	GILT linked max 25%. NO ERC if the mortgage is ported to another property accepted by Aviva and some of the existing loan is repaid. <b>Clients with a joint lifetime mortgage, can repay the mortgage free of an ERC, within 3 years of one of the clients passing away or the date Aviva are notified that one needs long-term care.</b>	2.25% on the initial advance & 0.75% on reserve facility to a maximum of £500.  <b>LLA 2.5% + 0.83% (max £500) for DA members</b>
	55 – no max	Flexible (F)		£5			Yes, min £5000 facility with a min of £2000 per draw.	Call 01452 310777 to find out.		£10,000 - £600,000 (refer if over)			
 Bridgewater	60 – no max	Home Reversion scheme	N/A	£0	None	Min £120,000 <b>Payable valuation From £135</b>	Yes.	No	Yes	Min 25% of property to be sold.	No	<i>Not applicable. Portion of the property is sold to Bridgewater.</i>	3.5% (standard 3%)
 England, Wales and Scotland	60-85	Lump Sum (F)	4.02% (4.09% AER)	£595	None	Min £100,000 <b>£99 for all properties up to £350k LLA FREE for properties up to £350K</b>	No	No	None	£20,000 - £500,000	From day 1, up to 10% of the initial borrowed in up to 4 payments per calendar year with a minimum of £500 on each payment.	<b>Swap Rate 25% Max</b>  <b>Down Size Protection:</b> In the first 5 years the loan is paid off: 5% - Year 1 4% - Year 2 3% - Year 3 2% - Year 4 1% - Year 5 Nil - Year 6 onwards	2.25% on the initial amount.
	60-85	Flexible (F)	4.21% (4.29% AER)	£595	None		Yes, min £1000 per draw.	No	None	£15,000 - £500,000			2.25% + 0.15% on any cash withdrawal option.
 England and Wales only	55-85	The Lifetime Mortgage Plus (F)	4.97% (5.09% -AER)	£595	None	<b>FREE valuation up to £1 million. Equivalent discount thereafter.</b>	No	No	None	£15,000-£1million	10% flexible repayment option available from day 1 of loan. Maximum 4 payments per year subject to a minimum of £500 per payment.	Fixed ERC's for the first 9 years only.  5% - Years 1 – 5 4% - Year 6 3% - Year 7 2% - Year 8 1% - Year 9	2.25%
	55-85	The Lifetime Mortgage Max (F)	5.45% (5.59% AER)	£595	None		No	No	None	£15,000-£1million			2.25%
	55 – 85	The Lifetime Mortgage Ultra (F)	5.74% (5.89% AER)	£595	None		No	No	None	£15,000-£1million			2.25%
	55-85	Indexed Lifetime Mortgage (V)	3.47% (3.53% AER)	£595	None		No	No	None	£15,000-£1million			2%
	55-85	Indexed Lifetime Mortgage Plus (V)	3.96% (4.03% AER)	£595	None		No	No	None	£15,000-£1million			2%
	55-85	Indexed Lifetime Mortgage Max (V)	4.45% (4.54% AER)	£595	None		No	No	None	£15,000-£1million			2%



Provider	Age	Product	Rate	Fees	Cashback	Min Valuation and cost	Reserve Facility Yes/No	Medically Enhanced Yes/No	Protected Equity option Yes/No	Min loan amount	Accept payments	ERCs	Proc Fee		
 <b>JUST.</b> <small>RETHINK RETIREMENT</small> England, Wales and Scotland. Northern Ireland – Drawdown range.	60 – no max	<b>Draw-down (F)</b>	5.29% AER	£600	None	<b>Min £70,000</b> <b>FREE valuation</b>	Yes	No	No	£10,000 - £600,000	ERC free partial repayments. Up to 10% per annum of the original loan (inc any drawdowns), up to 6 payments in any 12 month period with a min of £500 per payment.	GILT linked max 20%	2% of advance with a minimum of £600 with 2% drip, once over £600, for any draw down taken.		
	60 – no max	<b>Lump Sum Lite (F)</b> 60 – 69 70 - 74 75+	4.85% AER 5.05% AER 5.15% AER	£0	None	<b>Min £70,000</b> <b>FREE valuation.</b>	No	No	No	<b>£10,000 - £600,000</b>			Clients with a joint lifetime mortgage, can repay the mortgage free of an ERC, within 3 years of one of the clients passing away or the date Just are notified that one needs long-term care.	2% of advance with a minimum of £600	
	60 – no max	<b>Lump Sum Plus standard LTV (F)</b>	5.62% AER	£0	None		No	No	No						£30,000 - £600,000
			5.72% AER	£0	£1,000	No	No	No	£10,000 - £600,000	No					
60 – no max	<b>Lump Sum Plus Enhanced LTV (F)</b>	6.15% AER	£600	None		No	Yes	No							
 <b>Legal &amp; General</b> England, Wales and Scotland	55 – 90	<b>Premier Flexible (F)</b> MER (AER)	L: 3.75% (3.82%) UK: 3.74% (3.80%)	£0	None	<b>No min. Payable from £133. Refunded on completion</b>	Yes. Min £2000 per draw	No	<b>Yes. Percentage must be selected when producing the KFI.</b>	£250k - £2m Refer if over.	Optional partial repayments of up to 10% per annum of the original loan, without an Early Repayment Charge plus other ERC free options. No admin fee	GILT linked max 25%	2% capped at £10,000. Any excess is paid to the client.		
	55 – 90	<b>Flexible (F)</b> MER (AER)	L: 3.83% (3.90%) UK: 3.81% (3.88%)	£0	<b>2% cashback</b> L: 4.03% (4.11%) UK: 4.02% (4.08%)	<b>Min £100,000</b>	Yes. Min £2000 per draw	No		£10,000 - £750,000			NO ERC if the mortgage is ported to another property accepted by L&G and some of the existing loan is repaid.	Clients with a joint lifetime mortgage, can repay the mortgage free of an ERC, within 3 years of one of the clients passing away or the date L&G are notified that one needs long-term care.	2.25% with a min £500 and a max £10k. Plus 1% on drawdown facility as and when drawn.
	55 – 90	<b>Flexible Plus (F)</b> MER (AER)	L: 4.16% (4.24%) UK: 4.12% (4.20%)	£0	<b>2% cashback</b> L: 4.35% (4.44%) UK: 4.31% (4.40%)	<b>Min £150,000 for ex-local authority properties.</b>		No		£10,000 - £750,000					
	55 - 90	<b>Flexible Max (F)</b> MER (AER)	L: 4.94% (5.05%) UK: 4.90% (5.01%)	£0	<b>2% cashback</b> L: 5.13% (5.25%) UK: 5.09% (5.21%)	<b>Free valuation</b>		No		£10,000 - £750,000					
	55 - 90	<b>Flexible Max Plus (F)</b> MER (AER)	L: 5.58% (5.72%) UK: 5.52% (5.66%)	£0	<b>2% cashback</b> L: 5.77% (5.93%) UK: 5.72% (5.87%)			No		£10,000 - £750,000					

L&G Rates: L = London and South East,

UK= Rest of the UK


All L&G rates are MER first with the AER in the brackets.

Provider	Age	Product Fixed rate (F) Variable rate (V)	Rate	Fees	Cashback	Min Valuation and cost	Reserve Facility Yes/No	Medically Enhanced Yes/No	Protected Equity option Yes/No	Min-max loan amount	Accept payments	ERCs	Proc Fee		
 England, Wales and Scotland	60 – 95	<b>Lump Sum+ (F)</b>  Lite Standard Max	3.83% (3.90% AER) 3.98% (4.05% AER) 4.92% (5.03% AER)	£595	None	<b>Min £70,000</b>  Free valuation for properties up to £1.5m (£500,000 on flexible)	No	No	No	£10,000 - £500,000. Will consider up to £1m max.	No	5% years 1-5, 3% years 6-10, ZERO there after	1.75%  <b>LLA 2.25%</b>		
	60 – 95	<b>Flexible (F)</b>  *reserve facility guaranteed for 15 years.	<b>5.88% (6.04% AER)</b>	£500	None		Yes*. Min £2000 per draw.	No	No	£10,000 - £1 million	No		1.5% of the full facility at completion <b>LLA 1.75%</b>		
 England, Wales and Scotland.	55 – 95	<b>Capital Choice (F)</b>	4.64% (4.74% AER)	FREE	5.07% (5.19% AER) with 3% Cashback subject to min release of £35,000	Min £70,000 Free valuation	No	No	Yes. Automatic where the maximum is not taken.	£15,000 - £1,500,000	Yes - Up to 10% of the capital borrowed per year ERC-free. Min £50 per payment	5% years 1-5, 3% years 6-10, 0% year 11 onwards.	2%  <b>LLA 2.35%</b>		
	60 – 75	<b>Capital Choice Plus (F)</b>	4.95% (5.06% AER)	FREE	5.30% (5.43% AER) with 3% Cashback subject to min release of £35,000	Min £70,000 Free valuation	No	No		£15,000 - £1,500,000					
	55* - no max.	<b>Tailored Choice (F)*</b>  *rated age must be over 60 for a single life and 65 for a joint life	6.15% (6.33% AER)	£695	6.48% (6.68% AER) with 3% Cashback subject to a min release of £10,000	Min £70,000 Free valuation	Yes. Min £5000 per draw.	<b>Yes</b>		£10,000 - £600,000 (England) £250,000 (Scotland & Wales)				No	GILT linked. Max 25%
 England, Wales and Scotland  * 2 year fixed rate products are fixed until 30 <sup>th</sup> November 2020.	55-100	<b>Roll-up</b> Variable Rate Lite Variable Rate Standard Fixed Rate Lite Fixed Rate Standard	3.50% (3.56% AER) 3.70% (3.76% AER) 4.89% (5.00% AER) 5.65% (5.80% AER)	£950	No	<b>Min £70,000</b> No Max. Refer if over £2 million  Free valuation for properties up to £1 million. A contribution will apply for properties over £1 million.	No	No	No	£10,000-£750,000	No	Fixed for first ten years after completion of the advance – 6% years one to five and 3% years six to ten	2.3%		
	55-70	2 year* Fixed Rate Lite 2 year* Fixed Rate Standard	3.90% (3.97% AER) 4.20% (4.28% AER)												
	55-100	<b>Voluntary Payments</b> Variable Rate Lite Variable Rate Standard Fixed Rate Lite Fixed Rate Standard	3.99% (4.06% AER) 4.19% (4.27% AER) 5.37% (5.50% AER) 6.13% (6.30% AER)	£950	No				No	No	No	£10,000-£750,000	Up to 10% of the initial loan amount each year, ERC free. No max number of payments. Minimum amount £25.	<b>Downsize protection – No ERCs if your clients downsize after 5 years and as a result pay all of some of the equity release.</b>	2.3%
	55-70	2 year* Fixed Rate Lite 2 year* Fixed Rate Standard	4.40% (4.49% AER) 4.70% (4.80% AER)												
55-100	<b>Interest Payment</b> Variable Rate Lite Variable Rate Standard Fixed Rate Lite Fixed Rate Standard	3.50% (3.56% AER) 3.70% (3.76% AER) 4.89% (5.00% AER) 5.65% (5.80% AER)	£950	No			No	No	No	£10,000-£750,000	Yes a minimum of £25 up to 100% of the monthly interest		2.3%		


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 England, Wales and Scotland	60 – no max	<b>Option 1 (F)</b> Pure DD1 Pure Max DD1 Pure Max Plus DD1	6.12% (6.29% AER) 6.45% (6.64% AER) 6.63% (6.84% AER)	Drawdown option 1 includes a free arrangement fee and £1,400 fees package towards solicitor and broker costs.		<b>Min £70,000</b> Free valuation	Yes	No	No	£45,000 – no max	No	GILT linked. Max 20%	2.3% (standard 1.75%) plus 1.15% on the reserve as and when it is drawn.	
	60 – no max	<b>Option 2 (F)</b> Pure DD2 Pure Max DD2 Pure Max Plus DD2	5.88% (6.04% AER) 6.21% (6.39% AER) 6.40% (6.59% AER)	Drawdown option 2 includes £895 arrangement fee and £600 fees package towards solicitor costs.		<b>Min £70,000</b> Free valuation	Yes	No	No	£10,000 – no max	No	GILT linked. Max 20%		
	60 - no max	<b>Option 3 (F)</b> Pure DD3 Pure Max DD3 Pure Max Plus DD3	6.26% (6.44% AER) 6.59% (6.79% AER) 6.78% (6.99% AER)	Drawdown option 3 includes £895 arrangement fee, £1,400 fees package towards solicitor and broker costs and 2% cashback for loans under £75,000 and 2.5% cashback for loans over £75,000.		<b>Min £70,000</b> Free valuation	Yes	No	No	£45,000 – no max	No	GILT linked. Max 20%		<b>LLA 2.5% plus 1.25% on the reserve as and when it is drawn.</b>
 Residential Lifetime Mortgages  England, Wales and Scotland.	55 - 90	<b>Interest Select Gold (F)</b>	<b>5.36% (5.49% AER)</b>		Choice of none or £1,000. MER rate loaded by 0.10%			No			Yes From 50% to the maximum interest charged. Clients can switch to the roll up at any time after 5 years.	Fixed rate. 5% years 1-5, 3% years 6-8, ZERO there after	2.3% min £500 & 1% on the reserve facility.  <b>LLA 2.4 % (extra 0.1% paid by the Later Life Academy and not the provider).</b>	
	60 - 90	<b>Interest Select Platinum (F)</b>	<b>5.83% (5.99% AER)</b>											
	55 - 90	<b>Voluntary Select Gold (F)</b>	<b>5.55% (5.69% AER)</b>	£650 England and Wales, £795 Scotland.	No	<b>Min £70,000</b>  <b>Free valuation</b>	Yes will increase MER rate by 0.20%	** Not available on Lifestyle Platinum with 3% cashback**	No	Yes. Must request amount when obtaining KFI.	£10,000 - £2m	Yes. Up to 15% of the initial borrowed per year with a minimum of £50 per payment. No max number of payments.		<b>2 ERC Waivers - Interest Select and Voluntary select plans only</b> <b>1. Downsize protection – No ERCs if your clients downsize after 5 years and as a result pay all of some of the equity release.</b>  2. Clients with a joint lifetime mortgage can repay the mortgage free of an ERC, within 3 years of one of the clients passing away or the date the first borrower goes into long-term care.
	60 - 90	<b>Voluntary Select Platinum (F)</b>	<b>6.12% (6.29% AER)</b>											
	60 - 90	<b>Lifestyle Lite (F)</b>	<b>3.92% (3.99% AER)</b>											
<b>Lifestyle Gold (F)</b>		<b>4.29% (4.38% AER)</b>												
	<b>Lifestyle Gold Plus (F)</b>	<b>5.45% (5.59% AER)</b>												
	<b>Lifestyle Platinum (F)</b>	<b>6.39% (6.58% AER)</b>	6.67% (6.88% AER) with 3% cashback (must be repaid if mortgage redeemed in ERCs period)											

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retirement advantage	55 - 90	Second Home Lifestyle	6.26% (6.44% AER)	£650 England and Wales, £795 Scotland.	None	Min £70,000  Free Valuation	No	No	Yes. Must request amount when obtaining KFI.	£10,000 - £750,000	No	Fixed rate. 5% years 1-5, 3% years 6-8, ZERO there after	2.3% min £500
	55 - 90	Second Home Voluntary Select	6.45% (6.64% AER)		None	Min £70,000  Free Valuation	No	No		£10,000 - £750,000	Yes. Up to 10% of the initial borrowed per year with a minimum of £50 per payment. No max number of payments.	Fixed rate. 5% years 1-5, 3% years 6-8, ZERO there after	2.3% min £500
Landlord and Second Homes Lifetime Mortgages	55 - 90	Over 55 Buy to Let Lifestyle	6.26% (6.44% AER)	£650 England and Wales, £795 Scotland.	None	Min £70,000  Free Valuation	No	No	Yes. Must request amount when obtaining KFI.	£10,000 - £750,000	No	Fixed rate. 5% years 1-5, 3% years 6-8, ZERO there after	2.3% min £500
	55 - 90	Over 55 Buy to Let Voluntary Select	6.45% (6.64% AER)		None	Min £70,000  Free Valuation	No	No		£10,000 - £750,000	Yes. Up to 10% of the initial borrowed per year with a minimum of £50 per payment. No max number of payments.	Fixed rate. 5% years 1-5, 3% years 6-8, ZERO there after	2.3% min £500
England, Wales and Scotland.	55 - 90	Over 55 Buy to Let Lifestyle	6.26% (6.44% AER)	£650 England and Wales, £795 Scotland.	None	Min £70,000  Free Valuation	No	No	Yes. Must request amount when obtaining KFI.	£10,000 - £750,000	No	Fixed rate. 5% years 1-5, 3% years 6-8, ZERO there after	2.3% min £500
	55 - 90	Over 55 Buy to Let Voluntary Select	6.45% (6.64% AER)		None	Min £70,000  Free Valuation	No	No		£10,000 - £750,000	Yes. Up to 10% of the initial borrowed per year with a minimum of £50 per payment. No max number of payments.	Fixed rate. 5% years 1-5, 3% years 6-8, ZERO there after	2.3% min £500


**Hodge Lifetime Retirement Mortgage**

Provider	Age	Product Fixed rate (F) Variable rate (V)	Rate	Fees	Cash back	Min Valuation and cost	Reserve Facility Yes/No	Medically Enhanced Yes/No	Protected Equity option Yes/No	Min loan amount	Accept payments	ERCs	Proc Fee
 <b>Hodge</b>  England, Wales and Scotland	55 – 85	<b>Retirement Mortgage – 5 year fixed (V)</b>	4.40% (4.45% SVR)	£995	None	<b>Min £100,000</b> £99 survey fee up to £350k <b>LLA FREE for properties up to £350K</b>	No	No	No	£20,000 - £500,000	Yes. Payments based on the affordability and income of the client. Acceptable sources of income include Pensions, Employment, Savings and Investments. Last 2 years track record required for Self Employed income	5% - 1% of the capital borrowed in the first 5 years only.	1.25% (standard 1%)  <b>LLA 1.4%</b>

**Shawbrook Mortgage for older borrowers**






Provider	Age	Product Fixed rate (F) Variable rate (V)	Rate	Fees	Cashback	Min Valuation and cost	Reserve Facility Yes/No	Medically Enhanced Yes/No	Protected Equity option Yes/No	Min-max loan amount	Accept payments	ERCs	Proc Fee
 <b>Shawbrook</b>  England, Wales and Scotland	55 - 75	Variable  <b>3 year fixed</b>  5 year fixed	5.25% AER  <b>5.50% AER</b>  6.00% AER	£1,595	None	£225,000  Valuation fee payable – Amount subject to property value.	No	No	Yes	£25,000 - £1,000,000	Full monthly interest payments required. Ad-hoc overpayment may be made without incurring a redemption penalty.	No ERCs	1.3%  <b>LLA 1.4%</b>

**The Family Building Society – Retirement Lifestyle Booster.**

Provider	Age	Product Name	Product type (all variable rates)	Rate	Initial Rate duration (until)	Followed by rate	Fees	Min Valuation and cost	Min loan amount	Accept payments	ERCs	Proc Fee
 Available in: England and Wales	60-79	Retirement Lifestyle Booster** – Interest only payments	10 year discounted rate (1.10% discount) 25% maximum LTV	3.44%	10 years	3.24%	Product Fee £945* Application fee £175	<b>Min £240,000</b> Free Valuation for properties up to £500,000. For properties over £500,000 fee scale applies less £360 discount.	£60,000 – no max (refer if over £500,000)	Monthly interest payments. Contact the Family Building society for full details.	3% in the first year 2% in the second year 1% in the third year	0.35% minimum £157.50

\***Product Fee** – For loans over £500,000 the product fee will be 0.30% of the loan amount.

\***Retirement Lifestyle Booster** – The loan amount is paid out in monthly instalments on the 10<sup>th</sup> working day of each month. It will be the same amount every months for 10 years unless The Family Building Society are told to stop the payments early. Interest is charged on the balance outstanding each month. For full details, visit [www.familybuildingsociety.co.uk](http://www.familybuildingsociety.co.uk)

 <p>England and Wales</p>	<p><b>Specialist Solicitors.</b>  <b>Club rate £390 + disbursements + VAT for remortgages, purchases refer for fee.</b>  <b>Later Life Academy rate £375 + disbursements + VAT for remortgages, purchases refer for fee.</b>          (Only for instructions submitted online. See the club website for the link)          Equilaw charge a fixed fee on a 'no completion no fee' basis. The paperwork is completed at the Equilaw Head Office in Gloucester; they will then refer the client to a solicitor local to them in order to witness his/her signatures. The additional cost payable directly to the local solicitor is usually no more than £75 + VAT.          (if your client is able to travel to the Equilaw head office in Gloucester, the extra £75 + Vat will not be charged)</p> <p><b>If you client has asked for your advice fee to be paid directly from Equilaw this will be paid to you on the day of completion.</b>          Web <a href="http://www.equilaw.uk.com">www.equilaw.uk.com</a>          Or contact <b>Claire Barker</b> on <b>01452 657999</b></p>
	<p><b>Offer your clients peace of mind and earn highly attractive commissions.</b>          Simple application process: Option to pay by lump sum or fixed monthly payments (if death occurs within 2 years 120% of premiums returned)          Golden charter have 3 plans with prices ranging from £3525 to £4239.</p> <p><b>Commission of £325 paid per case once cooling off period has expired on policy. (£350 for Later Life Academy members)</b>          To find out more, email <a href="mailto:steve.turl@equityreleaseclub.com">steve.turl@equityreleaseclub.com</a> for simple access to a new income stream.</p>
	<p><b>Perfect Choice funeral plans.</b>          Perfect Choice have 4 set plans available starting from £2535 up to £4230 depending on clients wishes. Choice to pay over 12, 24, 36, 48 or 60 months.  <b>Equity Release Club commission of £250 per case. (Enhanced to £270 for Later Life Academy members)</b>          For more information on Perfect Choice, please contact <b>Steve</b> on <b>01452 310777 option 1</b> or email <a href="mailto:steve.turl@equityreleaseclub.com">steve.turl@equityreleaseclub.com</a></p>
	<p><b>Club Deal 10% discount in year 1 from £45.00 to £40.50.</b> To find out more use the web: <a href="http://www.freeben.co.uk">www.freeben.co.uk</a></p>
	<p><b>Professional Indemnity Insurance</b></p> <ul style="list-style-type: none"> <li>• Interest free 10 month Instalment facility.</li> <li>• No administrative fees, the members will only pay the premium plus the IPT with no hidden charges.</li> <li>• Market leading in house claims service.</li> <li>• Market leading rates for Mortgage brokers.</li> </ul>

*Please ensure the ERC application form is used from our website to secure these deals. . ([www.equityreleaseclub.com/application-forms/](http://www.equityreleaseclub.com/application-forms/)).*

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