

Later Life Mortgage

Following your call with our adviser

We've sent you this guide as a follow up to your call with our adviser. It will help you to think over some of the additional considerations, while you wait for your personalised suitability letter and follow-up call.

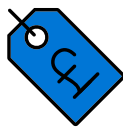
What costs can I expect?

Your adviser will clearly explain all the costs to you. But here's a brief overview of what these might be.



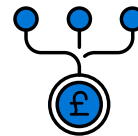
Arrangement fee

Some products come with their own arrangement fee. Also known as application or product fees. Your adviser will tell you if this is the case.



Valuation fees

There may be a valuation fee depending on the value of your property. Your adviser will tell you if this is the case.



Debt consolidation fees

This only applies to our Retirement Interest Only Mortgage. For these, there's a £30 fee for each debt we consolidate for you.

Please note

Costs are dependent on the product you choose. Some have no associated costs.

You can choose to pay the costs when you apply or have them added to your mortgage.

If you choose to add the costs on, it will increase the amount you owe and you will pay interest at the same rate as your loan.

Key things to consider when choosing

Rolled-up interest

All of our Lifetime Mortgages have rolled up interest. Simply put, this is interest charged on interest. So, if you decide not to pay some or all the monthly interest on your loan, the unpaid interest is added to the amount you owe each month. This means that interest is charged on the loan amount plus any interest already added.

Our PTLM works slightly differently, with this product the interest is paid throughout the payment term.

Early Repayment Charges

If you choose to repay all or a partial part of the loan early, there may be an Early Repayment Charge. These could be significant.

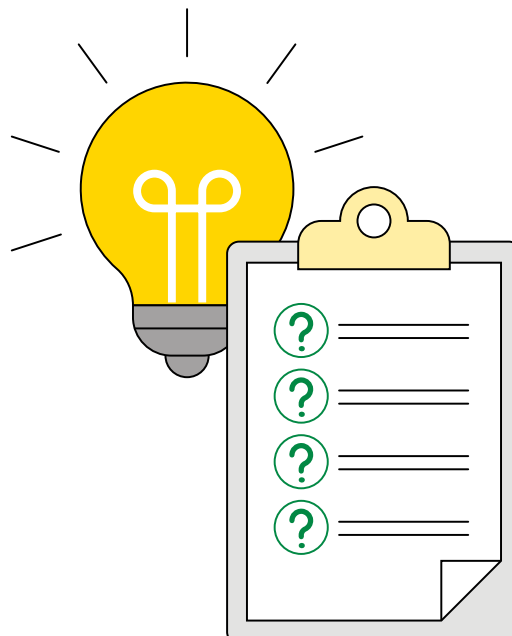
Means-tested benefits

These are usually based on your income and wealth status. But later life mortgages can change your financial position. If you're receiving certain means-tested state benefits, taking a lifetime mortgage could impact your entitlement to these benefits. This might mean you no longer meet the qualifying criteria. Your adviser will be able to explain if you're affected. Where appropriate, they'll even run a free means-tested benefit check, before they make any recommendation.

Inheritance tax

Taking out a later life mortgage may reduce the amount of inheritance you can leave. If it's important to you to leave something for your loved ones after you're gone, we offer Inheritance Protection on our Lifetime Mortgages. This safeguards a percentage of your home's value, by reducing the amount you can borrow.

It's worth noting that if your home is valued above the inheritance tax threshold, there may be a large inheritance tax charge on the value of your estate when you pass away. If you choose to gift some of the money you release, you may be able to give your family their inheritance early while you're still around to see them enjoy it. Depending on how and when you gift the money, they may have to pay inheritance tax on the value of the gift in the future.



Are you thinking about...?

If you haven't already, we advise all clients to consider these two key elements of later life planning. The earlier, the better.

1. Lasting Power of Attorneys (LPAs)

An LPA is a legal document. It lets you choose a person to act on your behalf when/if you're unable to. And when you no longer wish to make your own decisions.

This should be someone you choose and trust. Because they'll have to make important decisions about your health and finances.

Without an LPA, your loved ones must follow a long and costly process. They'll need to gain permission from the Court of Protection. This can cause stress and worry at an already difficult time.

The LPA can take effect as soon as it's needed. So that your chosen person can step in right away.

2. Wills

A Will is a legal document that allows you to decide what happens to your assets. For example, your money, property, investments and possessions. And also, decide what happens to your children – if they're under 18 – after you've passed away.

A Will makes your wishes clear and legally binding. And it enables you to give your loved ones financial protection after you die.

By making a Will you can:

- choose people you trust to look after your children under 18 years old (called Guardians)
- choose people you trust to carry out the terms of your Will (called Executors)
- name the people or charities you want to benefit (called Beneficiaries)
- leave gifts of specific items or fixed sums of money (called Legacies)
- outline your funeral wishes
- create Trusts to help preserve your wealth for future generations. And also, you can protect against residential care costs. Plus, help any vulnerable or disabled beneficiaries.

Use our trusted legal partner

Legal & General have an agreement with Co-op Legal Services who offer a 10% discount on their standard fees for setting up a Lasting Power of Attorney or their Will writing service. They'll advise and take you through the legal processes, and register the Lasting Power of Attorney documents with the Office of the Public Guardian on your behalf.

When you call, the Co-op will take full responsibility for the service they provide you.

Contact Co-op Legal Services on its dedicated Legal & General number: **0330 0417 879**.



Wherever possible, we always recommend that LPAs and Wills are created together.

If you have any questions or would like some advice about either of these, please get in contact.

Customer testimonials

Customers are at the heart of what we do...



"I bought my home in 2016. It had been an old chapel originally and I wanted to refurbish it so that it was eco-friendly and my forever home. The cost of doing it concerned me until I started looking at lifetime mortgages.

Having a lifetime mortgage has given me the independence and freedom to do the house up as I wanted, long lasting, and eco-friendly. It's also given me that freedom of not worrying about money."

Lillian



"Three years ago, I started to think about what I was going to do when my interest-only mortgage ended. I looked online and discovered Legal & General – they were fabulous! Kate helped me through everything. She felt like a friend actually. She was able to look at my life and find out exactly what I need, and I felt very safe in her hands.

It's wonderful to know that I can stay here the rest of my life, without paying anything, and then the debt being paid at the end of my life, is fantastic. It takes the pressure off, and allows me to continue having a great quality of life."

Robert



We know you may already have done so, but at this stage, we recommend you look at all the T&Cs for our mortgage product advice services in the first document we sent over to you.



Easier-to-read information

Please call us on **03330 048 444** if you're visually impaired and would like this document in Braille, large print, audio tape or CD.

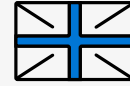
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We've been helping customers for over 185 years



We're one of the UK's leading financial services providers



Since 2015, we've lent over £6.73 billion to over 118,000 later life mortgage customers



We provide specialist, no-obligation later life mortgage advice with no upfront fees



Our Interest Roll up and Optional Payment Lifetime Mortgages are award winning



We're members of the Equity Release Council (ERC)

The ERC trade body was established in 1991. It helps protect people taking out equity releases. Find out more:

[equityreleasecouncil.com](https://www.equityreleasecouncil.com)

