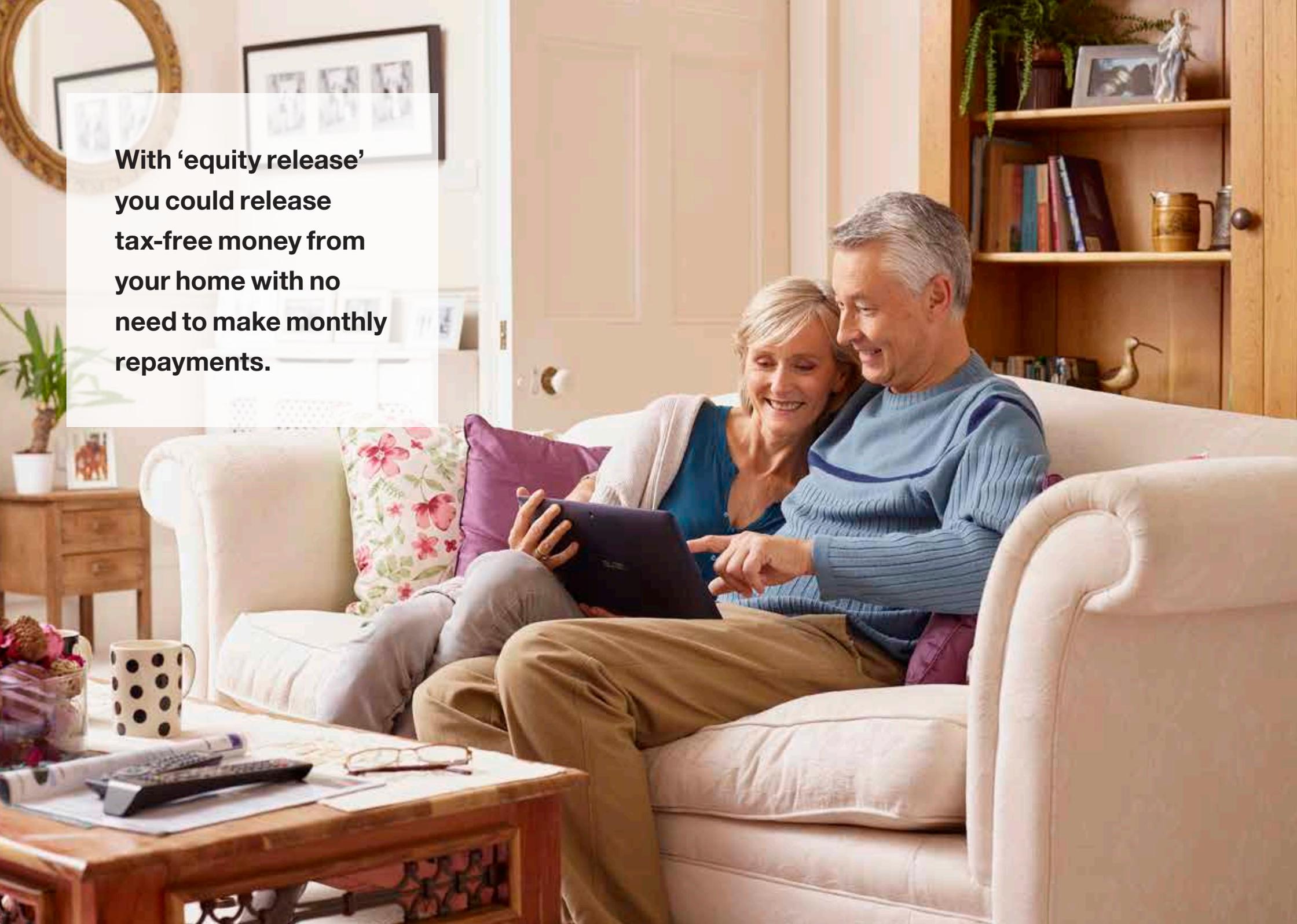


A guide to releasing tax-free cash from your home



With 'equity release' you could release tax-free money from your home with no need to make monthly repayments.



Thank you for your enquiry

Thank you very much for your interest in our multi-award-winning, independent equity-release advisory service. I hope that you will find this guide helpful, and that it answers most of your questions.

We are a totally independent equity-release specialist. This means that it's our job to help you decide whether releasing equity is your best option. If you do decide to release equity, we want to make sure that we recommend the best plan, from the great many available, to meet your needs.

If you're reading this, you will probably have already considered the difference that an extra lump sum of money could make to your life. So, you will be pleased to read about the many positive changes in the equity-release market over recent years, making plans clearer, more flexible and better value than ever before.

As one of the UK's leading equity release specialists, we're proud of both our knowledge in the field and our commitment to delivering only the very best standard of service to our customers. On that note, I'm delighted to report that for the fifth year running we have been awarded the highest possible rating of

'Exceptional' for our service from an independent audit by Investor in Customers.

Finally, if this guide leaves any of your questions unanswered, please call one of our equity-release advisors on **Freephone 08080 555 500**. We offer a free, no-obligation quotation to help you understand if and how equity release could help you. We are always keen to share our knowledge and experience.

Alternatively, should you prefer to meet in person our advisors are more than happy to advise you in the comfort of your own home. Our advisors are available throughout the whole of the UK.

I hope you will enjoy this guide, and we look forward to being of service to you.



Tim Loy BA (Hons) ACA
Chief Executive



Contents

What is equity release?	Page 3
Who can benefit from equity release?	Page 5
What types of equity release are available?	Page 6
What does it cost?	Page 9
Things to consider	Page 11
Why choose Age Partnership?	Page 13
Make the most of your retirement	Page 15
A 'step-by-step' guide to releasing equity	Page 17
Your questions answered	Page 19
Contacting us	Page 21

For more information or for a free, no-obligation quotation, call

Freephone 08080 555 500

or visit www.agepartnership.co.uk/calculator

**With equity release
you could spend your
money in any way you
choose.**



What is equity release?

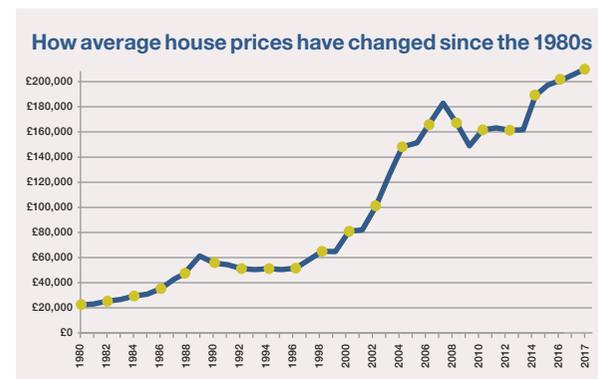
The background

The value of your home, minus any mortgage you may owe, can be described as your 'equity'. Many people choose to leave their equity tied up in their property throughout their lives. However, more and more people are now choosing to release some of this equity and turn it into cash to meet their objectives. You can use this money to pay for almost anything, from improving your lifestyle to a one-off purchase. An equity release plan is a popular way to do just that, without having to move home. With most plans there is no requirement to make monthly repayments, as the amount you release, plus any interest, is repaid from the money made when the property is sold, when you die or move into long term care.

Why has it become so popular?

Despite fluctuations in property prices, your home is still likely to be your biggest asset, and is worth considerably more than you paid for it. On average, house prices have roughly doubled every 10 years since 1953¹. In the last decade they have risen by 15%. Furthermore, all plans are regulated by the

Financial Conduct Authority (FCA) and most feature much more flexibility than in the past. As a result, many millions of Britons who may have reached or are approaching retirement age, now find themselves with a wealth of equity that could far outweigh their savings and income. You continue to own your home when you take out a plan², so may be able to benefit from any future increase in its value. There are also guarantees to make sure you can never pass on debt, or 'negative equity', in your estate and you can choose a plan that is 'portable'. This means you could move home in the future.



Source: Nationwide, 2017 figures are up to and including Sept 2017.



Real Customer Story

“Every step of the way Age Partnership explained what equity release would mean for me and my family. I would recommend Age Partnership to anyone.”

Mrs Binstead, Cheshire

¹Nationwide, 2017 figures are up to and including September 2017.

²You only continue to own your own home with a lifetime mortgage, which is secured against your property.

For more information or for a free, no-obligation quotation, call

Freephone 08080 555 500

or visit www.agepartnership.co.uk/calculator

Equity release could mean giving a helping hand to loved ones.



Who can benefit from equity release?

There are literally tens of thousands of people just like you who are enjoying the benefits that equity release can offer. However, it is not suitable for everybody, which is why it is so important to speak to an independent specialist before you make a decision. In general you may be eligible to release funds from the value of your property if:

- you own your own home; and
- the youngest homeowner is 55 or over.

It is also a condition that you use some of the money you receive to pay off any standard mortgage that you have against the property. Of course, this can be of great benefit to many people, as this can make their standard monthly mortgage repayments a thing of the past.

The amount you can raise will depend on your age and the value of your property. You can access a larger percentage of your home's value the older you get. Some lenders will also take into account your health and lifestyle to increase the amount you can release.

We will discuss all of these factors with you during your no-obligation quotation, before advising you whether or not we think that equity release is your best option.

Popular reasons for releasing equity

In a recent survey of our customers, we found that paying off the standard mortgage or other debts¹ was the most popular reason, followed by home and lifestyle improvements. But whether you're looking to make a one-off purchase or to help family members, equity release could be the answer. Here are the survey results.

Mortgage and Debts ¹	51%
Home improvements	16%
Other	12%
Better lifestyle	9%
Help the family	6%
New car	4%
Holiday	2%



Real Customer Story

"We decided to release equity because we wanted to help our family and pay off our credit-card debts. The whole process was made effortless from start to finish and was completed within a few weeks."

Mrs Etheridge, Scotland

¹Think carefully before securing other debts against your home. By extending the term of these debts, you will be increasing the overall cost.

For more information or for a free, no-obligation quotation, call

Freephone 08080 555 500

or visit www.agepartnership.co.uk/calculator

What types of equity release are available?

Lifetime mortgage

A lifetime mortgage allows you to release a lump sum of cash from the value of your property. There is no requirement to make regular monthly repayments as the amount that you have released, plus any interest, is repaid from the money made when the property is sold. Generally this is when you die, move into long-term care or permanently leave the property.

Drawdown lifetime mortgage

This is similar to the standard lifetime mortgage. However, with the drawdown lifetime mortgage, you can access your money with more flexibility. Rather than just receiving a lump sum, you have the option to release your cash over time, as and when you need it. Because you only pay interest on the cash that you have taken, these plans can often prove to be more cost-effective.

Interest-only lifetime mortgage

This is like a standard lifetime mortgage. However, you make regular monthly repayments to reduce the effect on the value of your estate. Some plans allow you to make monthly repayments that are equal to or less than the amount of interest that is charged. The balance is paid off from the value of your estate once you have died or have moved into long-term care.

Home reversion plan

A home reversion plan allows you to exchange the ownership of some or all of your property for a lump sum of cash, along with the right to stay in the property, free of charge, for as long as you live. This is also known as a 'lifetime lease'. Because you can continue living in your home, rent-free, for life, you would generally receive an amount for your property that is lower than its market value.

Equity Release may involve a home reversion plan or a lifetime mortgage which is secured against your property. To understand the features and risks, ask for your personalised illustration.

All the cash you release is usually tax-free and you can spend it on whatever you like.

There is no requirement to make regular monthly repayments.

You continue to own all of your home benefiting fully from any future increase in its value.

Plans are 'portable', meaning you could still move home.

You can never pass on debt to your estate.

You benefit from a cash reserve, from which you can withdraw in the future.

No interest is due on the amount you release.

You may protect a part of the property's value, meaning you could leave something for your beneficiaries.

Your entitlement to means- tested state benefits (see page 11) may be affected and your estate may reduce.



Subject to plan chosen



For more information or for a free, no-obligation quotation, call

Freephone 08080 555 500

or visit www.agepartnership.co.uk/calculator

Equity release could provide the cash for the home improvements you want to make.



What does it cost?

If you are considering releasing equity, you must get independent advice. That is why we are more than happy to chat to you about equity release at no cost. In fact, if you are suitable for equity release, we will even provide a free quotation, with a full written recommendation sent to your door. And, there is never any obligation to go ahead. What's more, we offer the following guarantees.

- ✓ We are totally independent specialists, giving you access to plans from the whole of the equity-release market.
- ✓ We offer a free, no-obligation quotation, giving you the chance to see whether equity release could help you.
- ✓ We have negotiated many exclusive plans from leading providers, saving our customers hundreds or thousands of pounds in interest over the course of the plan.
- ✓ We can combine your purchase of an Equity Release Plan with a Power of Attorney which can protect you and your assets in the event of losing mental capacity.
- ✓ Independently rated 'Exceptional' for customer service by Investor in Customers.
- ✓ Our UK phone lines are open 24 hours a day, seven days a week. We don't use automated menu systems so you won't have to wait to speak to somebody.
- ✓ We provide a fast application service and free same-day document collection from your door. This means you have access to your funds as quickly as possible.
- ✓ We are a member of the ERC (Equity Release Council), championing the highest-quality advice on equity release for customers.
- ✓ You may protect a part of the property's value so that you can leave something for your beneficiaries.
- ✓ We can give all of our advice over the phone, or we can arrange to meet you in person.
- ✓ We are authorised and regulated by the Financial Conduct Authority (FCA).

We provide initial advice for free and without obligation. Only if the customer chooses to proceed and their case completes would a typical fee of 2.2% of the amount released be payable.

For more information or for a free, no-obligation quotation, call

Freephone 08080 555 500

or visit www.agepartnership.co.uk/calculator

Equity release could be a way to help your children onto the property ladder.



Things to consider

Equity release has developed significantly in recent times. All plans that we arrange are regulated by the Financial Conduct Authority (FCA).

While this can give you significant peace of mind, there are other things that you need to consider before you make a decision on whether to go ahead. Of course, we will discuss each of these with you before we make our recommendation to you.

- While most people we speak to feel at home in their property and don't want to move, you should be aware that moving to a cheaper property could be another solution rather than equity release.
- Another way of raising funds from your property could be to take in a lodger. This does not generally appeal to our customers due to the invasion of privacy that it brings. However, maybe it is something to consider before going ahead with equity release.
- By releasing funds in your lifetime that would otherwise stay tied up in your home until you die, an equity-release plan may reduce the size of your estate. As a result it will reduce the amount that you would be able to pass on to any beneficiaries.
- It is possible that the extra funds made available to you by equity release could affect your entitlement to any means-tested state benefits that you may receive now or in the future. Means-tested state benefits can be assessed on your income, assets or investments (or any combination of the three).

We will only recommend that you go ahead with an equity-release plan if we firmly believe it to be in your best interests.

DID YOU KNOW?

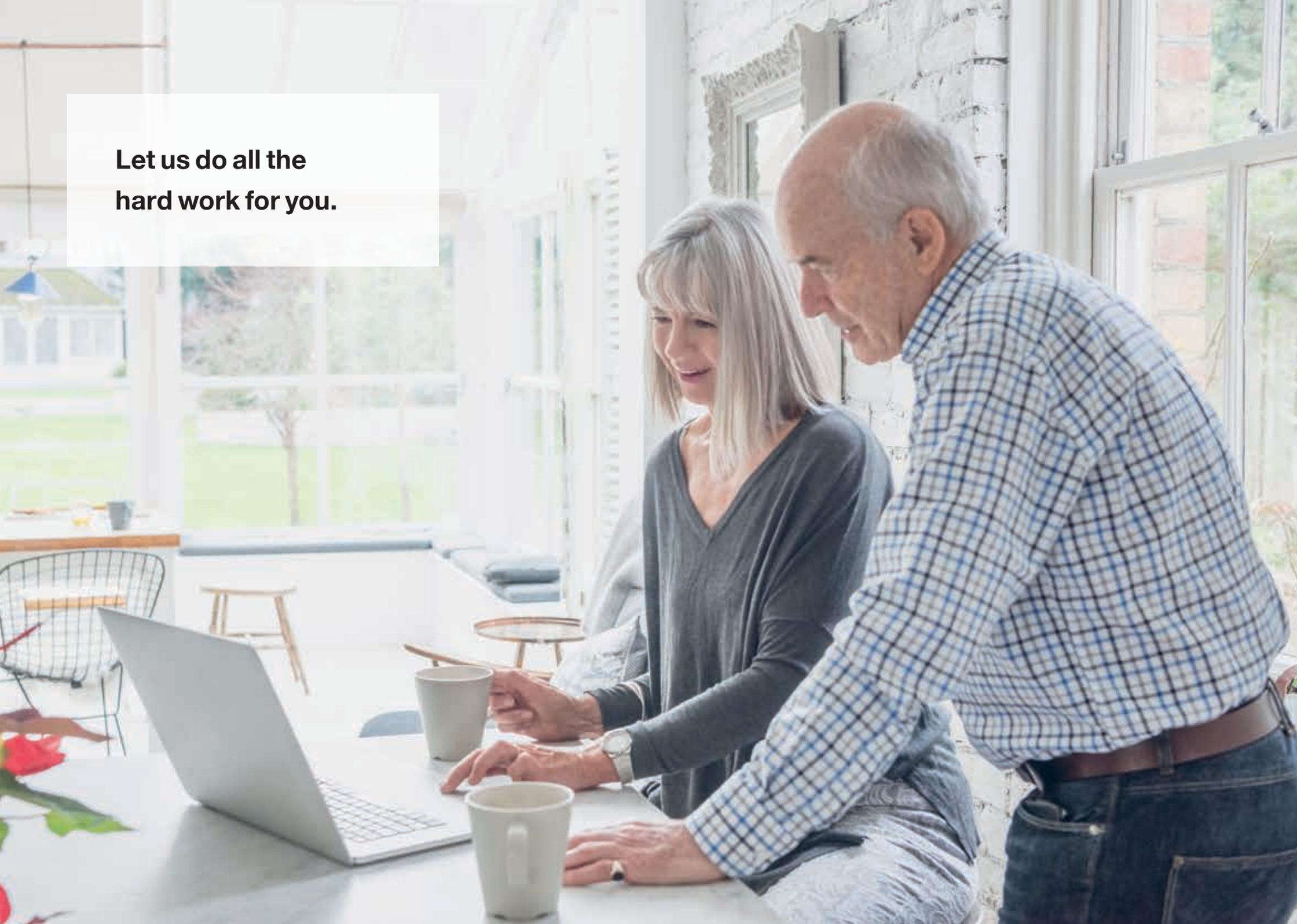
If you chose to go ahead with an equity release plan, taking out a power of attorney would protect you in the future if there ever came a time when you couldn't make decisions for yourself. As such, without a power of attorney, you wouldn't be able to access your cash reserve or release more money from your home in the future.

For more information or for a free, no-obligation quotation, call

Freephone 08080 555 500

or visit www.agepartnership.co.uk/calculator

**Let us do all the
hard work for you.**



Why choose Age Partnership?

Founded on the belief that our customers want honest, independent advice, the best plans and the fastest, friendliest service, we take enormous pride in the work we do. That's why we not only research the whole of the equity-release market to make sure that we recommend the best plan to suit your circumstances, but we also put great effort into negotiations with plan providers. This means we may get better deals than are otherwise available.

Benefit from multi-award winning advice

We're immensely proud of our multi-award winning service. We were named 'Best Financial Adviser (20+ employees)' at the Equity Release Awards two years running in 2015 and 2016 and 'Best Equity Release Broker' two years running in 2013 and 2014 by Mortgage Strategy among many others.



#1 in financial services for customer experience

Our customer centric approach has also been recognised on a national scale by Investor in Customers (IIC). Similarly, IIC have awarded us an overall score of 8.85 out of 10 – the highest in the financial services sector. Investor in Customers based this score on an independent assessment of how we operate and took direct and online feedback from customers and staff into account.

We take into consideration your future circumstances

We can help you secure peace of mind for the future with our estate planning service. Our estate planning service can offer you a power of attorney, which is an important consideration to make as this will protect you and/or your assets in the event of losing mental capacity.

We secure special lifetime mortgage plans for our customers from providers across the whole of the market.



For more information or for a free, no-obligation quotation, call

Freephone 08080 555 500

or visit www.agepartnership.co.uk/calculator

**Find out how equity
release could help you
enjoy your retirement.**



Make the most out of your retirement

Whether you are looking to boost your retirement finances, access your pension savings or secure peace of mind, we offer a range of services which could benefit your needs.

Access your pension savings

We could secure you up to 50%¹ more income through retirement, taking into account health and lifestyle factors.

Secure peace of mind

In the event of losing mental capacity, a power of attorney document will ensure peace of mind and protection in the future. Decide how future choices should be made for you and who should make them.

Mortgages in retirement

If you are looking to reduce your current monthly mortgage payments, borrow more money or simply reduce the mortgage term we search across the whole of market to find you a tailored solution.

We've got you covered

Whether you are looking to get a better deal on your existing policy, take up a new policy or simply increase the level of buildings and contents cover to meet your needs, we could help.

Making your money work for you

Whatever stage you're at in your retirement journey, we can work with you to find the right savings and investments solution with the best product for you from across the whole of the market. We make your money work for you.

¹Which? 2017.

Think carefully before securing debts against your home. Your home may be repossessed if you do not keep up repayments on your mortgage and any debt secured on it.



-  Lasting power of attorney
-  General insurance
-  Mortgages
-  Wills
-  Funeral plans
-  Savings and investments
-  Equity release
-  Pension consolidation
-  Pension income

For more information or for a free, no-obligation quotation, call

Freephone 08080 555 500

or visit www.agepartnership.co.uk/calculator

Equity release could mean the chance for new adventures.



A 'step-by-step' guide to releasing equity

STEP1



Do you qualify?

Do you own your own home? And is the youngest homeowner aged 55 or over? If you've answered 'yes' to these two questions, you are likely to be eligible for equity release. If you currently have a standard mortgage or loan secured against the property, you are still likely to qualify. However, you will have to pay this off with any of the money you receive from your equity-release plan.

STEP2



Is equity release the right option for you?

To find out whether equity release is your best option, you should call us for specialist independent advice. We will be happy to tell you more about the plans available and how they could benefit you. We can also give you a free, no-obligation written quotation, defining the best plan, from the many available, to suit your needs. This will allow you to make an informed decision as to whether equity release is right for you.

STEP3



Fill in the application form

If you decide to go ahead, we will talk you through the application form that you will need to fill in. Once you've completed the application, we can arrange to pick up all the documents we need from your home. We'll then oversee your application until it completes, and keep you informed at every stage.

STEP4



Receive your money

Most equity-release applications take between six to eight weeks to complete. However, we will do all we can to keep this wait to a minimum and make sure the funds clear in your bank account as quickly as possible.

For more information or for a free, no-obligation quotation, call

Freephone 08080 555 500

or visit www.agepartnership.co.uk/calculator

Equity release could help you improve your lifestyle.



Your questions answered

Q How much can I release?

A The amount that you can release depends on your age and the value of your property. However, some lenders will also take into account your health and lifestyle. To find out exactly how much you could raise, call us on **08080 555 500**.

Q What is 'drawdown'?

A A 'drawdown' plan is a type of lifetime mortgage that allows you to access the funds you release more flexibly over time, as and when you need them. You take a lump sum of cash to meet your immediate needs while benefiting from a reserve facility to draw from in the future. This can give you peace of mind while also saving you money because you don't pay interest on the reserve facility until it is withdrawn.

Q Can I still move home after I have released equity?

A All lifetime mortgages and drawdown lifetime mortgages are 'portable', which means that you can still move home in the future, taking the plan with you. However depending on lenders' criteria a partial repayment may be required if moving to a lower value property.

Q Can the plan provider take my house away from me?

A No, whatever the plan you choose, you have the right to stay in your home, depending on the terms of the plan, until you die or choose to permanently leave the property.

Q Who actually provides the plans and can I save money by going to them direct?

A Plans are available from high-street names such as Aviva and Liverpool Victoria, as well as a number of other providers. As specialists in the market, we have access to low lifetime mortgage interest rates. We also have access to a number of preferential plans which are not made available to the general public. This could save you hundreds or thousands of pounds in interest over the life of the plan.

Q Can I still benefit from any future increase in my property's value?

A If you choose a lifetime mortgage or drawdown lifetime mortgage, you continue to own all of your home, so you could benefit from any future increase in its value.



Real Customer Story

"We were completely happy with all aspects of Age Partnership, we were kept up to date as things progressed. All questions we had were fully answered. A very professional company."

Mr and Mrs Jones, Swindon

For more information or for a free, no-obligation quotation, call

Freephone 08080 555 500

or visit www.agepartnership.co.uk/calculator

**Get your equity
release no-obligation
quotation today.**



Contacting us

For an equity-release quotation, call

Freephone 08080 555 500

Or email

enquiries@agepartnership.co.uk

You can find out how much money you could release by doing your research online by visiting

www.agepartnership.co.uk/calculator

**Or, write to us at Age Partnership Limited,
2200 Century Way, Thorpe Park, Leeds LS15 8ZB**

We may record calls to make sure we continue to provide a quality service.



Real Customer Story

“I chose to take out equity release because I had an interest-only mortgage that was due to expire and I didn’t have the funds available to repay it. Age Partnership helped me to pay off the mortgage and have an extra amount also, which was quite fantastic.”

Mr Mawer

**Contact us today to find out more
including how much money you could release.**

For more information on equity release, please call

Freephone 08080 555 500

Or visit www.agepartnership.co.uk

Want more from your pension savings?

Our retirement income service provides you with a wide range of options to access your pension savings to help you make the most of your retirement.

Please call **Freephone 0800 975 5151** or visit www.agepartnership.co.uk/pension-income for more details.



Looking for financial protection?

It's important to have a power of attorney in place so someone can make decisions for you if there comes a time when you cannot do so.

Please call **Freephone 08000 810 110** or visit www.agepartnership.co.uk/LPA for more details.

