



## Equity Release Checklist - a 10-point adviser guide to equity release

This guide is designed to provide you with direction when you're advising customers on equity release. It covers just 10 of the most significant points to consider in the sales process and when you're assessing the customer's suitability for equity release. You should also refer to other industry practice notes for fuller details of the sales requirements outlined in MCOB Chapter 8.

This is not a substitute for carrying out a full factfind or providing full advice to your customers on equity release. It is not a replacement for a suitability letter.

**Customer name:**

- 1 Has the customer considered alternatives to equity release including trading down, grants, use of savings and so on?
- 2 Have you discussed the customer's eligibility for state benefits and the effect equity release benefits may have on them?
- 3 Have you considered the customer's tax position in making this recommendation?
- 4 Has the customer been advised to speak to their family and any other material beneficiaries of their Will, and to consult an independent legal adviser?
- 5 Have you discussed the customer's health and life expectancy and taken into account the effect of changes in house values? Have you explained the impact this could have on their Will and estate planning?
- 6 Are you sure the contract you have recommended is the most suitable lifetime mortgage or reversion plan, and have you advised that any other outstanding mortgage will need to be redeemed on completion?
- 7 Have you ensured that you have not recommended that the funds released are re-invested into any medium or long term investments?
- 8 Have you reviewed the customer's needs and objectives, future plans and ongoing commitments including moving home? (This includes income requirements as well as property maintenance and insurance).
- 9 Have you ensured that the amount released does not exceed the customer's current requirements and is appropriate to their attitude to risk? This includes debt consolidation, if applicable.
- 10 Has the customer put together a realistic expenditure budget plan for the funds released? This includes making use of drawdown facilities, if applicable.

**Signed (Adviser):**

**Date:**