



## Mortgages and Protection Disclosure Document

We are a financial planning business, focused on helping you understand and plan for your financial future. This information is designed to give you an idea of:

- **What we do and how we do it (our services)**
- **What it is likely to cost and how you can pay us**

If there's something you don't understand please ask us to explain it.

### 1. Our services

Whatever financial decisions you have to make, the first step towards making the right decisions is to establish a clear understanding of your needs. At our first meeting we will gather information about you to help define your needs and priorities.

Our services include:

- **Mortgage advice:** Whether you're buying your first home, moving home, looking to re-mortgage, or borrowing additional funds our mortgage services are designed to provide you with the best mortgage solution for your needs.
- **Protection planning:** Most of us want to protect the things that are important to us, our family, business and quality of life. Protection planning can help provide peace of mind in the event of your income changing due to unexpected events. We can help you plan for the best way to protect you, your family or your business.
- **Equity Release:** Equity Release is a way of releasing the wealth tied up in your property. With an Equity Release product, you have to be over a certain age (typically over 55) and own your own home. Where you are eligible for Equity Release we are able to advise on Equity Release products.
- **Buy to let:** We are able to advise on both consumer\* and business buy to let mortgages.  
  
\* A situation where you are a landlord as a result of circumstance rather than as a result of an active business intention is likely to be considered a **consumer** buy to let mortgage. For example, if you have previously lived in a property but are looking to take rent it out because you have been unable to sell it.
- **Alternative Finance Options**

We'll only start work once we have agreed our services and charges with you. We'll give you a copy of our **Fee Agreement – mortgages and protection** which will set out the services we have agreed to provide and confirm how much this will cost.

### 2. Our advice

#### Mortgage advice



We independently advise on mortgages for business and non-business purposes including first charge and second charge loans. We advise on a comprehensive range of mortgages from across the market, but not deals that you can only obtain by going direct to a lender. Our independent advice will be based on the most suitable mortgage product included within the range available to intermediary firms. If there is a particular mortgage product that you are aware of which is available directly from a lender that you wish us to review and comment on, we are happy to do so. We may charge you a fee for providing advice in relation to this but would agree this with you at the time.

### Protection planning

Where we provide protection planning services we are an insurance intermediary and will provide independent advice which is based on a detailed and personalised analysis of the market. We utilise a range of research tools which evaluate the quality of the products available to you.

### Equity Release

Where you are eligible for equity release, we provide advice on a range of equity release products. There are two main types of equity release product available on the market, these are lifetime mortgages and home reversion plans.

We advise on a comprehensive range of equity release products from across the market i.e. we are not limited in the range of equity release products we will consider for you.

### Buy to Let

We are not limited in the range of consumer and business buy-to-let mortgages we will consider for you.

Please note that unlike most other mortgage advice, some types of mortgages such as business buy to let, are not regulated by the Financial Conduct Authority (FCA).

### Alternative finance options

You should note that where we provide services in relation to increased borrowing on an existing mortgaged property there may be alternative options available to you that may be more appropriate. For example:

- You may be able to obtain a further advance from your existing lender or obtain an unsecured loan for the additional funds.
- Where your existing mortgage is a first charge against the property, a second charge mortgage may be available and
- Where your existing mortgage is a second charge a first charge loan may be available.

## 3. Our charges

The way we are paid for our services may depend on the type of advice given. Typically this will be:

- **Mortgage business:** fees agreed and paid by you and commission payable by the lender.
- **Insurance business:** fees agreed and paid by you **or** commission payable by the insurance provider, which is a percentage of the total annual premium.



Our actual charges and fees (in pounds and pence) will be agreed with you before we do any work and we will explain your payment options too.

Service description	Charges
<p>We operate on a fixed fee basis depending on the area(s) being considered:</p> <ul style="list-style-type: none"><li>• Mortgage advice fee</li><li>• Mortgage administration fee</li><li>• Business mortgage, adverse credit, self-build, remote case or more complex case</li></ul> <p>We'll provide you with a personalised quote for the work to be carried out before starting any work. Fees are payable either when an application is submitted, a mortgage offer letter is issued or on completion of the mortgage.</p> <p>Further services will be subject to an additional charge. We may receive commission from the mortgage lender, which will be disclosed on the key facts illustration (KFI) or European Standardised Information Sheet (ESIS) you will receive in relation to your recommended mortgage, in addition to the fee we have charged you.</p> <p>No fee is charged directly to you for our protection advice. We will receive a commission from the provider, which will be disclosed on the illustration you will receive in relation to your recommended product. Alternatively, you can pay for your protection advice by way of a fixed fee in this case your premiums will be reduced for the life of the policy.</p>	<ul style="list-style-type: none"><li>• Our typical charge for Mortgage advice is £399</li><li>• Our typical charge for mortgage administration is £149</li><li>• Our typical charge for complex cases is a minimum of £599</li><li>• Our typical charge for equity release is a minimum of £999</li></ul>

#### Payment options

Charges can be paid in a number of ways:

- Cheque or electronic transfer (unfortunately, we cannot accept payments by cash).
- We may receive a procurement fee or commission from a lender in relation to a product we have arranged for you. We'll tell you the amount before we carry out business for you.
- For protection planning only, we will receive commission in relation to an insurance product we have arranged for you. The amount of commission is a percentage of the total annual premium and we'll tell you the amount before we carry out business for you.

There may be additional costs and charges related to the mortgage product we recommend. You'll receive a European Standardised Information Sheet / key facts illustration when considering a particular mortgage which will tell you about any fees relating to it.

If we charge you a fee but your mortgage does **not** go ahead, it will not be refunded if we have made a recommendation and started the mortgage application process on your behalf.