



REASONS TO CONSIDER REFERRING A CLIENT FOR EQUITY RELEASE ADVICE

Not approved for use with clients.

At HUB Financial Solutions Limited, we specialise in providing expert advice on equity release – we've helped over 70,000 people decide if it's right for them. To date, we've enabled our customers to release over £1 billion of equity from their homes.

Finding the right equity release product

Equity release can be a viable option for home owners who want to do more in later life. From helping loved ones and easing their own financial pressures, to making home improvements or even taking that holiday of a lifetime. If equity release is an appropriate solution, HUB Financial Solutions will find the most suitable product to meet your clients' circumstances.

- Ability to access cash as and when the need arises – interest only accrues on amounts taken.
- Being able to take the maximum amount available straightaway.
- Releasing equity in return for a share of property ownership.
- Releasing equity and repaying part or all of the interest to help minimise the accrued interest.

Our experienced advisers provide financial advice on a range of equity release products from a panel of providers. They can also survey the whole market if the products on the panel don't meet a client's specific requirements.

You can be confident that our advisers will say if equity release isn't right for someone and in these situations we try to find another solution for your client. Equity release won't be right for everyone.

Requirements for referring

- Clients must be 55 or over (youngest applicant if a couple)
- They must own their own home, based in the UK and of standard construction.
- The home must be worth at least £70,000.

Please note that the minimum age and property values may vary between product providers.

By referring your clients to HUB Financial Solutions, you can:

1. Support a wider range of clients by giving them access to specialist equity release advice.
2. Know your clients are in safe, expert hands.
3. Retain ownership of your client and stay informed about progress.
4. Rest assured that HUB Financial Solutions will not cross-sell to your clients.
5. Earn an introducer fee of 1.75% of the amount released on each completed case (minimum introducer fee £750).

And the benefits for your clients are great too. They include:

- No upfront advice fee.
- Specialist equity release advice from qualified experts over the telephone.
- Access to tax-free cash to help supplement their retirement income.

What does it cost?

When an equity release product is purchased:

- An arrangement and advice fee of £1,100 will be payable by your client on completion.
- A property valuation fee may also be payable by your client.
- Your client is also responsible for their legal fees.

If they decide not to go ahead or are advised that equity release is not suitable for them, there's no advice fee to pay HUB Financial Solutions. The client may however incur other costs in the process of getting to this point of the journey.



Visit hubfinancialsolutions.co.uk/refer or call 01737 233412

1. Initial call	2. First appointment	3. Second appointment	4. Application process	5. Completion
<ul style="list-style-type: none"> • Within 1 working day of the referral, a member of our introducer team calls the client to get a high-level understanding of their needs. • Where appropriate, they book a no-obligation telephone appointment with one of our advisers and send out an initial appointment pack. 	<ul style="list-style-type: none"> • Within 10 working days of the initial call, our adviser calls the client to conduct a full fact-find. • They then go away to prepare a suitability report and perform a state benefit check. 	<ul style="list-style-type: none"> • A few weeks later, our adviser calls the client to present the recommendation and answer any queries. • There is no obligation for the client to proceed. 	<ul style="list-style-type: none"> • Once we receive the completed application back from the client, it takes an average of 6 to 8 weeks to process the application while the property is assessed and the legal paperwork is completed. • We keep the client fully informed at every stage. 	<ul style="list-style-type: none"> • Once all the paperwork has been completed, we advance the funds to the client. • Then we pay your introducer fee.

Who are HUB Financial Solutions?

HUB Financial Solutions are part of Just Group plc

- We were established in 2006.
- We are solely focused on finding the right financial solutions for people approaching and in retirement.
- So far, we've helped over 130,000 clients decide if a retirement income, equity release or care funding solution is right for them.
- We are regulated by the Financial Conduct Authority.

A service you can trust

At HUB Financial Solutions we understand the value you place on client relationships and, when looking into equity release, how the choices your clients make can often affect the rest of their lives. Our approach to equity release is to act in the best interests of your client every step of the way, so you can be confident your client is receiving the best possible service.

Happy to say no

Our approach puts the emphasis on finding the solution that's right for your client's needs. You can be sure that if equity release isn't suitable for your client we'll always say so.

Sensitive to our clients' needs

Financial matters can be confusing – especially if your client hasn't had to consider them before. We recognise that it's not always easy to keep track of things. And some of the decisions that need to be made can seem overwhelming. Our advisers are there to ensure your client's financial well being, making certain that any commitments they make are in their best interests.

FOR MORE INFORMATION:

Visit: hubfinancialsolutions.co.uk/refer

Email: hfsappointments@hubfs.co.uk

or call: **01737 233412**

Our UK based team is available from 9am to 5pm, Monday to Friday (excluding bank holidays). Please note your call may be monitored and recorded and call charges may apply.

Please contact us if you would like this document in an alternative format.