



FOR ADVISERS

How-to guide:

Using fastpath to find the most suitable repayment products



This document is intended for intermediaries only and is not approved for use with consumers.

Sourcing more2life's Tailored Interest Reward

Tailored Interest Reward is an innovative lifetime mortgage designed to give your clients more control over their borrowing costs.

Whether lump sum or drawdown, it allows customers to tailor their monthly payment to their circumstances; with interest rate discounts up to 0.65% MER, no fixed term and only a part-interest payment required to secure the maximum discount available based on the terms of borrowing.

When sourcing repayment products, we recommend you use a dedicated sourcing engine, such as Air Sourcing, to give you the most accurate and up-to-date results. However, if you don't have access to a sourcing platform, you can create a KFI for Tailored Interest Reward on fastpath by following the below steps.

STEP 1

Select the right brand

Brand Explanation

A Payment Term Lifetime Mortgage requires a customer to commit to making a mandatory monthly repayment for an agreed term. In return, they can achieve a higher LTV than would otherwise be available through a conventional lifetime mortgage. The borrower has security of tenure from the outset, providing all mandatory payments are made during the payment term.

A Lifetime Mortgage is a type of equity release that allows your client to unlock some of the equity from their home without having to move. It's a loan secured against their property which provides a cash lump sum, tax-free, or it can be taken in smaller amounts as and when needed following an initial release.

Interest Reward products allow customers willing and able to commit to regular monthly payments to receive a discounted interest rate.

Brand selection *



Payment Term Lifetime Mortgage



Lifetime Mortgages including Interest Reward

Once you've logged in to fastpath, you'll be asked to make a brand selection. You'll need to select **'Lifetime Mortgages including Interest Reward'** to return Tailored Interest Reward plans.

STEP 2

Create your client's illustration

Home Products Literature **Illustration** Application Search User Profile Company Profile Logout

✓ Submission Details
✓ Applicant 1 Details
Capital Or Interest Payment
Product Selection
Fees and Features
Illustration Summary

Interest Payments

Does the applicant wish to make monthly payments? * YES NO

Complete all fields to see every eligible more2life plan. If you don't, you may not be presented with the most suitable more2life product for your client(s).

Chosen Monthly Interest Payments * 25% ▼

What is the maximum amount the customer wants to pay a month? * £300

What is the maximum term the customer wants to make payments for? * 23 Years

Once you've completed your submission and applicant details, you'll be taken to the '**capital or interest payment**' screen. To view Tailored Interest Reward options, select '**yes**' when asked if the applicant wishes to make monthly payments.

You'll need to complete each of the three questions, and you'll be shown relevant products from across more2life's panel, however the monthly payment amount the client wishes to make will dictate the Tailored Interest Reward options you are shown.

Want to learn more about the benefits of Tailored Interest Reward?

For more information

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