

Introducing Standard Life Home Finance's interestserved lifetime mortgage, Horizon Interest Reward.

Horizon Interest Reward lifetime mortgages support customers with a discounted interest rate when they commit to making set monthly interest payments over an agreed term.

With payment terms of five, 10 or 15 years and multiple interest-served options available, Horizon Interest Reward offers customers a lifetime mortgage plan which is highly flexible and can be customised to cater for a range of affordability needs.

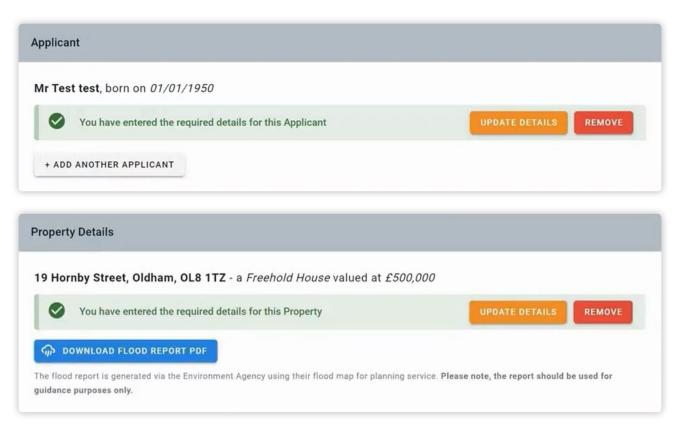
Your clients have the freedom to choose between the above referenced payment terms, and also the amount of interest they can commit to paying within this term. Options offered are 25%, 50%, 75% or 100% of the interest.

Horizon Interest Reward is therefore designed to flex around different customer needs, allowing your clients to choose the payment term and interest-served option that is most suited to their unique circumstances.

Source the interest-served options available to your clients via Air Sourcing in five simple steps.

Step 1

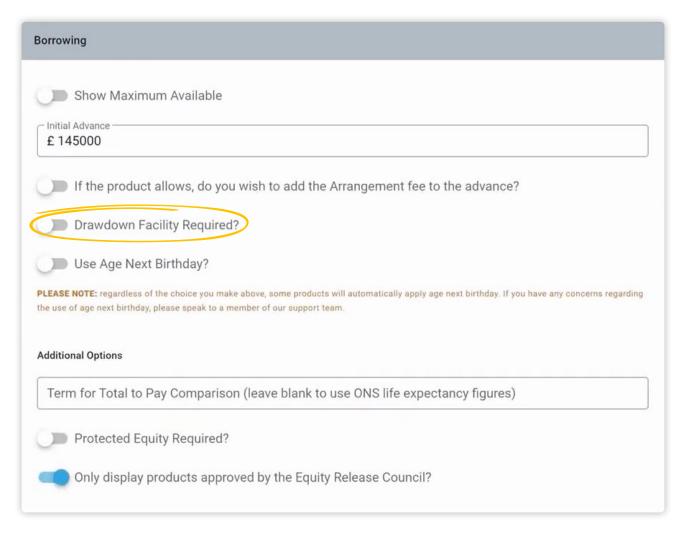
Complete the applicant details



As usual, when working with Air Sourcing, you'll need to fill out your applicant's details. These include the age of your applicant, their property address and value.

Step 2

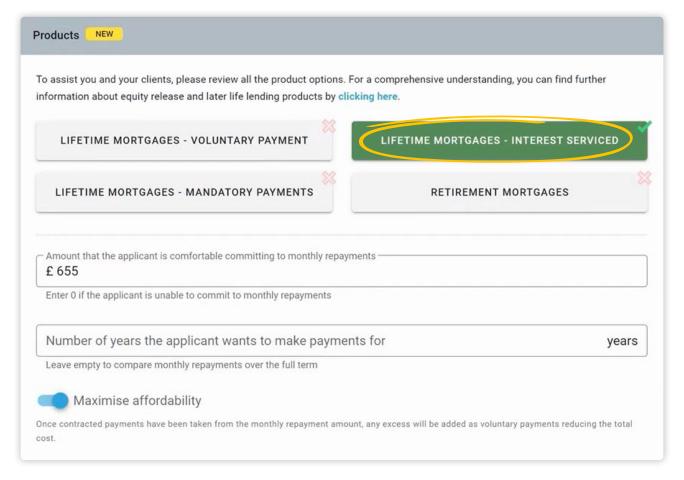
Outline your client's borrowing needs



Simply fill out your client's initial advance sum and as Horizon Interest Reward products are not offered as a drawdown facility, this option **must be deselected** before continuing.

Step 3

Select your product criteria



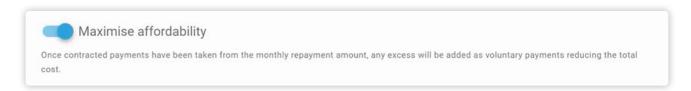
In the products section, you now have the option to sift results by product type, and following Air's recent updates, the interest-served option will be selected by default. Please **leave this selected**.

Following this, you must insert a value in the repayments section that your client is comfortable repaying each month. Without inputting this value, you will not be shown 'interest served' products in your search results.

For those only looking to commit to a specific payment term, we recommend inputting the maximum number of years your client wishes to make payments for and only the most appropriate solutions for them will be shown.

Step 4

Maximise affordability



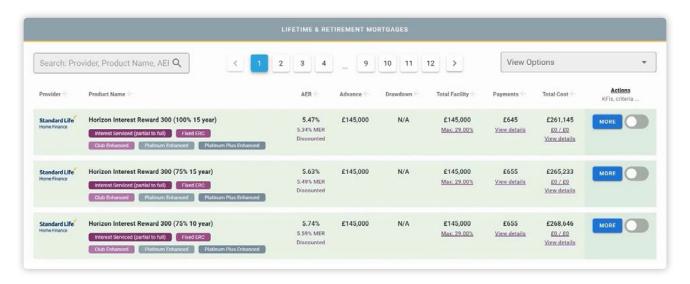
Before proceeding to the products, you will see that the option 'maximise affordability' has been selected. By keeping this option selected, your search, where possible, will use your client's full monthly payment amount to lower the cost of borrowing. This means that after any interest payments are accounted for, this feature will apply the surplus as a voluntary repayment for products that allow this, and where no early repayment charges are incurred for doing so.

Once everything has been inputted and you've covered how comfortable your client is with making repayments, it's time to start comparing.

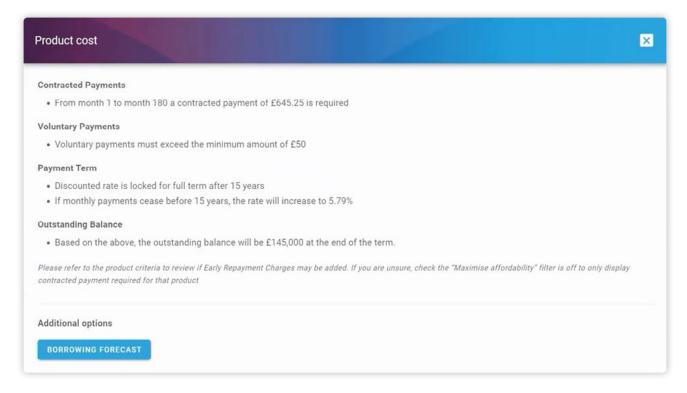


Step 5

Review the most suitable products



Air Sourcing will then generate a table of results including Horizon Interest Reward products in their many configurations.



While Air Sourcing will return results based on top-down with regards to the lowest total cost of borrowing, you can also choose to review their payment plans in-depth by clicking 'View details' on each product option.

Is there anything else I should know before I get started?

When requesting a KFI, if you are presented with the error message 'KFI failed', do not worry. In this instance, the Air team will manually create your KFI for you free of charge.

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

