

Turn the value  
in your home to  
your advantage  
in retirement

Equity Release

Just Retirement – the easy way  
to improve your income





## Who is Just Retirement?

As our name suggests, Just Retirement is a specialist company completely focused on improving the incomes of clients approaching retirement or in retirement.

We do this by working with Financial Advisers to increase their clients' understanding of the options and choices to optimise their retirement income.

There's also the reassurance of knowing that when you take up an equity release option with Just Retirement you are dealing with a company that your Financial Advisor recognises as a trusted name in providing retirement solutions.

Our commitment to **Treating Customers Fairly** is embodied in all aspects of our service from the information we provide, through the application process, to the point where payments are first made and throughout the entire time that you receive your equity release income.

**'5 Star accolade at the Financial Advisor Service Awards 2005, 2006 and 2007'**



### Treating Customer Fairly

Just Retirement is regulated by the Financial Services Authority and fully embraces Treating Customers Fairly as set out by the FSA. This is designed to ensure that customers receive clear information, advice and benefits that are relevant to their needs.

## An Equity Release Lifetime Mortgage could make a significant difference to your lifestyle

Approaching retirement or being in retirement is a time for making important choices and decisions about how best to maximise your income.

You may have a pension, you may not. Your pension may be enough to live on, it may not.

You may have equity in a property you own. If so, one option to increase your income in retirement is equity release.

- **Unlock the value of your home.**  
Most homeowners in or approaching retirement have equity in their properties. Release some of this value to improve your lifestyle in retirement.
- **No need to sell your home.**  
You can continue to live in your home and benefit from any further increases in value.
- **For a more comfortable retirement.**  
Enjoy retirement safe in the knowledge that you getting long-term income security.
- **Take an initial cash lump sum.**  
Spend the money as you please – consolidate your debts, make home improvements, help family members or make one-off purchases.
- **Withdraw money on a regular basis.**  
Flexibility to 'draw- down' scheduled payments each year or ad hoc payments to boost your income.
- **A considered approach.**  
Equity release requires careful consideration. **This is where your Financial Adviser and Just Retirement can help**





## Why the equity release decisions you make now are so important

Deciding to take up an equity release plan is a big decision. Making the right choice is vital as you have several options. So you have some important questions to ask of yourself before you proceed – including:

# 1

Do I fully understand what it is?

*Put simply, the Just Retirement Roll-Up Lifetime Mortgage Equity Release Plan – as the name suggests – is a mortgage. It enables homeowners to release some of the value of a property they own either as;*

- a. a one-off, tax-free cash lump sum **and/or**
- b. ad hoc payments from an arranged cash facility **and/or**
- c. yearly payments from the cash facility – up to the limit of the cash facility

*Like all mortgages you borrow money which will need to be paid back, plus interest on the sale of your property.*

# 2

Do I actually qualify for equity release?

*To qualify for equity release you must:*

1. Be aged over 60 years old.
2. Own an acceptable property in England, Wales, Scotland or Northern Ireland.\*
3. Own a property valued at £70,000 or over.

*\* Some types of property are not eligible. See 'Things to remember on page 6*

# 3

Will equity release affect my State Benefits?

*Some benefits may be affected by the decision to release equity in your home, as they are subject to means testing. These are Pension Credit, Council Tax benefit and Health Benefit.*

*For example. If you have more than £90 a week private income - anything over and above the Basic State Pension - and you decide to use an equity release plan to top up your income, you will automatically lose any Pension Credit entitlement.*

*Make sure you have all the facts before you decide.*

# 4

Have I discussed my plans with my family?

*Keeping your family informed about your potential plans is always a good idea. You may find that starting a new mortgage could be an 'issue' for potential beneficiaries.*

*Some family members may be happy for you - others not so. Remember, when you die, the repayment of the mortgage and interest will reduce the value of your estate.*

*Check out all your options carefully.*

# 5

Do I know how much my property is worth?

*Most homeowners approaching or in retirement will have some equity in their property – in some cases a considerable amount.*

*The amount of value that can be released will partly depend on the value of your property. So you will need to get your home professionally valued. A valuation fee will be applicable.*

# 6

How much money can I release – and how?

*How much you can borrow depends on your age and the value of your property. The Just Retirement Roll-Up Lifetime Mortgage offers you the flexibility to suit your income needs in retirement.*

**Initial lump-sum:** *You can borrow an initial, tax-free lump-sum to spend as you wish. The minimum you can borrow is £10,000.*

**Drawdown option:** *You can boost your income in retirement by arranging regular payments to be made annually or ad hoc payments as and when you need them. The minimum you can draw down at any one point is £2,000 – up to the total of the cash facility.*

**How?** *You will need to complete an application form. Your Financial Adviser can help you with this.*

## Get some professional advice

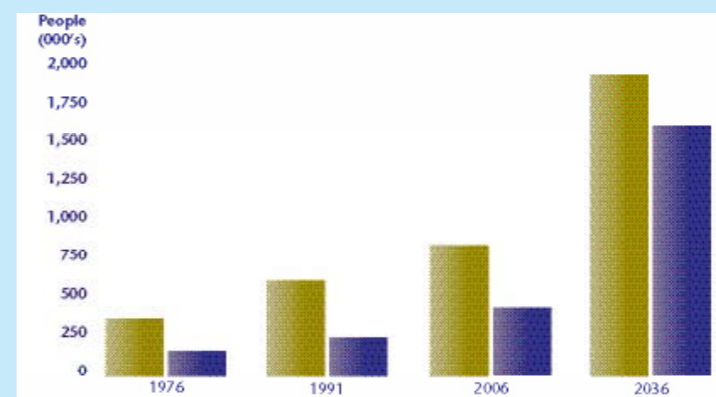
Arranging equity release doesn't need to be complicated. Just Retirement recommends that you talk to a qualified Financial Adviser for further details and invaluable advice.



## How long might I live?

*Not a popular subject, but one you would do well to consider when calculating your income needs in retirement. It's a fact, people are living longer and their ability to stretch pensions over longer periods can be a challenge.*

*Could an equity release lump sum and/or regular payments be the answer for you?*



This chart shows the number of people in the UK aged 85 to 89, and over 90, in 1976 and 2006. By 2006 there were more than 1.1 million people aged 85 or over in the UK.

Now look at the Government Actuary's Department projections of the number of people aged 85 to 89 and over 90 in 2036.

Sources: For 1976 - 2006, Population Trends 130. For 2036, Government Actuaries Department population projections by yearly age band





## Equity release explained

Quite simply, an equity release plan allows you to release some of the cash locked up in the value of your home, without having to sell it, or cut back on your lifestyle.

### Why choose a Roll-up Lifetime Equity Release mortgage?

- It's a considered decision, a key factor in your income planning for retirement.
- It's a long-term commitment, offering a stable, guaranteed income.
- It allows you to release value from possibly your biggest long-term investment – your property.
- It affords you the flexibility to do whatever you want with the cash, from debt consolidation to fulfilling a lifelong dream.
- It may also help you afford the costs of going in care, without having to sell your home – particularly important if you have a surviving partner.

	Lifetime Mortgage with Just Retirement	Home Reversion
<b>The money</b>	You borrow a lump sum or choose a regular income. or an income for life.	You sell all or part of your home in return for a lump sum
<b>Your home</b>	You continue to own your entire home and benefit from future increases in value.	You can stay in your home rent free. You only benefit from future increase in value on the share of your property you still own.
<b>Repayments</b>	None during your lifetime if you wish. Full repayment will be required on your death. The repayment will reduce the value of your estate which may be of benefit in limiting the effects of Inheritance Tax.	On your death, the share owned by you will be paid into your estate.

### Things to remember!

- As with most mortgage arrangements, there is an early repayment charge if you decide to pay the mortgage back early.
- Interest accumulates ONLY on amounts that you borrow either as an initial payment or a regular income.
- The total loan amount you owe, plus any accrued interest will be repaid from the eventual sale of the property – when you die or should your property be sold because you need to fund long-term care.
- As with most mortgage arrangements, you will need to pay any legal fees.

## Equity release checklist

To find out whether you are eligible for equity release, you might like to complete this simple checklist. You may also find it helpful to complete the checklist before talking to your financial adviser.

### Q1: Your age

You need to be 60 years of age or over to qualify for equity release Yes  No

**Maximum Age.** There is no maximum age

### Q2: Status

Are you the sole owner of property? Yes  No

### Q3: Your Property

a) Is it in England, Wales, Scotland or Northern Ireland? Yes  No

b) Is the value more than £70,000? Yes  No

c) Is it an 'Acceptable Property'? See page X Yes  No

Answering NO to any of these questions may mean you are not eligible for equity release.

### Q4:

**Estimated value** of your Property £

Your property will need an independent valuation and a valuation fee will be payable.

### Q5:

What initial lump sum payment do you require? £

The minimum amount is £10,000

### Q6:

What regular income drawdown facility might you require? £

### Next steps

We trust you found the information we have provided useful, and that it has helped you to understand the equity release options available.

Should you require any further advice we suggest you talk to your financial adviser.

And, at Just Retirement, we look forward to helping you to achieve the retirement you deserve. **You've earned it.**

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