

# Later Life Lending *Equity Release & RIO* Introducer enquiry form EREnquiries@positivelending.co.uk 01202 850830

Is the enquiry for Equity Release or RIO? 
Equity Release
RIO

| Introducer details   |   |  |
|--|---|--|
| Applicant reference:   |   |  |
| Contact name:  |   |  |
| Company name:  |   |  |
| Company address:   |   |  |
|  |   |  |
| Company postcode:  |   |  |
| Email address:   |   |  |
| Telephone number:  |   |  |
| Regulatory status:   | Directly Authorised Appointed Rep Commercial Broker |  |
| Your permissions:  | Independent Firsts only Credit Broker               |  |
| Network or club:   | (if applicable)                                     |  |
| Network FCA number:  | (if applicable)                                     |  |
| Individual FCA number:   |   |  |
| Have you met with your client face to face?  |   |  |
| Fees And Advice  |   |  |
| Is this application a regulated mortgage contract? Yes No  |   |  |
| Who is advising the client? Intermediary (you) Positive Lending  |   |  |
| Do you wish to add these fees to the loan? Telegraphic transfer fee 📃 Lender fee 🗌 Packager fee 🗌      |   |  |
| Are you charging the client a fee? Yes No If yes, how much? £  |   |  |
| If yes, when are you charging the client? Upfront On application On offer On completion Add to loan    |   |  |
| If yes, how much is refundable? $\pm$  | If yes, when is it refundable?                      |  |
| Customer Vulnerability   |   |  |
| Are you aware of any additional vulnerabilities that your client may have? Yes 📃 No 🗌                  |   |  |
| If you answer yes to this question, please provide further information on the Additional Details Page. |   |  |

| Loan details  |   |  |  |
|---|---|--|--|
| How much would your client like to borrow: £  |   |  |  |
| What is the purpose of the loan?  |   |  |  |
| Is the loan for property purchase or refinance? Purchase 🗌 Refinance                                      |   |  |  |
| Client home address details   |   |  |  |
| Living arrangements: Homeowner 🗌 Tenant 🗌 Living with parents 🗌 Housing Association 🗌 Council 🗌           |   |  |  |
| Address and postcode:   |   |  |  |
| Date moved into this address: Month:  | Year:   |  |  |
| If less than three years, previous address and postcode:  |   |  |  |
| Date moved into this address: Month:  | Year:   |  |  |
| Dependants: Name:<br>Name:<br>Name:<br>Name:  | Age:<br>Age:<br>Age:<br>Age:                        |  |  |
| Anyone else living in the property?   |   |  |  |
| Security property details   |   |  |  |
| If different from the home address, security address and postcode:  |   |  |  |
| On a shared ownership scheme? Yes 🗌 No 🗌  | Property ever council owned? Yes 🗌 No 🗌             |  |  |
| Current property value: £   | Date of purchase:                                   |  |  |
| Purchase price: £   | Property type (detached, flat, etc.):               |  |  |
| Property has annex? Yes 🗌 No 🗌  | If it is a flat, number of storeys in the block:    |  |  |
| Number of bedrooms:   | If it is a flat, which storey is the flat situated: |  |  |
| Number of reception rooms:  | EPC Rating:   |  |  |
| Construction type, for example "Brick and tile":  |   |  |  |
| Tenure: Freehold Leasehold If leasehold, years remaining on lease: Years                                  |   |  |  |
| If leasehold, Freeholder details: Private company 🗌 Housing Association 🗌 Council 🗌                       |   |  |  |
| Does the client or any member of the client's family live, or intend to live, in the property: Yes 🗌 No 🗌 |   |  |  |
| Ground Rent (Yearly): £   | Close to an electricity pylon? Yes 🗌 No             |  |  |
| Service Charge (Yearly): £  | Property ever been flooded? Yes 🗌 No                |  |  |
| Solar panels? Yes No  | In a flood risk zone? Yes No                        |  |  |
| Spray foam insulation? Yes 📃 No 🗌   |   |  |  |

| Applicant(s) personal details  |   |
|--|---|
| Applicant 1:   | Applicant 2:  |
| Title:   | Title:  |
| First name:  | First name:   |
| Middle name(s):  | Middle name(s):   |
| Surname:   | Surname:  |
| Previous name(s):  | Previous name(s):   |
| Primary telephone:   | Primary telephone:  |
| Email:   | Email:  |
| Date of birth:   | Date of birth:  |
| Marital status:  | Marital status:   |
| Nationality:   | Nationality:  |
| Country of birth:  | Country of birth:   |
| Right to reside in the UK? Yes No  | Right to reside in the UK? Yes No   |
| Any criminal convictions? Yes No   | Any criminal convictions? Yes 📃 No 🗌  |
|  |   |
| Employment details   |   |
| Employment details Occupation:   | Occupation:   |
|  | Occupation:<br>Employer name:   |
| Occupation:  |   |
| Occupation:       Employer name:       Employed       Self-employed  | Employer name:<br>Employed Self-employed  |
| Occupation:         Employer name:         Employed       Self-employed         Retired       Unemployed   | Employer name:         Employed       Self-employed         Retired       Unemployed  |
| Occupation:         Employer name:         Employed         Self-employed         Retired         Unemployed         Self-emp:       Ltd Co         Partnership  | Employer name:         Employed       Self-employed         Retired       Unemployed         Self-emp:       Ltd Co       Partnership   |
| Occupation:         Employer name:         Employed         Self-employed         Retired         Unemployed         Self-emp: Ltd Co         Partnership         Sole trader         Time in job:         Year(s)   | Employer name:         Employed       Self-employed         Retired       Unemployed         Self-emp:       Ltd Co         Partnership       Sole trader         Time in job:       Year(s)  |
| Occupation:         Employer name:         Employed  | Employer name:         Employed       Self-employed         Retired       Unemployed         Self-emp:       Ltd Co         Partnership       Sole trader         Time in job:       Year(s)         In probation period?       Yes   |
| Occupation:         Employer name:         Employed  | Employer name:         Employed       Self-employed         Retired       Unemployed         Self-emp:       Ltd Co         Partnership       Sole trader         Time in job:       Year(s)         In probation period?       Yes         Employed salary:       £  |
| Occupation:         Employer name:         Employed  | Employer name:         Employed       Self-employed         Retired       Unemployed         Self-emp:       Ltd Co         Partnership       Sole trader         Time in job:       Year(s)         In probation period?       Yes         Employed salary:       £         Bonus/overtime/commission:       £   |
| Occupation:         Employer name:         Employed       Self-employed         Retired       Unemployed         Self-emp:       Ltd Co         Partnership       Sole trader         Time in job:       Year(s)         In probation period?       Yes         Bonus/overtime/commission:       £         Any additional income received:       £         Nature of additional income?       eg. dividends, | Employer name:         Employed       Self-employed         Retired       Unemployed         Self-emp:       Ltd Co         Partnership       Sole trader         Time in job:       Year(s)         In probation period?       Yes         No       Employed salary: £         Bonus/overtime/commission: £         Any additional income received: £         Nature of additional income? eg. dividends,                  |
| Occupation:         Employer name:         Employed  | Employer name:         Employed       Self-employed         Retired       Unemployed         Self-emp:       Ltd Co         Partnership       Sole trader         Time in job:       Year(s)         In probation period?       Yes         Monus/overtime/commission:       £         Any additional income received:       £         Nature of additional income?       eg. dividends, investment property, pension, etc. |

| Employment details   |  |  |  |
|--|--|--|--|
| Applicant 1:   | Applicant 2:   |  |  |
| Planned retirement age:  | Planned retirement age:  |  |  |
| National Insurance no:   | National Insurance no:   |  |  |
| Tax code:  | Tax code:  |  |  |
| Any expected changes to client's income or circumstances? Yes No                     | Any expected changes to client's income or circumstances? Yes No   |  |  |
| If yes, details:   | If yes, details:   |  |  |
| Client mortgage details  |  |  |  |
| Current mortgage lender:   | Mortgage account number:   |  |  |
| Total balance outstanding: £   | Monthly repayment: £   |  |  |
| Term remaining on mortgage: Year(s)  | Interest rate: %   |  |  |
| Repayment type: eg. repayment, interest only:  |  |  |  |
| Mortgage rate type: eg. fixed rate, variable rate:                                   |  |  |  |
| Has client made all mortgage payments in full over the last 12 months? Yes No        |  |  |  |
| Does client have any other loans or charges secured against the property? Yes 🗌 No 🗌 |  |  |  |
| Adverse credit   |  |  |  |
| County Court Judgements (CCJs): Yes 🗌 No 🗌   | Defaults? Yes No   |  |  |
| Debt Management Plans? Yes No  | Bankruptcy/IVA? Yes No   |  |  |
| Client monthly expenditure   |  |  |  |
| Buildings & contents insurance: £  | Ground rent/service charge: £                                      |  |  |
| Maintenance/child support: £   | Council tax: £   |  |  |
| Gas/electricity/fuel: £  | Water charges: £   |  |  |
| Shopping including food, drinks & tobacco:<br>£                                      | Transport including fares, petrol, maintenance, tax & insurance: £ |  |  |
| School related expenses: £   | Communications: phones, internet & TV: £                           |  |  |
| Clothing & footwear: £   | Entertainment & recreation: £                                      |  |  |
| Pension contributions: £   | Life assurance/critical illness cover: £                           |  |  |
| Household good/services: £   | Memberships/club subscriptions: £                                  |  |  |
| Savings/investments: £   | Other expenditure: £   |  |  |

## Please select the route to proceed with this enquiry:

### **ROUTE 1:** CASCADE TO THE BEST AVAILABLE PRODUCT AND REPORT ON THAT ONLY

In some cases we may need to approach more than one lender in order to secure your (your client's) loan. We always start with the lender that most closely matches your preferences and will give you the best deal possible. However, if that lender is not able to accommodate your circumstances, we will move to the next lender in line. This may mean that we need to share your (your client's) personal data with more than one lender. We will keep records of whomever we share information with so that we can request deletion where necessary.

Is your client happy for us to proceed on this basis? If so please select this route:

### **ROUTE 2:** REVIEW PRODUCTS LENDER BY LENDER, REPORT ONE AT A TIME

If you would prefer we can report back lender by lender until we have a lender that believes they can assist your client. We are very happy to take this approach but please note it will elongate the process.

If you prefer us to report lender by lender, please select this route:

#### **ROUTE 3:** HIGH-LEVEL INDICATIVE TERMS ON LIKELY OPTIONS AVAILABLE

Would you like us to provide a quick overview of high-level indicative terms, without full client data being sent to any lender.

If you prefer us to provide indicative terms, please select this route:

Please be assured that we will not do any hard footprint credit searches that other institutions can view without express consent.

#### Declaration and Authorisation

In assessing the application, we will make enquiries about your client(s) including searching any records held by Credit Reference Agencies, Electronic Identity/Verification Systems and checking details with Fraud Prevention Agencies. If false or inaccurate information is provided and we suspect fraud we will record this. The Credit Reference and Fraud Prevention Agencies will keep details of any searches. Information held by the Credit Reference Agencies may already be linked to records relating to one or more of the financial associates.

For the purpose of this application your client(s) may be treated as financially linked and the application will be assessed with reference to any "associated" records. If it is a joint application or if you have told us of some other financial association with another person, you must be sure that you are entitled to (a) disclose information about any joint applicant and anyone referred to; and (b) authorise us to search, link or record information at Credit Reference Agencies. An association between joint applicants and between anyone you tell us is a financial partner will be created at Credit Reference Agencies. This will link financial records, each of which will be taken into account in all future applications. This will continue until a disassociation is successfully filed at the Credit Reference Agencies.

You confirm that your client(s) has/have given consent to us disclosing details of their application to Credit Reference Agencies, Fraud Prevention Agencies and our panel lenders. This information may be used to help us and other organisations to (a) assess the financial risk of dealing with them and other associates; (b) may be used to help make decisions on motor, household, credit, life and other insurance proposals and insurance claims; (c) administer agreements and insurance policies with them; (d) help prevent or detect fraud, prevent money laundering or other crimes, recover debts and trace debtors; and (e) for statistical analysis about credit, insurance and fraud.

The lender(s) we recommend may use "credit scoring" or other automated process in deciding whether to accept your client's application and during the life of their loan account. Lenders may use an initial soft search at the early stages of an enquiry, a full search on application and may recheck prior to or at completion.

#### **IMPORTANT CONSENT INFORMATION & ADDITIONAL NEEDS DECLARATION**

Please read this before you sign. Our full privacy statement can be viewed on our website.

By completing this agreement and returning by email, or by printing, completing, signing and returning by post, you consent to us using and disclosing details as described above. References to "we" and "us" include any subsidiary or other company associated or affiliated with Positive Lending (UK) Ltd.

## At certain stages of the process we will be contacting the client, please tick all of the ways in which they are happy for us to contact them:

email

telephone (including voicemail)

SMS/Text messaging

You/they agree that telephone conversations and other communications between us or third parties may be recorded and/or monitored to assist in improving customer and collections services.

The consent given to use personal information we will assume expires on the completion of the loan or cancellation of this application if sooner. Full details of how we hold, process and manage personal information are explained within our privacy statement on our website.

Please sign to confirm you have read, understand and agree to the terms above and you are providing permission for credit searches to be undertaken. If you are signing on behalf of your client, you confirm that you have their consent as above:

Intermediary signature:

Date:

THINK CAREFULLY BEFORE SECURING OTHER DEBTS AGAINST YOUR HOME. YOUR HOME MAY BE REPOSSESSED IF YOU DO NOT KEEP UP REPAYMENTS ON YOUR MORTGAGE.

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Please provide any additional information to support this application:

Thank you for your enquiry Document version: 08 October 2024 Page 7 of 7