

# Facts about our Emerald Range



Downsizing protection



No negative equity guarantee



ERC free repayments



Drawdown facility



Fixed ERCs



DIRECT Debit available

## Renew Your Approach to Later Life

### What are the Benefits of Our Emerald Range?

- Better interest rates for customers with personalised quotes that take into account a clients exact borrowing requirements.
- Responsible borrowing is encouraged by promoting the option to borrow for specific amounts rather than the maximum available within their LTV bracket or property value.
- Easier pipeline management with firm deadlines on KFI to application and application to offer encouraging customers to act promptly and protecting them from rate rises.
- Fully integrated with Advise Wise, AiR and Iress.
- If your customer is within 50 days of their next birthday when obtaining a quote, they will automatically receive the rate as if they were the next age.

### Our Key Features Include:

- ✓ Pure's highest LTVs available 49.50%
- ✓ Up to 12% ERC free repayments
- ✓ Repayments can be made via direct debit, standing order or debit card
- ✓ Product fee free options available
- ✓ Standard range (non-cashback) ERCs begin at 10%

## Frequently Asked Questions

### **Will my clients next age get taken to account?**

If your customer is within 50 days of their next birthday when obtaining a quote, they will automatically receive the rate as if they were the next age. Your sourcing system will automatically do this for you meaning no more manipulating the dates of birth on KFIs or sourcing platforms to get accurate figures.

### **What if my customer has received a down-valuation?**

On all up or down valuations, you will automatically receive two KFIs, one with the loan amount remaining the same and one with the LTV remaining the same. If the LTV remains the same, we will honour the interest rate as per the date of the quote, providing this is within 42 days.

### **Do I need to re-run my research?**

Emerald Products are available on Iress, Advise Wise and Air Sourcing platforms as well as our Pure Portal. The sourcing platforms will return the exact figures you put in, regardless of any further borrowing available. If you decide on a different loan amount, re-run the research to see if better rates are available for your client. It is vital to encourage responsible borrowing at all times.

### **What's the deadline for KFIs?**

Each quote you produce will now be valid for 21 days, regardless of any rate changes. The 21 day deadline will also help you with your own pipeline management and chase points with your customers.

### **What's the deadline for offers and completions?**

Once your application has been submitted we require that they progress to offer within 42 days of the date of application in order to guarantee the interest rate. Please let us know if your case is likely to take longer than this. Offers are valid for 42 days from the date of the offer.

### **When will rate changes go live?**

Our new flexible pricing tool will allow us to reduce rates quicker than any other lender. If our rates reduce they will go live at midday on your sourcing platforms, with communications sent as normal. If our rates increase however, you will receive the same timescales and communications as you do now, allowing time for a new KFIs to be produced for any existing clients and the 21 day clock to restart.

### **How does the maximum borrowing tool work?**

A maximum borrowing tool will be integrated within your sourcing platform, which you can select for Emerald Lump Sum or Emerald Drawdown. This will return various price points within the Emerald Range based on different loan amounts. Once you and your client have settled on a loan/drawdown amount, it's vital that you re-run the research, a better rate may be available.

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