



## Mortgage Planning Service



**Paul Butler** Cert PFS, Cert CII (MP)

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“We provide tailored mortgage and protection solutions for people, whatever their needs and circumstances, through meticulous planning and financial wisdom, using over 50 combined years of experience.”

## Background information

Recent changes in the financial sector has led to a dramatically different landscape for mortgage borrowers. Securing an appropriate mortgage has become far more difficult than before, yet the need for informed specialist advice has never been greater.

We want to help you make the right informed decisions in executing your mortgage arrangements. We do so by creating a **Personal Mortgage Plan**, having carefully considered your current circumstances, needs and future plans. Having an intimate knowledge of lender's working practice and policy ensures that we are able to present your case in the best light, in the aim of securing the most suitable mortgage for you.

It is this care and attention to detail that has seen us obtain new business whilst others fall by the wayside, and continually receive satisfied client testimonials on a regular basis.

We offer a very personal and private service to clients approaching us directly or having been referred by professional firms of Accountants, Solicitors, Financial Advisers and Estate Agents.

We do not work like a high street 'broker'; that is, we don't simply search for the latest '2 year fixed rate' or whatever is in vogue. That's a job you can easily do yourself on the internet, without the help of a professionally qualified person. Our role is to act as your '**Mortgage Planner**'; creating a financial strategy that caters for your immediate needs, yet able to evolve with your changing circumstances throughout the whole term of your home ownership. It is this strategy that has enabled us to form many long-term relationships, some now over 20 years old.

Once we have created your **Personal Mortgage Plan**, you have the option of appointing us to implement any recommendations, or you are welcome to sort matters yourself.

Please read on to find out how we can help you, and what the cost is for our services.

## Mortgage Planning

There are 3 defined stages in the creation of your **Personal Mortgage Plan**...

- 1) Completion of the Client Questionnaire
- 2) (a) Analysis, Research, and (b) the Personal Recommendation
- 3) Implementation of our recommendation

### **1. Client Questionnaire**

Completing a Client Questionnaire will allow us to fully understand your needs, aims and personal circumstances, enabling us to advise you properly. It is also a legal requirement of our regulator, The Financial Services Authority, for us to establish the affordability of any mortgage with you.

Together, we will explore key areas such as establishing a budget, your credit history, the property in question, and most crucially, your plans for the future. We will also discuss how to protect you and your family against losing your home through ill health, unemployment or death.

The completion of your Client Questionnaire takes place after our initial discussion, and may be carried out over the phone ,or via email if more convenient. You may wish to complete it yourself at your own convenience and return to us, and we will act on the information you have provided in good faith, although you will have to prove all material facts before we are able to transact any mortgage application for you

### **2.a Analysis & Research**

This is carried out using specialist software that is far more sophisticated than any internet site, and is only available to authorised firms of mortgage intermediaries. The software systems are updated every working day and will reflect the mortgage marketplace for that day only. we will research the options open to you, considering all of the lenders in the country, including those who do not deal via intermediaries. We often have access to exclusive mortgage products that are not available to the public directly or through other mortgage intermediaries. We will also discuss your case particulars with potential lenders (without mentioning any personal details at this stage) to filter down the possibilities open to you.

### **2.b Personal Recommendation**

Your **Personal Mortgage Plan** will be written, and emailed to you for consideration.

For re-mortgaging: Our recommendation could be to do nothing, to stay with your existing lender and product. Alternatively, we may suggest a switch of products within the same lender, or perhaps a move to a new lender and completely different product.

If you are purchasing a new property, we will research the whole marketplace, of every UK mortgage lender, and determine which lender and which product is the most suited for your personal needs and circumstances.

**The fee for creating your Personal Mortgage Plan:**

**£200: New clients dealing with us for the first time**

**£150: Existing clients returning to us**

The fee is your investment to ensure that you end up with the right mortgage, and have the right on-going strategy for the lifetime of your mortgage. It usually represents about 1 or 2 weeks worth of mortgage repayments, which is fairly low for an arrangement that could last 25 years or more!

(The fee for creating the Personal Mortgage Plan up to this stage could be subject to VAT. If you chose not to follow through to the Implementation stage, VAT might be payable on the above amount.)

### **3. Implementation of the recommendation**

If you accept our recommendation of a particular mortgage, you will have the choice of

**Either;**

- A) Applying directly to the lender yourself. In some cases, the mortgage product recommended may only be available directly from the lender, not through Mortgage Brokers such as ourselves, so the lender will insist that you deal with their own staff, who will handle your application themselves. **We will be unable to get involved any further in respect of the mortgage application.** (At this stage you will be invoiced for £200 for creating your Personal Mortgage Plan.)

**Or;**

- B) Where we are able to make the arrangements, we will be pleased to handle everything for you, from application through to completion.

The Mortgage Implementation service includes;

✓ **1. Application**

We will guide your mortgage application through the credit checking and underwriting process with the lender, tackling any obstacles that may arise.

✓ **2. Mortgage Offer**

We will handle everything through to achieving a satisfactory formal Mortgage Offer, checking that it meets your expectations.

✓ **3. Legal Exchange to Completion**

The legal part of purchasing or refinancing a property can be the longest and most frustrating. We aim to ease matters for you by closely liaising with your Solicitor and Estate Agent or property developer, right through to legal completion and the release of mortgage monies from the lender.

**The fee for 'Implementation of the recommendation' :**

**£295: all clients**

We are able to keep the Implementation fee this low, as we receive a fee from the lender following legal completion of your mortgage.

No VAT is payable if you instruct us to complete the 'Implementation of the Recommendation' stage.

**What Next?**

To appoint us to create your Personal Mortgage Plan, please call;



(Reading Office) - **0800 612 6616**  
(Bexhill Office) - **0800 799 9075**

**Office hours are Monday – Friday, 9am - 6pm.**



**email us:** (Reading Office) [info@1stcall4mortgages.co.uk](mailto:info@1stcall4mortgages.co.uk)  
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**Visit our website at [www.1stcall4mortgages.co.uk](http://www.1stcall4mortgages.co.uk)**

Your home is perhaps the most valuable asset that you will ever own. It is vital that you take sound professional advice from a suitably qualified and authorized person. We hope that you will appoint us to act in your best interests.

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Partner

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Partner

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**Your home may be repossessed if you do not keep up repayments on a mortgage or any debt secured on it. Think carefully before securing other debts against your home.**

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