



# Sourcing interest servicing mortgages on the Advise Wise Platform

For financial intermediary use only



## Heritage Lifetime Mortgage

With Pure Retirement's interest servicing option on Heritage lifetime mortgages, customers can make monthly payments of at least 25% of the monthly interest and benefit from an interest rate discount of up to 1%.

Customers can stop making monthly payments at any time, but once they have missed more than three payments they cannot be restarted, and the interest rate will then increase as the discount will no longer apply.

Discover how using the Advise Wise Platform to source interest servicing can support your client's later life requirements. Easily filter interest serviced options and compare options to find the most suitable plans for your client's circumstances.



### The Client

- Mark Wright
- Age: **70**
- Application: **Single**
- Property value: **£350,000**
- Requires: **£140,000**
- Loan-to-value: **40%**
- Interest Servicing Discount: **1%**

For an estimated loan term of 15 years, Mark's adviser has reviewed a roll-up lifetime mortgage with an interest serviced mortgage. The interest servicing option applies an interest rate discount up to 1% to customers making monthly payments of at least 25% of the monthly interest.

The adviser recommends the interest servicing option to Mark as he is able to afford to pay 25% of the monthly interest (up to £2,400 per year) for five years.

# Sourcing The Product

Following these quick steps, you can source Pure Retirement’s interest serviced Heritage lifetime mortgages on the Advise Wise Platform.

## Step 1

**Add your client’s personal and property details to their case.**

### Applicant details

**Mark Wright**

- Client ID: #11217
- Gender: Male
- Date of birth: 25/07/1954 (70 years old)
- Marital Status: Single
- Email: [Add email](#)
- Phone: [Add phone](#)
- Medical: [View medical information](#)

[Add a second applicant to this case](#)

### Property details

**33 Merchants Quay**

- Full address: 33 Merchants Quay, Salford, M50 3XF, Greater Manchester, England, United Kingdom
- Value: £350,000
- Type: Semi-Detached House
- Ownership: Freehold
- Flood report: [Download report PDF](#)

## Step 2

**Create a new product search indicating loan details, fees, and the expected loan term.**

### Primary applicant

- Full name: Mark Wright
- Date of birth: 25/07/1954 (70 years old)
- Marital status: Single
- [Edit medical information](#)

### Property details

- Value: £350,000
- Type: Semi-Detached House
- Ownership: Freehold
- Address: 33 Merchants Quay, Salford, M50 3XF

**Loan** £140,000  
Initial loan

**Options** Fees: <sup>?</sup>  
Paid By Client

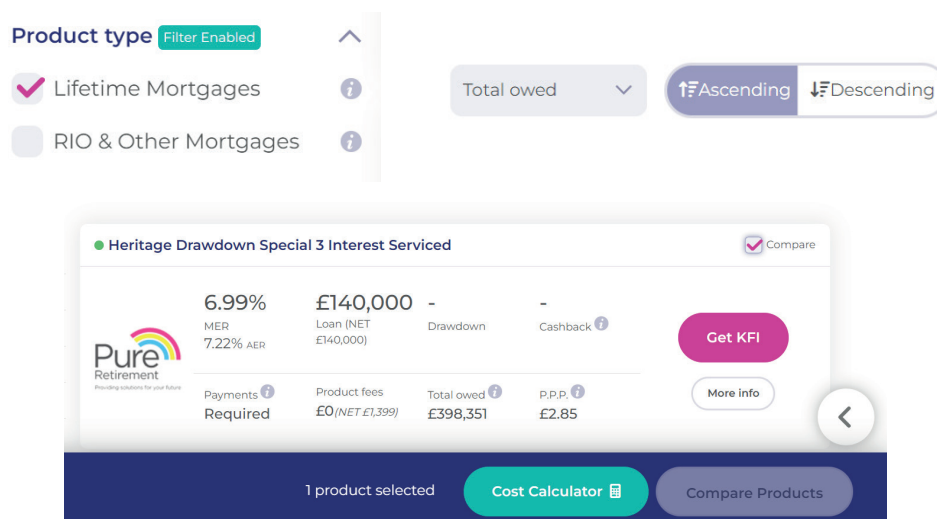
**15 years**  
Term

**0.00%**  
Protection

### Step 3

## Evaluate the search results.

You can use product filters on the left hand side, to view only lifetime mortgages. You can use the sorting filter on the top to sort results by the total amount owed and ascending order.



**Product type** Filter Enabled

- Lifetime Mortgages
- RIO & Other Mortgages

Total owed

**Heritage Drawdown Special 3 Interest Serviced**

6.99% MER  
7.22% AER

£140,000 Loan (NET £140,000)

Drawdown -

Cashback -

Payments Required	Product fees £0 (NET £1,399)	Total owed £398,351	P.P.P. £2.85
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1 product selected

### Step 4

## Use Advise Wise’s Cost Calculator to easily see the benefits of making payments over the chosen period.

### The calculator allows you to:

- Create different scenarios on one product or compare different product options side-by-side
- View the detailed breakdown of the loan, payments and the equity remaining
- Make complex financial data digestible and easy to present to clients, fulfilling your Consumer Duty requirements.

### Step 5

## Request an instant KFI for the chosen product.

Once you’ve selected the product, click on the “Get KFI” button. Select the appropriate amount of monthly interest payments and click on “Request KFI”.

### KFI request recap

Please check the details below thoroughly before submitting the KFI request.

Monthly interest payments

Amount  
£ 203.96

min £203.96 max £815.5

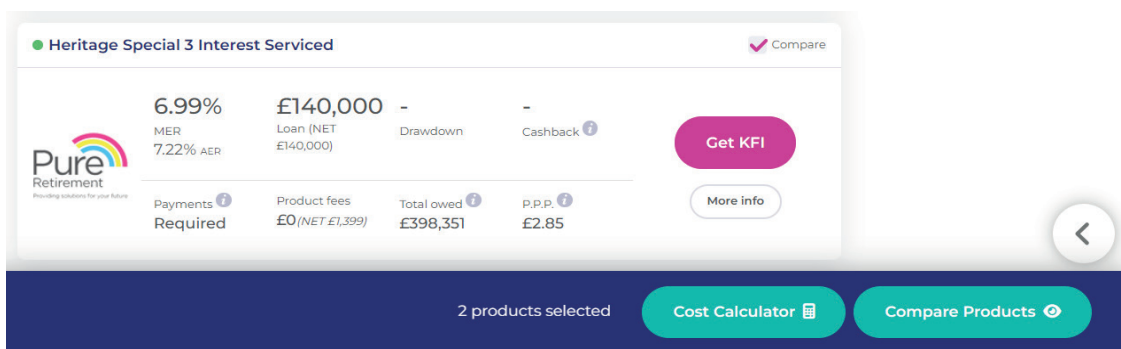
100% payment

# How To Use The Advise Wise Cost Calculator

## Step 1

### From your search results, select one or more products.





In this case we've selected a Heritage lifetime mortgage and a Heritage interest serviced product.



## Step 2

### Build multiple scenarios to visualise and compare different financial outcomes.

Set suitable "Payment options" and "Years paid" for each plan in the Cost Calculator table. Then click on the "Recalculate" button.

	Standard plan no payment 	25% interest serviced 	35% interest serviced 	45% interest serviced 
Product type	Lifetime Mortgage	Interest-Only Lifetime Mortgage	Interest-Only Lifetime Mortgage	Interest-Only Lifetime Mortgage
Lender	Pure Retirement	Pure Retirement	Pure Retirement	Pure Retirement
Product name	Heritage Lump Sum Special 3 Fixed ERCs	Heritage Special 3 Interest Serviced	Heritage Special 3 Interest Serviced	Heritage Special 3 Interest Serviced
Rate	7.99% MER (8.29% AER)	6.99% MER (7.22% AER)	6.99% MER (7.22% AER)	6.99% MER (7.22% AER)
Loan	£140,000	£140,000	£140,000	£140,000
Estimated Loan Term	15	15	15	15
Estimated Monthly Interest Charge	£932.17	£815.50	£815.50	£815.50
Payment options	<input checked="" type="radio"/> No payment <input type="radio"/> Monthly payment amount <input type="radio"/> % of interest to pay	<input type="radio"/> No payment <input type="radio"/> Monthly payment amount (£203.84) <input checked="" type="radio"/> % of interest to pay 25	<input type="radio"/> No payment <input type="radio"/> Monthly payment amount (£285.42) <input checked="" type="radio"/> % of interest to pay 35	<input type="radio"/> No payment <input type="radio"/> Monthly payment amount (£366.98) <input checked="" type="radio"/> % of interest to pay 45
Years paid	<input checked="" type="checkbox"/> To full term <input type="checkbox"/> 5 <input type="checkbox"/> Month	<input type="checkbox"/> To full term <input type="checkbox"/> 5 <input type="checkbox"/> Month	<input type="checkbox"/> To full term <input type="checkbox"/> 5 <input type="checkbox"/> Month	<input type="checkbox"/> To full term <input type="checkbox"/> 5 <input type="checkbox"/> Month

In this case, we've created two new products by duplicating the interest serviced plan and we've set different payment options to view how these affect the total amount paid, interest roll-up and final loan balance. This way we can compare the Heritage lifetime mortgage with three interest serviced scenarios.

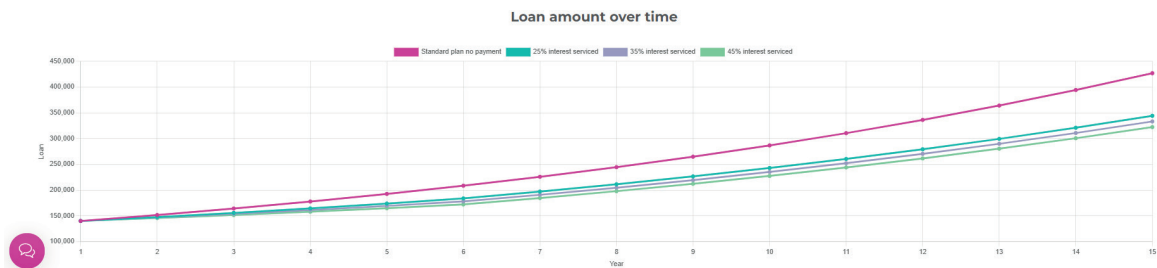
You're done!

The Cost Calculator shows you the breakdown of the loan, payments and equity remaining over time.

**Cost Calculator**

Loan and Payments    Equity Remaining

Year	House Price	Standard plan no payment		25% interest serviced		35% interest serviced		45% interest serviced	
		Loan	Payment	Loan	Payment	Loan	Payment	Loan	Payment
1	£350,000	£140,000	£0	£140,000	£2,446.56	£140,000	£3,425.16	£140,000	£4,403.76
2	£357,064.52	£151,604.87	£0	£147,579.27	£2,446.56	£146,568.7	£3,425.16	£145,558.33	£4,403.76
3	£364,271.64	£164,171.69	£0	£155,705.63	£2,446.56	£153,611.54	£3,425.16	£151,517.46	£4,403.76
4	£371,624.23	£177,780.2	£0	£164,418.58	£2,446.56	£161,162.77	£3,425.16	£157,906.96	£4,403.76
5	£379,125.23	£192,516.74	£0	£173,760.46	£2,446.56	£169,259.07	£3,425.16	£164,757.67	£4,403.76
6	£386,777.62	£208,474.83	£0	£183,776.68	£0	£177,939.79	£0	£172,102.9	£0
7	£394,584.48	£225,755.71	£0	£197,042.32	£0	£190,784.1	£0	£184,525.88	£0
8	£402,548.91	£244,469.03	£0	£211,265.52	£0	£204,555.56	£0	£197,845.6	£0
9	£410,674.11	£264,733.54	£0	£226,515.4	£0	£219,321.09	£0	£212,126.79	£0
10	£418,963.3	£286,677.82	£0	£242,866.07	£0	£235,152.45	£0	£227,438.84	£0
11	£427,419.8	£310,441.09	£0	£260,396.98	£0	£252,126.57	£0	£243,856.16	£0
12	£436,047	£336,174.15	£0	£279,193.34	£0	£270,325.95	£0	£261,458.55	£0
13	£444,848.32	£364,040.28	£0	£299,346.49	£0	£289,839.01	£0	£280,331.53	£0
14	£453,827.3	£394,216.28	£0	£320,954.36	£0	£310,760.6	£0	£300,566.84	£0
15	£462,987.51	£426,893.63	£0	£344,121.96	£0	£333,192.38	£0	£322,262.8	£0



You can also download the pdf from the icon in the top right corner of the page.

# Advise Wise Platform

Advise Wise is a leading later life sourcing platform, completely free to use for advisers. An intuitive and easy to use tool that helps you with all the steps of the advice process and offers dedicated one-to-one support from fully-qualified industry experts.

Become an Advise Wise member now by creating your FREE account at [www.advisewise.com](http://www.advisewise.com)

Book your free one-to-one demo to see how easy it is to use the platform and how it can help you with your later life cases. [Book a demo here.](#)

## Interest servicing



Interest rates discounted up to 1%



Monthly payments can be stopped at any time\*



Available on lumpsum and drawdown lifetime mortgages



Ideal for customers who can make regular monthly payments



Up to 3 months payment holiday in every 12-month period



Option to service the interest on additional borrowing



Discover interest servicing with Pure Retirement

\*Customers can stop making monthly payments at any time, but once they have missed more than three payments they cannot be restarted and the interest rate will then increase as the discount will no longer apply.



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[www.pureretirement.co.uk](http://www.pureretirement.co.uk) • [www.advisewise.com](http://www.advisewise.com)

Interest servicing with Pure Retirement meets the Equity Release Council's core product standards for lifetime mortgages. Not available on Heritage Freedom.

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