Ten questions to ask any equity release adviser (including us)

Print this. Bring it to every firm you speak to — ours included.

A good adviser answers these easily and in writing. A poor one dodges them. Note what you hear.

1. Do you assess a comprehensive range of plans, or a restricted panel — and will you put that in writing?
2. How exactly are you paid — fees, commission, or both — and how much, in pounds?
3. Will you show me the projected balance at 10 and 20 years at my rate, in writing?
4. What would make you advise me not to do this?
5. Which alternatives did you consider for me, and why did you rule them out?
6. What are the early repayment charges, exactly, and when do they fall away?
7. Does this plan meet all of the Equity Release Council's product standards?
8. What happens if I need long-term care, or my partner does?
9. Can my family attend every meeting and receive copies of everything?
10. If I walk away today, what do I owe you, and will anyone chase me?

You are always free to walk away, and a good firm will respect that. Any suggestion that you must decide there and then tells you what you need to know.

Talk to us · retirementsolutions.co.uk · 0800 652 3480 · info@retirementsolutions.co.uk

Risk warning. Equity release will reduce the value of your estate and may affect your entitlement to means-tested benefits, and may leave you with limited or no property equity remaining. A lifetime mortgage is a loan secured against your home and is subject to compound interest, so the amount you owe can grow quickly. To understand the features and risks, ask for a personalised illustration.