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## Legal & General equity release workshops receive CII accreditation

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Legal & General Home Finance (LGHF) today announces that its equity release workshops have received Continuing Professional Development (CPD) accreditation from the Chartered Insurance Institute (CII).

LGHF's 'Setting the Foundations' workshop is aimed at advisers newly qualified in equity release, and helps provide them with the knowledge and confidence to begin advising clients on lifetime mortgages. The programme also welcomes delegates that have been qualified for some time, but have not yet used their qualification. The sessions cover a broad range of skills, from marketing and finding new customers to fact-finding.

While sessions have been delivered on Microsoft Teams due to the Covid-19 pandemic, the CII noted positive delegate feedback and commended the workshops' level of interactivity, the clarity and experience of its trainers, and the quality of supporting materials.

Delegates participating in the 'Setting the Foundations' programme can claim up to 4.5 CPD hours towards the CII/Personal Finance Society member CPD scheme.

**Claire Singleton, CEO of Legal & General Home Finance, said:** "Our industry has a responsibility to ensure professional capabilities are evolving, adapting to customers' needs as and when they begin to change.

"Our workshops emphasise the need for tailored, personalised advice, and so we're delighted that the CII praised the teaching on this area in particular."

In May, LGHF launched an online study portal to help aspiring equity release advisers achieve the CII Certificate in Equity Release qualification or equivalent. It is a free-to-access service which usually costs £200, and features content delivered by a CII-accredited tutor.

Moreover, LGHF has placed its entire programme of educational events for advisers online. These have included business growth seminars and workshops for intermediaries entering the equity release market.

-ENDS-

### Notes to Editors

#### About Legal & General

Established in 1836, Legal & General is one of the UK's leading financial services groups and a major global investor, with international businesses in the US, Europe, Middle East and Asia.

With over £1.2 trillion in total assets under management at 31 December 2019, we are the UK's largest investment manager for corporate pension schemes and a UK market leader in pensions de-risking, life

insurance, workplace pensions and retirement income.

We have also invested over £22 billion in direct investments such as homes, urban regeneration, clean energy and small business finance.

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Registered office for both companies: One Coleman Street, London EC2R 5AA.

#### **About Legal & General Retail Retirement**

Legal & General Retail Retirement (LGRR)'s mission is to help its customers lead longer, healthier, happier lives. We believe everyone should be able to have a 'more colourful retirement'.

The Division comprises the Group's individual annuity, lifetime mortgage and care solutions businesses - it has more than half a million customers and circa £22 billion of assets under administration.

#### **Further Information**

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