



Legal & General Home Finance announces four more CII-led equity release workshops

- *Legal & General Home Finance has announced four additional CII-led equity release workshops for mortgage brokers*
- *The one-day workshops will take place at Legal & General's offices in London, Cardiff, Barnsley and Hove*
- *The workshops will be run by the Chartered Insurance Institute (CII) and will provide intermediaries with an overview of the entire syllabus for the CII's Certificate in Equity Release*

Legal & General Home Finance has announced it will offer four additional CII-led workshops for mortgage brokers following high demand from intermediaries. The workshops will be offered in new locations across the UK, including Cardiff, Barnsley, Hove and London. The additional workshops will support those interested in taking the Level 3 Certificate in Equity Release.

The workshops aim to help mortgage brokers understand the principles of equity release, different schemes on offer in the market, the risks involved to consumers and the suitability of different product types according to a client's circumstances. Advisers will also be given an overview of the Level 3 Certificate syllabus, as well as guidance for the exam.

Legal & General Home Finance announced a new strategy last year to encourage more mortgage brokers to enter the retirement lending market and advise their clients on later life lending solutions. As part of the strategy the retirement lender wants to support and guide intermediaries who are thinking about entering the later life lending sector, using education, tools and workshops to help them take their first step.

"The response we've received from intermediaries after we announced our new equity release workshops earlier this year has been fantastic. It's a clear indication that they recognise the opportunities of the later life lending sector and the important role property wealth is starting to play in their clients' retirement plans.

As part of our strategy and commitment to supporting mortgage brokers who are interested in later life

lending, we're delighted to announce that we'll be offering even more of our CII-led equity release workshops. Borrowing in retirement is becoming more popular amongst over-55s. To continue growing the later life lending market and meeting the needs of homeowners, we need to get more mortgage brokers 'on board' and including property wealth as part of everyday retirement planning."

Marie Catch, Head of Mortgage Broker Sales, Legal & General Home Finance

Registration for workshops is now open for the following dates:

- Wednesday, 20 March 2019 in Solihull
- Thursday, 4 April 2019 in London
- Thursday, 16 May 2019 in Cardiff
- Thursday, 6 June 2019 in Barnsley
- Thursday, 11 July 2019 in Hove

Advisers interested in attending one of the workshops can register [here](#).

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The information contained in this press release is intended solely for journalists and should not be relied upon by private investors or any other persons to make financial decisions.

Notes to Editors

A lifetime mortgage is a loan secured against the client's home. The amount that can be borrowed depends on a client's age, the value and suitability of their home and whether they are applying jointly or as an individual. Dependent on the type of lifetime mortgage chosen, the client receives a cash lump sum, smaller amounts as and when required, or a regular monthly income. Interest is added to the amount they owe each month, which means we charge interest on the loan plus any interest already added. The lifetime mortgage is usually repaid from the sale of the property when the client(s) dies or leaves the property for long term care. There may be cheaper ways to borrow money.

About Legal & General

The Legal & General Group, established in 1836, is one of the UK's leading financial services companies. As at 30 June 2018, we had over 9.5 million customers in the UK for our life assurance, pensions, investments and general insurance plans.

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