

# Completed Fact Find Example

## Fact Find Selection

[Previous](#) [Home](#) [Finish](#) [Next](#)

Jump to Fact Find page: [?]

### Level of Service

Date	19/11/2018
Disclosure Document Given to Customer	Read & Emailed to Client

### Services Required

Mortgage	Yes*
Mortgage Type?	Residential
Protection	Yes
Loan	No

### Applicants

Number of Applicants	1*
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[Previous](#) [Home](#) [Finish](#) [Next](#)

### Personal Information

[Previous](#)
[Home](#)
[Finish](#)
[Next](#)

Jump to Fact Find page: [?]

#### App 1 - Personal Details

Title	Mr <input type="button" value="🔗"/>
Forename	Test
Middle Name(s)	
Surname	Example
Known As	
Previous Name(s)	
Date Name Changed	
Date Of Birth	07/09/1985
Age Next Birthday	34
Nationality	British
Marital Status	Divorced

#### App 1 - Address & Contact Details

Current Address	Test Street Example Town
Post Code	TE5 7IN
Date Moved In	01/10/2013
Residential Status	Homeowner
Are you on the electoral role at this address	Yes
Lived at this address less than 3 years	No
Residential Status	Homeowner
Mobile Phone	07712345678
Home Phone	
Work Phone	0115 9876543
Email	Test@example.com

#### Dependants

How many dependants do you have	1*
Who would look after your Child/Children if something should happen to you	Grandparents
How much would it cost someone to look after your child/children per month if they were looking after them	300

#### 1st Dependant

Name	Test Junior
Relationship	Son
Date Of Birth	04/11/2016
Current Age	2
Self Sufficient Age	18
Living At Home	Yes
Who's Dependant	App1

#### Notes

Notes	App 1 - Doesn't have a middle name, checked against I.D and POA also Mr is a divorce single parent. Receives court agreed child maintenance. Grandparents already assist with childcare and costs from bank statements can be seen.
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[Previous](#)
[Home](#)
[Finish](#)
[Next](#)

### Existing Mortgages

[Previous](#)
[Home](#)
[Finish](#)
[Next](#)

Jump to Fact Find page:

#### Number of Existing Mortgages

How Many Mortgages Do You Have Currently 1

#### Mortgage 1

Lender Name	Royal Bank Of Scotland
Mortgage Account Number	01234567
Type of Mortgage	Residential
Address Of Property	Test Street Example Town
Postcode	TE5 7IN
Property Value / Sale Price	100000
Amount Outstanding	55317
Term Remaining	25
Current Interest Rate %	4.99
Monthly Payment	751.23
Interest Rate Type	SVR
Repayment Type	Repayment
Is your current mortgage portable	Yes
Are there any Early Repayment Charges payable if you redeem this mortgage	No
Do you intend to complete after ERC period has ended?	Yes
To Be Redeemed Before New Mortgage Starts (Yes if Remortgage)	Yes
Notes	Had 5 year fixed deal previously which now expired. On standard variable rate so no ERC payable or any other exit fee's. RBS declined to enable new rate and additional borrowing to pay off loan due to affordability.

[Previous](#)
[Home](#)
[Finish](#)
[Next](#)

### App 1 - Existing Credit

Jump to Fact Find page: [?]

#### App 1 - Existing Credit

How Many Credit Commitments Do You Have Currently 2\*

#### App 1 - Commitment 1

Name Of Lender	Sainsbury's Bank
Type	Loan
Monthly Payments	357.63
Amount Outstanding	19683
A.P.R (if known)	9.7
To be Cleared before Completion?	Add to New Mortgage Loan

#### App 1 - Commitment 2

Name Of Lender	American Express
Type	Credit Card
Monthly Payments	0
Amount Outstanding	0
A.P.R (if known)	18.9
To be Cleared before Completion?	No

#### App 1 - Credit Commitment Cover

Are All These Commitments Protected By Life Assurance	No
Are All These Commitments Protected By Critical Illness Cover	No

Notes	American Express Credit card - Active card but cleared in full each month.
	Sainsbury's loan - £20,000 for home improvements and new car.

## App 1 - Occupation Details

[Previous](#)
[Home](#)
[Finish](#)
[Next](#)

Jump to Fact Find page: [?]



### App 1 - Occupation Details

Occupation	Manager - Sales
NI Number	JH057993B
Income Types	Employed with Benefit Income & Other Income
Main Employment Status	Employed
Tax Bracket %	40
Expected Retirement Age	65
Do You Expect Your Employment Circumstances To Change	No

### App 1 - Employer Details

Start date of current employment	09/05/2005
Start date of continuous employment if less than 2 years in current job	
Employer Name	Rolls Royce
Employer Address	PO Box 2000 Derbyshire
Employer Post Code	DE24 7XX

### App 1 - Employer Benefits

If you are off work due to accident or sickness, how long would you be paid? - Full Pay or Half Pay?	6 Months Full pay then 6 months half pay
Do you have Death in Service? if so, How much?	Yes - 4 x Annual Salary

### App 1 - Employed Income

Basic Salary - Annual Gross	65000
Guaranteed Overtime - Annual Gross	0
Regular Overtime - Annual Gross	0
Commission - Annual Gross	0
Bonus - Annual Gross	0

### App 1 - Benefit Income

Child Benefit - Annual Amount	1076.40
Child Tax Credits - Annual Amount	0
Working Tax Credits - Annual Amount	0
Total Annual Benefit Income	1076.40
Total Monthly Benefit Income	89.70

### App 1 - Other Income

Rental Income - Annual Gross	0
Investment Income - Annual Gross	0
Pension Income - Annual Gross	0
New Anticipated Rental Income	0
Other Income - Annual Gross (please give details in notes)	350

### App 1 - Total Taxable Income

Total Gross Taxable Annual Income	65000
Total Monthly Net Income	3789.71

### App 1 - Occupation Notes

Notes Other income = CSA from ex-wife

[Previous](#)
[Home](#)
[Finish](#)
[Next](#)

## Income & Expenditure

[Previous](#)   [Home](#)   [Finish](#)   [Next](#)

### Notes Regarding Income/Expenditure or Budget

Section Total

### Combined Monthly Income

App 1 - Total Net Income	3789.71
App 1 - Total Benefit Income	89.70
App 2 - Total Net Income	
App 2 - Total Benefit Income	
App 3 - Total Net Income	
App 3 - Total Benefit Income	
App 4 - Total Net Income	
App 4 - Total Benefit Income	
<b>Section Total</b>	<b>3879.41</b>

### Combined Monthly Expenditure

Mortgage Payments (if continuing)	
Credit Commitments (if continuing)	
Life / Pension	225
Policies	42
Council Tax	201
Gas	50
Electric	50
Water	28
Telephone	14
Mobile	25
Tv / Sky / Cable	15
Car Ins. / Tax	68
Petrol / Travel	150
Childcare/School Costs	0
Food	300
Socialising	50
Clothes	100
Holidays	100
Other	30

Section Total 1448

### Summary

Income	3879.41
Expenditure	1448
<b>Disposable Income:</b>	<b>2431.41</b>

[Previous](#)   [Home](#)   [Finish](#)   [Next](#)

### Budget

[Previous](#) [Home](#) [Finish](#) [Next](#)

Jump to Fact Find page: [?]

#### Monthly Budget

Monthly Budget for New Mortgage and/or Protection Needs	1250
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#### Notes Regarding Income/Expenditure or Budget

Use this Section to Provide information regarding income, expenditure, disposable income and budget

I have made you aware that the longer the mortgage term, the more in interest you will repay. You have told me that you're budget ensures a lifestyle that is suitable for you and your family. If the payments came under your budget, you would keep the term the same. You will use the disposable income towards holidays and creating memories with your son. You weren't interested in reducing your mortgage term.

Other expenditure = Gym Membership

[Previous](#) [Home](#) [Finish](#) [Next](#)

### New Mortgage Borrowing

Jump to Fact Find page: [?]

#### New Mortgage Borrowing

How Many New Mortgages	1
Would you like us to consider Direct to Lender Deals?	Yes
Purpose Of Loan	Rmg - Debt Consolidation <input type="button" value="⊞"/>
Buyer Type	Homeowner <input type="button" value="⊞"/>

#### New Mortgage / Remortgage

Will this property become your main residence (Select No if Remortgage)	No <input type="button" value="⊞"/>
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#### Mortgage Loan Type

Shared Ownership	No
Are You Capital Raising (moving to a new lender)	Yes
If Yes Please State Purpose eg Home Improvements	Repay Sainsbury's loan in full. Reduce monthly outgoings and you're not happy with the rate of interest you are being charged.
Were Secured/Unsecured Loans Considered? If Not, Why?	Repaying an unsecured loan and secured loan would be a higher rate of interest than that of a mortgage.
Right To Buy	No
Concessionary Purchase	No
Help to Buy - Equity Loan	No
Guarantor Mortgage	No
Self-Build Mortgage	No

#### Loan Details

Price/Valuation	100000
Loan Amount	75000

# New Mortgage Borrowing—Page 2 of 4

Repayment Method	Repayment 
LTV	75.00
LTV 85% or Higher?	No
Term	25
Interest Rate Type	Variable
Source Of Deposit	Equity

### New Mortgage Property Details

House Name/No.	Test Street Example Town
Post Code	TE5 7IN
Property Type	Detached Bungalow
Number of Stories in Building	
Floor which Flat is Situated	
Property Status	Main Residence
Property Construction	Standard
Solar Panels	No
No Of Bedrooms	3
Parking	Driveway
Tenure	Freehold
Is Property a New Build	No
Certificate Type	
Year Of Build	1972

### Estate Agent

Name	
Branch Address	
Contact	
Contact Phone Number	

## New Mortgage Borrowing—Page 3 of 4

### Solicitors Details

Solicitors Name  
 Company Name  
 Branch Address  
 Contact Phone Number  
 Solicitors Email Address

### Attitude To Mortgage Repayment Risk

Interest Only Mortgage? No

### Mortgage Requirements - What are the Clients Preferences?

A Upper Limit on Your Mortgage Over A Specified Period - Capped Rate	No
To Fixed Your Cost For a Certain Period - Fixed Rate	Yes
Variable Rate	No
Libor Rate	No
Tracker Mortgage	No
How long do you wish to take the product for? and why?	5 years You want to be able to concentrate on your son and not worrying about your mortgage. You also believe that brexit will have a huge impact on interest rates and want to protect yourself against any future rate rises. In 5 years time, Test Junior will be in full time school and feel that this would then be a good time to review your finances.
A Discount on Your Mortgage Payments In the Early Years Of Your Mortgage	No
Cash Back Based On The Amount Of Mortgage	Yes
Ability To Make Over Payments	Yes
Ability To Make Underpayments Or Take Repayment Holidays	No
Ability To Link Your Mortgage To Your Savings Account Or Current Account	No
No Higher Lending Charge	Yes
Speed Of Mortgage Completion	Yes
Ability To Add Fees To The Loan	No

<b>Early Repayment Charges On New Mortgage - Having Discussed These With Your Advisor, Do You Require:</b>	
No Early Repayment Charge On Your Mortgage	No
No Early Repayment Charge Overhang	No
Maximum Early Repayment Charge Period eg. 2 years, 3 Years	No
<b>Mortgage Term Recommended</b>	
Repayment Term Reason	Reduced Payments/Spread Costs
Has the Term of Mortgage been Extended from Client current Mortgage Term?	No
Lending into Retirement	No
<b>Repaying Your Mortgage - Choose at Least 1 option</b>	
No Intention to Repay Early (Yes if client doesn't intend to pay off early)	Yes
Overpayments Allowed	Yes
ERC Overhang after Product Ends (Answer yes if there is an ERC overhang)	
Portability - Transferring this Mortgage to a New Property (is this product portable?)	
<b>App 1 - Credit History</b>	
Have you ever been arrested/charged with fraud or had any convictions/prosecutions?	No
Have You Ever Been Refused A Mortgage Or Loan	No
Have You Ever Had A Judgement For Debt Or A Loan Default Recorded Against You	No
Have You Ever Been Declared Bankrupt Or Made Arrangements With A Creditor	No
Have You Ever Failed To Keep Up Repayments Under Any Mortgage Or Loan	No
<b>App 1 - Future Considerations</b>	
Might Your Income/Expenditure Change in the Foreseeable Future? (3 -7 years)	Yes
If Yes Please Provide Details	Pay is reviewed on an annual basis. Depending on performance this can see salary change from 0-10% increase
Do You Expect To Pay Off Part Or All Of Your Mortgage Early	No
Do You Expect To Move Within the Mortgage Term	No
<b>Additional Information</b>	
Notes	Repayment term Reason - Match existing mortgage term. Client has disposable income but does not want to utilise.

### Existing Protection Policies

[Previous](#) [Home](#) [Finish](#) [Next](#)

Jump to Fact Find page: [?]

#### How Many Current Protection Policies

How Many Current Policies Do You Have 1

#### Current Policy 1

Owner	Test Example
Life Assured	Test Example
Provider	Vitality
Policy Number	012345678
Policy Type	Decreasing Term Assurance with CIC
Start Date	09/05/2005
Maturity Date	09/05/2035
Premium / Freq	
Sum Assured	£75,000 DTA with CIC
WOP	No
Index Linked	Yes
In Trust	No

#### Notes

Please enter your notes regarding existing policies here Vitality  
Life and critical illness  
Decreasing Term assurance, taken out with mortgage.

[Previous](#) [Home](#) [Finish](#) [Next](#)

## Protection Needs - Your Ideal World Solution

[Previous](#)
[Home](#)
[Finish](#)
[Next](#)

Jump to Fact Find page: [?]

### App 1 - Protection ... About You and Your Protection Needs

Smoker (Last 12 months)	Non-Smoker*
Are you in Good Health?	Yes
Do you have any pre-existing conditions or family history that may affect your protection needs?	None
Are you taking any medication?	
What is your Height?	6ft
What is your current Weight?	12 Stone
How many Alcohol Units do you drink per week?	10

### YOUR IDEAL WORLD SOLUTION

The following recommendations are based on your current needs in the event that you had unlimited funds for your protection needs. The accepted solution is detailed later on in this Fact Find and in our Protection Record of Suitability letter

#### Mortgage Protection

Will this be a Joint Cover recommendation?	No
How much life cover do you need?	75000
How much critical illness cover do you need?	75000
Term	25
Monthly Premium	22

#### Income Protection

How much do you need in the event of being unable to work due to accident or illness	2500
How much do you need in the event of being made redundant	1500
Term/to Age	65
Monthly Premium	42

#### Kids - Family/Personal Protection

How much life cover do you need to protect your family?	400000
How much critical illness cover do you need to protect your family?	200000
Term/to age	65
How should the benefit be paid?	Lump Sum
Monthly Premium	89

#### Extra Cover

How much extra life cover do you need?	57600
How much extra cover would you need to protect your lifestyle if you became critical ill?	0
Term	16
Monthly Premium	18
Has the above Ideal World Solution been accepted by the client?	Yes

### Buildings & Contents

Buildings Cover - Sum Assured  
Contents Cover - Sum Assured

### Notes

Notes

Life cover with CIC - Cover mortgage borrowing  
Family protection - would want this to be placed in trust for his son to ensure he is financially secure.  
Extra cover Life only - Cover the living costs for Grandparents with taking his son under their care.  
£300 per month, son aged 2 now and non-dependant at 18 = 16 years term  
£300 x 12 x 16 = £57,600

[Previous](#)
[Home](#)
[Finish](#)
[Next](#)

**Protection - Accepted Solutions**

[Previous](#) [Home](#) [Finish](#) [Next](#)

Jump to Fact Find page: [?]

**Protection - Accepted Solution - Full Details Provided on Recommendation Section**

Life Only (Mortgage Protection)	No*
Life & Critical Illness Cover (Mortgage Protection)	Yes
Income Protection	Applicant 1 Only
Family/Personnal Cover	Yes
Extra Cover	Applicant 1 Only
Buildings & Contents	No

**Notes**

Notes	Accepted:- Life and CIC to clear Mortgage Life and CIC to be placed in trust for son Extra Life - Cover Childcare carer costs Income Protection Referral for B&C Referral for Will (Trusts)
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[Previous](#) [Home](#) [Finish](#) [Next](#)

### Recommendations Made

Jump to Fact Find page: [?]

#### Declaration - Complete before Recommendation

I/We confirm that the aforementioned information is correct to the best of my/our knowledge and understand that it has been used as a basis for the advisors recommendations.	Yes
Are you happy for us to retain your information/contact details and authorise us to contact you with information relevant to your needs in the future?	Yes

#### Mortgage Recommendation

Recommendation Date	19/11/2018
Reason For Mortgage Recommendation (Reason for Lender)	Able to borrow the amount required for affordability and for purpose of debt consolidation. Also provides cash back on completion
Lender	Halifax
Why has this Lender been chosen?	Debt Consolidation - New Monthly Cost Lower
Interest Rate	3.24
Monthly Payment	427

#### Protection Recommendation

Will the policies form part of a Menu Plan?	Yes
Enter the Plan Charge separately here	6

#### Life & CIC Recommendation

Recommendation Date	19/11/2018*
Reason For Pure Protection Recommendation	To repay the mortgage loan in full
Provider	Royal London Reason For Provider?They are a Menu Plan Provider
Type of Cover Recommended?	% Decreasing Term for a Repayment Mortgage
Life Assured - Name/s	Test Example

## Recommendations Made—Page 2 of 3

Life Sum Assured	75000
CIC Sum Assured	75000
Why was this Sum Assured Chosen?	Matches Outstanding Mortgage Exactly
Term	25
Why was this Term chosen?	Matches Mortgage Term
Monthly Premium	22 What basis are the premiums arranged?Guaranteed Premiums
Waiver of Premium included?	Yes Deferred Period?26 Weeks
Terminal Illness Cover Included?	Yes
Total Permanent Disability Included?	Yes App1 TPD Definition?Own Occupation App2 TPD Definition
Guaranteed Insurability Included?	Yes
Childrens Critical Illness Cover Included?	Yes
Buy Back Option Included?	No
Pru Protect Selected?	N/A
Will this Policy Replace any Existing Policies?	Yes
Reason for Replacing Life Policies?	Other Reason
Were any benefits lost by taking the new policy?	Existing Policy Documents Not Provided by Client
Will the policy be Assigned/Placed in Trust?	No

### Income Protection Recommendation App1

Recommendation Date	19/11/2018*
Reason for Income Protection Recommendation for App 1	Cover income as sole provider.
Provider	Royal London Reason for Provider?Menu Plan Provider
Product	Level Cover
What Type of Cover is it?	Covers Expenditure
Benefit Amount	2500
Benefit Period	Full Benefit
Definition of Incapacity	Activities of Daily Living
Policy Deferred Period?	26 weeks
Term	32
Monthly Premium	42 What basis are the premiums arranged?Guaranteed?
Waiver of Premium Included?	Yes Deferred Period?26 Weeks
Unemployment Cover Included?	Yes
Pru Protect Selected?	N/a
Will this Policy Replace any Existing Policies?	Yes
Reason for Replacing Life Policies?	Other

Were any benefits lost by taking the new policy?	Existing Policy Documents Not Provided by Client
<b>FIB Recommendation</b>	
Recommendation Date	19/11/2018*
Reason For FIB Recommendation	Ensure son is financially secure should anything happen. Policy to be written into trust
Provider	Royal London Reason For Provider?They are a Menu Plan Provider
Type of Cover Recommended?	Lump Sum
Life Assured - Name/s	Test Example
Has Life & Critical Illness Been Recommended?	Yes
Monthly Income Benefit?	0
Term	16
Why was this Term chosen?	Until Youngest Child is Self-Sufficient
Monthly Premium	89 What basis are the premiums arranged?Guaranteed Premiums
Waiver of Premium included?	No Deferred Period?
Terminal Illness Cover Included?	Yes
Total Permanent Disability?	Yes App1 TPD Definition?Own Occupation App2 TPD Definition?
Guaranteed Insurability Included?	Yes
Childrens Critical Illness Cover Included?	Yes
Buy Back Option Included?	No
Pru Protect Selected?	N/A
Will this Policy Replace any Existing Policies?	No
Will the policy be Assigned/Placed in Trust?	Policy in Trust
<b>Joint Extra Cover Recommendation</b>	
<b>Extra Cover App1 Recommendation</b>	
Recommendation Date	19/11/2018*
Reason For Pure Protection Recommendation	Cover the costs of caring for son
Provider	Royal London Reason For Provider?They are a Menu Plan Provider
Type of Cover Recommended?	Decreasing Term
Life Assured - Name/s	Text Example
Has Life & Critical Illness Been Recommended?	Yes
Life Sum Assured	57600
CIC Sum Assured	57600
Term	16
Monthly Premium	18 What basis are the premiums arranged?Guaranteed Premiums
Waiver of Premium included?	Yes Deferred Period?26 Weeks
Terminal Illness Cover Included?	Yes
Total & Permanent Disability Included?	Yes TPD Definition?Own Occupation
Guaranteed Insurability Included?	Yes
Childrens Critical Illness Cover Included?	Yes
Buy Back Option Included?	No
Pru Protect Selected?	N/A
Will this Policy Replace any Existing Policies?	No
Will the policy be Assigned/Placed in Trust?	Policy in Trust