

The Reverse Mortgage 7 Step Process



Your Advisor Will Guide You Through The Process From Start To Finish!

- Step 1: Taking Stock *assess your financial needs and goals*
- Step 2: The Paperwork *complete a reverse mortgage application*
- Step 3: Get The Facts *attend reverse mortgage counseling*
- Step 4: Determining Your Home's Value *obtain a property appraisal*
- Step 5: Loan Processing *satisfy the lending requirements*
- Step 6: Loan Closing *sign your loan documents*
- Step 7: Receive Your Loan Proceeds *your reverse mortgage loan is funded*

RM Catalyst

Reverse Mortgage Client Analysis Tool and List

CREATED FOR

We Can Help You Fully Realize Your Reverse Mortgage Opportunity

The Reverse Mortgage industry has changed over 500,000 lives by helping senior homeowners. Industry statistics indicate that most clients get a Reverse Mortgage to achieve one of three goals:

Typical Goals	Examples of Use
1. Improve Cash Flow	Eliminate Mortgage Payment Improve Quality of Life Travel
2. Large Expenditures	Home Repairs Consolidate Debt Pay Medical Bills Purchase Your Next Home
3. Plan For The Future	Increase Retirement Security Enhance Retirement Income Unexpected Emergencies Financial Diversification

Application Appointment

Date: _____ **Time:** _____

Bill Roller, CFA, CFP®
 Phone: (360) 735-1900 Email: billroller@brcapitalinc.com
 BR Capital, Inc.
 4400 NE 77th Avenue, Suite 275
 Vancouver, WA 98662-6857
NMLS#107972 Residential Mortgages Offered Through Prestige Home Mortgage, NMLS #14216



Review Your Situation

Take The First Step Toward Realizing Your Financial Dreams And Goals

The first steps to making good retirement financial decisions are to
 1) understand your current financial situation and
 2) know what options are available to you

How Might A Reverse Mortgage Loan Benefit You?

Improve Cash Flow _____

Large Expenditures _____

Plan For The Future _____

Monthly Cash Flow:

	Income (Fixed)	Expenses	
Paycheck			House
Social Security			Ins. & Prop. Taxes
Rental Income			Credit Card
Pension			Car
Other			Health Care
Other			Food
Other			Utilities
Other			Charitable Giving
Other			Other
Total Income			Total Expenses
=			Net Cash Flow

Retirement Assets:

Home Equity		IRA
Rental Equity		Cash CDs
401K		Other
Total		Total Assets

How Can You Utilize Home Equity To Improve Cash Flow, Fund Large Expenditures Or Plan For The Future?

$$\text{Equity} - \text{Cost Of Conversion} = \text{Liquidity}$$

Each Method Has Its Own Cost Of Conversion:

Forward Mortgage	
Sell Your Home	
Reverse Mortgage Loan	
Other Options To Consider:	
Go Back To Work	Status Quo

The Best Way
To Improve
Your Liquidity

Would Your Life Be Better With A Reverse Mortgage?

Reasons To Get A Reverse Mortgage:	Reasons Not To Get A Reverse Mortgage:
1	1
2	2
3	3
4	4

Yes No

Reverse Mortgage Benefit Summary:

1) Type of payment Lump Sum \$ _____ Credit Line \$ _____ Tenure \$ _____ Term \$ _____
2) Total payments eliminated because of Reverse Mortgage \$ _____
3) Net Monthly Cash Flow Without Reverse Mortgage \$ _____ With Reverse Mortgage \$ _____