



The key to a more secure retirement might already be in your pocket.

How the power of home can give you the retirement you deserve.

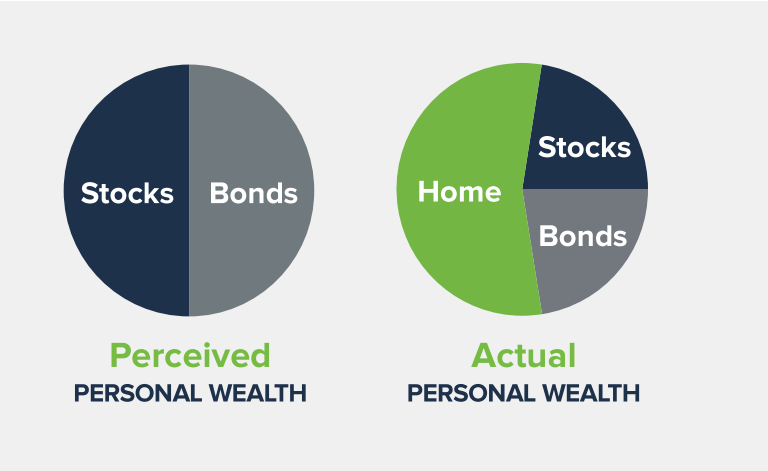
When you think of retirement assets, do you think of savings, stocks, or a 401(k)? In reality, half of homeowners age 62+ have at least 55% of their net worth in home equity.¹ A **reverse mortgage** can help you unlock this wealth for a more comfortable, secure retirement.

What is a reverse mortgage?

Its official name is a Home Equity Conversion Mortgage (HECM), a loan insured by the Federal Housing Administration (FHA) for homeowners age 62+. It allows you to:

- Access a portion of your home equity
- Use the income tax free² cash proceeds as you wish
- Eliminate monthly mortgage payments³

You retain ownership of your home — all you have to do is continue to pay property taxes, homeowners insurance, and for home maintenance as you do now.



How can you use it?

The proceeds are used to pay off your existing mortgage. You get the rest as a lump sum, monthly payment, line of credit, or any combination of these. Use it in any way you choose, such as:

- Pay bills and everyday expenses
- Help cover the cost of healthcare
- Make home repairs and upgrades
- Open a line of credit for unexpected expenses⁴
- Help out family members

A commitment to customer service that's second to none.

We responsibly help homeowners live a more comfortable and secure retirement, by educating them about reverse mortgages — and helping them use hard-earned home equity to increase their cashflow and improve their finances.

REVERSE MORTGAGE VS. OTHER MORTGAGES

	REVERSE MORTGAGE/HECM	MORTGAGE/HELOC	
SIMILARITIES	Who has title and “owns” the property?	Borrower	Borrower
	Is the mortgage secured by the property?	Yes	Yes
	Who is responsible for taxes, insurance and home maintenance?	Borrower	Borrower
DIFFERENCES	Future credit line availability ^{1,4}	Guaranteed, increases over time	May be cut or suspended by lender
	Required monthly mortgage payments	No	Yes
	Loan balance	Increases	Decreases
	Foreclosure risk due to nonpayment ^{1,4}	Limited to tax and insurance defaults	Defaults on monthly payments as well as tax and insurance
	Heirs can be required to repay more than the home is worth	No	Yes

Contact me to learn more about reverse mortgages:

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1. CFPB Report to Congress on Reverse Mortgages, June 2012.
2. Consult a financial advisor and appropriate government agencies for any effect on taxes or government benefits.
3. Property taxes, homeowners insurance, and home maintenance required.
4. A line of credit is only available on adjustable-rate HECM products.

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