

How could asking Health & Lifestyle questions help your clients considering an Aviva lifetime mortgage?

For illustrative purposes only.

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Assessing health and lifestyle information allows some providers to determine whether the customer is likely to have shorter life expectancy than the average, which could mean the customer is offered improved product terms. These improved terms could mean customers can benefit from **a higher Loan to Value (LTV), a reduced interest rate, or sometimes both.**

Discussing health and lifestyle with every single customer that you meet not only allows you to see the true market picture of what's available for your customers, but also helps you meet the objectives under Consumer Duty to act in your clients' best interests and support their financial objectives.

An example of what can affect the price



Diabetics

17% aged 65-74
24% aged 75+



Living with Disabilities



Smokers

8% aged 65-74
4% aged 75+



6 in 10 high Blood pressure

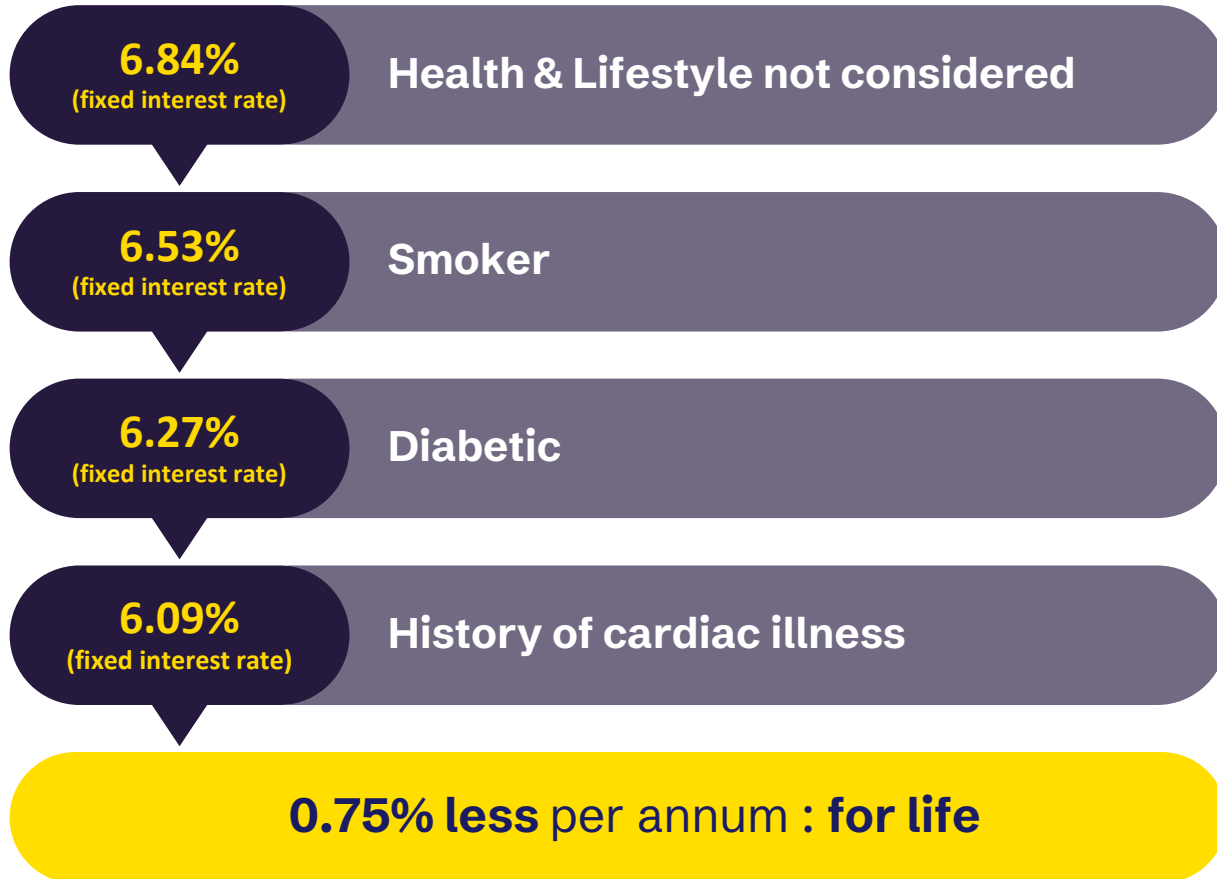
Source: NHS Digital, Health Survey for England 2021.



 AVIVA

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Interest rates vs. health and lifestyle considerations



Phil

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A 65-year-old male:

Property valued at **£350k** and wanting to borrow **£75,000**.

Initially, the adviser didn't ask the medical questions, so when the adviser sources the rate from Aviva, it comes back at **6.84%**.

When the various health and lifestyle factors are considered, the rates continue to reduce and overall, you have saved Phil **0.75% on his interest rate** per annum.

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Phil

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A 65-year-old male:

Property valued at **£350k** and wanting to borrow **the maximum**.

In this instance, Phil was told he could borrow a maximum of **£97,650**, but the adviser did not ask health and lifestyle questions.

As the questions are asked, the **maximum loan changes to £110,950** and not only that, but the interest rate has also been lowered by **0.67% for life**.

£13,142.35 more initial loan : + interest rate down by 0.67%

£110,950

6.53%
(fixed interest rate)

History of cardiac illness

£103,950

6.64%
(fixed interest rate)

Diabetic

£100,450

6.89%
(fixed interest rate)

Smoker

£97,650

7.20%
(fixed interest rate)

Health & Lifestyle not considered

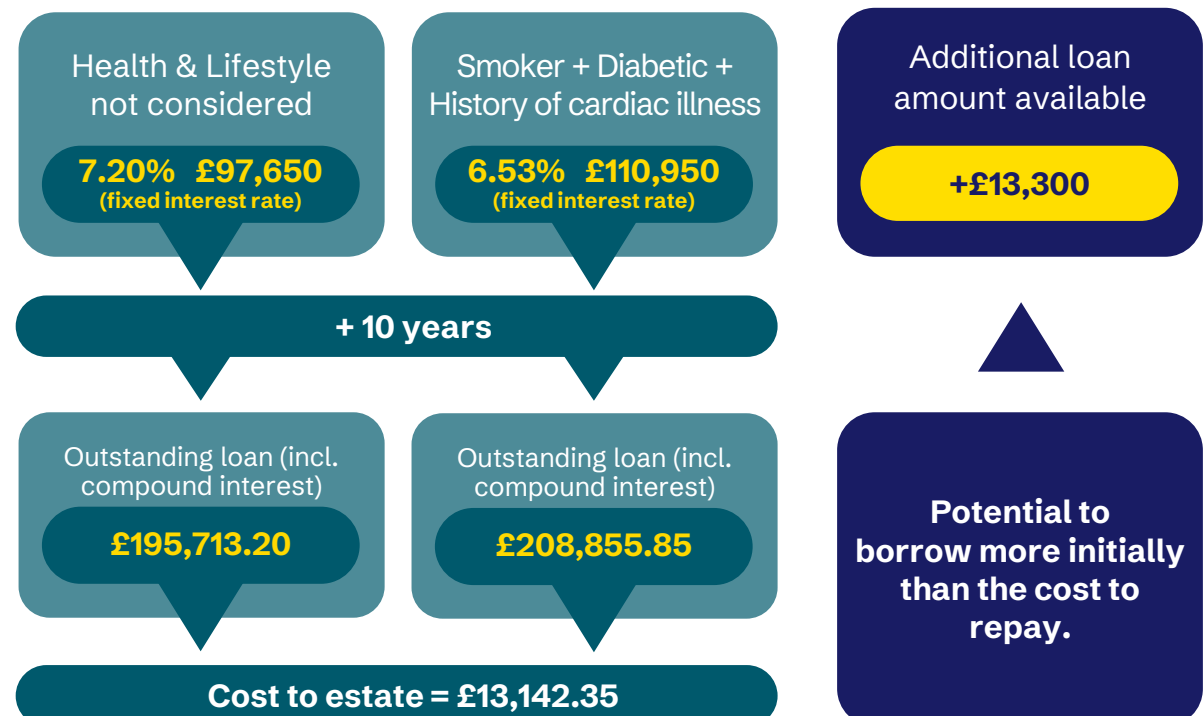
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A 65-year-old male: Borrowed £75,000. Passed away 10 years later.



A 65-year-old male: Borrowed the maximum loan amount. Passed away 10 years later.



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