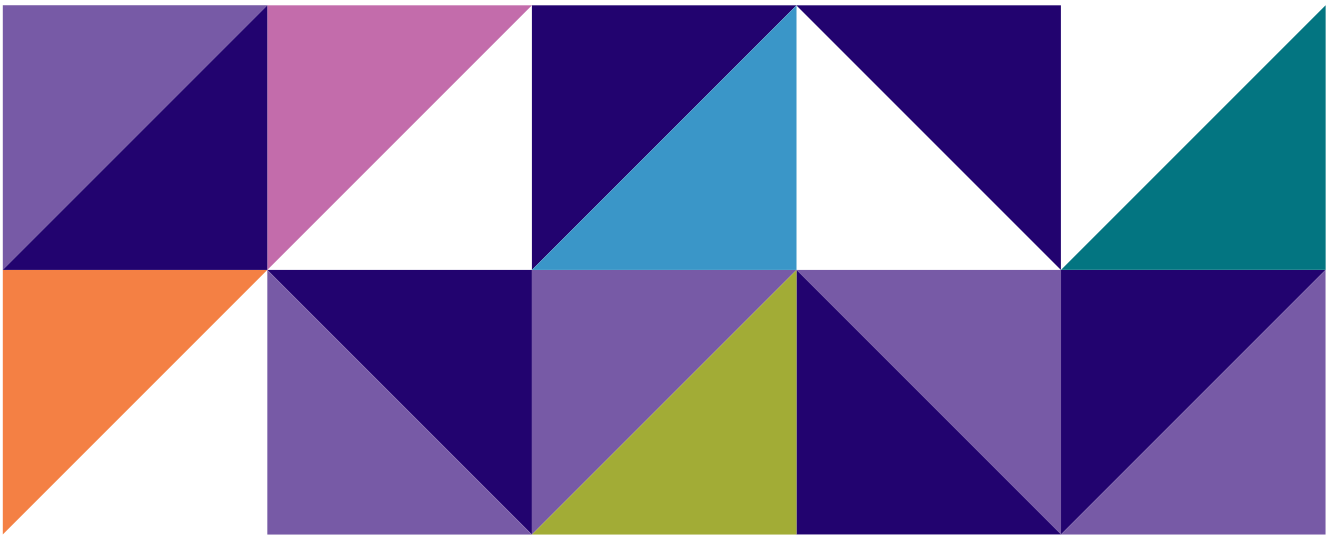
CLEVER LENDING

# An intelligent approach to lending



# Join us for a **fresh approach** to specialist lending

Clever Lending are a master broker focused on delivering second charge mortgages and commercial and bridging loans that meet your client needs, whilst providing you with a market-leading service you can rely on at every stage.

As part of the Totemic Group, we have a wealth of experience, expertise and resource available to us. This enables us to maintain our ethos of helping clients, supporting you and providing the right solution.

From a simple case through to a more complex lending need, we have vast experience in working with a wide range of requirements, ensuring an exemplary standard of service for you and the best outcome for your client.

With the arrival of the Mortgage Credit Directive (MCD) we will deliver a compliant and regulated service you and your clients can rely on. We have close relationships with our lenders enabling us to offer a vast range of secured, commercial and bridging products – providing solutions for a multitude of client needs.

For more information call us now on 0800 316 2224 or visit www.cleverlending.co.uk

# Why **choose** us?

## Providing the right solution

At Clever Lending we will do everything we can to ensure your case goes through to completion and provides the client with the most suitable product.

## Expert product knowledge

Whether it's second charge mortgages, commercial or bridging loans, our team are expertly skilled in quickly identifying the right product solution.

## Transparent commission structure

Our commission structure is a true 50/50 split – we don't take any further fees off the lender commission and broker fees – keeping things simple and clear.

## Flexible and supportive

We can either work with you on a case or deal direct with the client on your behalf, keeping you up to date along the way.

## Regulation – easing the way

With Clever Lending you can be confident in receiving a fully compliant service in support of MCD, providing peace of mind to you and your clients.

you+ CLEVER® LENDING

For more information call us now on 0800 316 2224 or visit www.cleverlending.co.uk

# Our **commission structure** is very simple

Clever Lending believe in being honest and fair with our brokers, which is why we offer a competitive and transparent commission structure that is continuously reviewed against market trends.

As an introducer with Clever Lending you will earn:

50% of the broker fee + 50% of the lender commission

Our introducers receive an average of £1,428.00* for each loan paid. This gives you a **potential £17,000 additional income** per year for just one completed case a month.

Loan Amount: **£25,000**
Monthly payment: **£290.53**
Term: **10 years**
Rate: **4.68%**
Total income including 10% Broker Fee: **£3,000**
Average Costs: **£127.55**
Introducer Income = **£1,463.23**

## A few things to know

*£1,428.00 = average commission paid to our introducers between 01/01/15 and 29/02/16.
The broker fee is 10% of the loan with a maximum fee of £5k.

# Second Charge Mortgages

The implementation of MCD supports second charge mortgages in being considered as a viable and affordable option for your client.

Your client may need to raise capital through a second charge mortgage for a number of reasons. Whether it's for home improvements, to help a family member or to consolidate any debt, second charge mortgages are a viable option.

## When is a second charge mortgage a suitable option?

- Your client is self-employed, without accounts
- Your client has a complex credit profile
- Your client wishes to retain their first charge mortgage deal
- Your client has minimal equity for a remortgage

### Our lender features:

- Loans up to £2.5 million
- Terms up to 30 years
- Fixed rate options – 2, 3, 4 and 5 years
- Standard LTV 95%
- Employed and self-employed
- Pension income accepted as sole income
- Benefits income accepted as sole income
- Complex affordability cases considered
- Buy-to-Let

# Bridging Loans

A bridging loan is designed to 'bridge' a gap – so if your client needs to borrow money quickly for an interim period for a property or business transaction. The loan usually lasts for no more than 12 months and acts as a cash injection at a time when it is required. A bridging loan is not a replacement for a long term solution.

## A bridging loan is typically used for:

Broken sale chains - Auction purchases - Full retention renovation

Below market value - Unmortgageable properties - Change of use.

A regulated bridging loan can also be a good option for clients who have found their dream home and have yet to sell their current property.

### Our lender features:

- 1st, 2nd & 3rd charges
- Zero arrangement fees
- 100% LTV available with additional security
- Terms from 1-18 months
- Loans from £10k
- No exit fees
- Staged release
- Auction purchases

# Commercial Mortgages

Commercial Mortgages are often aimed at businesses looking to purchase property to trade from; but this type of finance can also assist when the mainstream buy-to-let lenders can't.

Investors may have requirements for a more specific lending option which may include:

- Trading Businesses (leisure, retail and industrial)
- Semi commercial (such as a shop with a flat above)
- Mixed portfolio
- Standard commercial property
- Single residential property
- Multiple units on one title
- HMO/Student Lets – Investment Valuation/Brick and Mortar valuation
- Portfolio finance
- Blocks of flats

## Our lender features:

- Market leading rates
- Interest only options
- Loans from £25,000 with no maximum
- Up to 100% LTV (with additional security)
- Fixed and variable rates
- Flexible underwriting approach in relation to adverse
- All types of unusual property and borrower options

# Clever Sourcing – **giving you confidence**

Clever Sourcing helps you source a second charge mortgage quickly but also gives you the confidence of delivering a second charge service that is compliant and fully supportive of MCD.

## You+ Clever Sourcing means you can:

- Compare first charge mortgages with second charge mortgages
- Provide a compliant audit trail
- Save time in sourcing a product
- Identify more income opportunities

Clever Sourcing enables you to source quickly and confidently, providing a fully-rounded service for you and your client.

you+ CLEVER™ SOURCING

For more information call us now on 0800 316 2224 or visit www.cleverlending.co.uk

Call us now on **0800 316 2224**
or email **enquiries@cleverlending.co.uk**
or visit our website **www.cleverlending.co.uk**

Clever Lending is a trading name of Financial Makeover Limited. Financial Makeover Limited is a limited company registered in England and Wales with registered number 6111701. Registered Office: Kempton House, Dysart Road, PO Box 9562, Grantham, Lincolnshire NG31 0EA. Financial Makeover Limited is authorised and regulated by the Financial Conduct Authority (Financial Services Register number: 706595).

CL Brochure Vrs2 03/16