



Mortgage Incentive Terms Questionnaire

Client Name:

When considering mortgage borrowing, there are many different types of interest incentive available. All types of incentives have their advantages and disadvantages and it can be difficult to choose the right one for you. What is appropriate for any one individual depends upon many factors. For example:

- How long you intend to stay in your home / own your property
- Affordability
- Any future plans
- Your budgeting security
- How you ultimately intend to repay the mortgage

Mortgage Options

Please respond to the following statements and questions by ticking the relevant boxes.

I would describe my knowledge of mortgage products as:

- a) Minimal
- b) Low
- c) Average
- d) Above average
- e) Sophisticated

I intend to remain in my home (or keep the property if an investment property) for...?

- a) Less than one year
- b) Two Years
- c) Three Years
- d) Five Years
- e) Over Five Years
- f) Indefinitely

I am willing to accept that once arranged my mortgage payments may fluctuate both up and down and I am confident I could afford the increased cost if payments do rise:

- a) Strongly Agree
- b) Agree
- c) Disagree
- d) Strongly Disagree

Please confirm a particular date or age by which you intend to repay your mortgage:

Date:

My Age:

Partner's Age:

I appreciate the security of my mortgage repayment remaining constant even if this means I may pay over the odds should interest rates fall

- a) Strongly Agree
- b) Agree
- c) Disagree
- d) Strongly Disagree

I may make overpayments on my mortgage:

- a) Never
- b) Perhaps a small amount per month
- c) Up to 10% of the balance per annum
- d) Large amounts I would not need back
- e) Large amounts I may need to access again

Your attitude towards your mortgage borrowing may also change over time too as your financial priorities change. It is important to keep us apprised of developments. If you have further comments, please supply details in the box provided.

Name: Name:

Signature: Signature:

Date:

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Further Comments: