

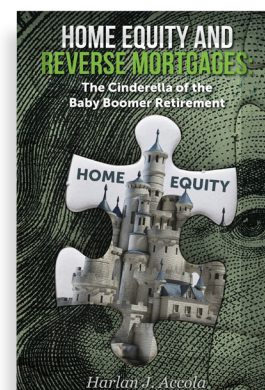


INTEGRATING HOME EQUITY INTO YOUR FINANCIAL PLANNING PROCESS

- 1. Discovery** - Fill out the Reverse Mortgage Loan Case Study Sheet and give to Fairway Reverse Mortgage Planner.
- 2. Analysis** - Fairway Reverse Mortgage Planner runs proposals and does case design with analysis team at Fairway.
- 3. Discussion** - Present proposal and ideas to financial planner without client. If we can improve the client's overall financial well-being, schedule a joint meeting.
- 4. Presentation** - Present to client with Reverse Mortgage Planner detailing action steps and benefits of a reverse mortgage.
- 5. Implementation** - Reverse Mortgage Planner will collect documents, application, order appraisals, etc. Closing takes approximately 3-4 weeks.

Why Work with a Fairway Reverse Mortgage Planner?

1. National In-Person Or Online Conferencing Appointments to meet with you and your customer at times that are convenient for you
2. All of Fairway's Reverse Mortgage Planners are highly trained and have a complete understanding of how to design the reverse mortgage transaction in order to best meet the financial needs of each individual borrower
3. We have comprehensive tools and marketing materials available to you that can explain to your customer how a reverse mortgage works



**Contact Me to Request
Your Free Book**



ALESIA DUTTON
"The Reverse Mortgage Lady"



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