



**HELP IS AT HAND FOR FIRST TIME BUYERS**

Trying to buy a first home and raising 25% of the purchase price can seem like an unrealistic dream to many.

There is however a way that parents and grandparents can help first time buyers to raise the much needed 25% deposit without it placing any strain on household finances.

An equity release mortgage on a family home, second or holiday home simply frees up some of the capital in your property for a good cause. The money can be placed in a Trust, with the Trust lending the money to the first home buyer as a second charge on their newly acquired property.

Providing you use a lender that is a member of the Safe Home Income Plans scheme, there is no danger of your estate being left with a large debt. In fact approved lenders offer a 'No Negative Equity' guarantee so any shortfall in property value on death is completely wiped out.

If your adult child or grandchild is struggling to invest in a first property, an equity release mortgage can give them a much needed helping hand.

We can give you some valuable independent financial advice on equity release mortgages if you are thinking of helping out in this way. Please contact us on **0845 0138659** to discuss in confidence.

For mortgage advice, we either charge a fee, typically £500, or we receive commission from the lender. In all cases, our fees are transparent and we will agree them with you before moving forward. These are lifetime mortgages and home reversion plans. To understand their features and risks ask for a personalised illustration.

**FEATURE ARTICLE**

**CLIENT RECOMMENDATION**

*"To consider such a step as an equity release mortgage needs someone with an in-depth understanding of the good points and yet the pitfalls that can occur. From the beginning Gordon Tate made the advantages and disadvantages of the scheme very clear on which we could base our decision. The continued follow-up during the negotiation stages was very reassuring and we can now go ahead and utilise the monies for the various projects we have planned. We can now look forward to a future without the worry of funding."*

A & L Williams, Hampshire

**NEW WEBSITE**

At Gordon Tate Associates we understand that it's much easier to go online than pick up the phone. That's why we have stepped up our online communications with a new look website and more information about our products and services.

With so many years experience in the financial advice industry, we also feel our industry expertise and integrity should be shared around so we have started to blog. We are new at this so we can do with your support and comments! Our blog can be accessed from the website – [www.gordontate.co.uk](http://www.gordontate.co.uk)

Finally, soon we will be implementing an online insurance quote service where you will have access to some of the best deals in the market from a company you know you can trust.

We hope you will visit our website and join us in our campaign to provide the best independent financial advice available whether online, by phone or in person.

Please call us if you'd like to discuss your finances or to book your free one hour review.

**CONTENTS:**

- > From Gordon's Desk: Free One Hour Review
- > Feature Article: Equity Release – A Helping Hand for First Time Buyers
- > Client Profile
- > Our New Website

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*Welcome to the first of our new look quarterly newsletters designed to help you make informed financial decisions for a brighter 2010.*

**HERE'S TO A GREAT 2010...**

The financial markets are improving, up 60% on credit crisis lows, and business is beginning to return to normal.

During the credit crisis there were fluctuations in interest rates, changes in funding policies and severe highs and lows in investment options.



^ Gordon Tate  
Principal  
Gordon Tate Associates

We understand it can be difficult to know how the changes have affected your own financial arrangements **SO**, this Quarter, we are offering you a **FREE ONE HOUR REVIEW** to give you fresh insight and renewed peace of mind.

Remember, Gordon Tate Associates is an authorised independent financial adviser (IFA) so you are assured of impartial advice at all times.

Call us on **0845 0138659** to book your free review or email us: [review@gordontate.co.uk](mailto:review@gordontate.co.uk)

Our free review offer is only valid until 30<sup>th</sup> June 2010, so book now to make sure you don't forget!

**PEACE OF MIND**

