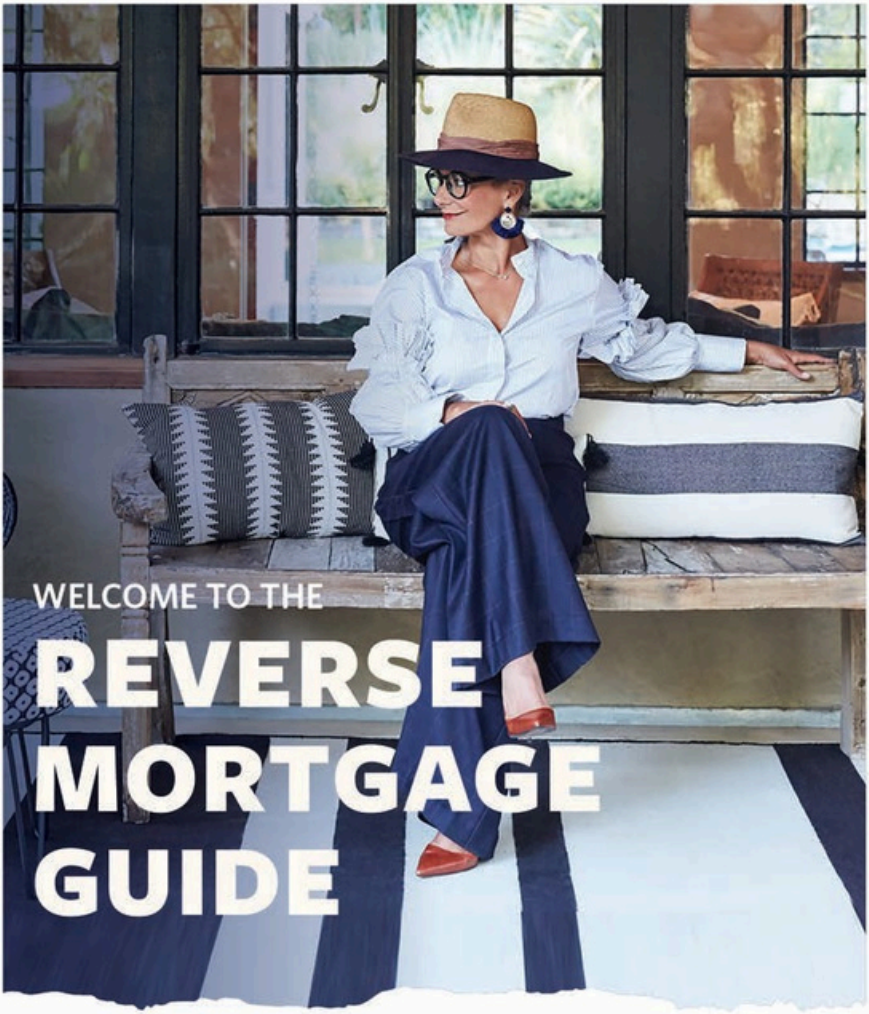

WELCOME TO THE

REVERSE MORTGAGE GUIDE

Protect Your Kingdom

Mutual of Omaha MORTGAGE

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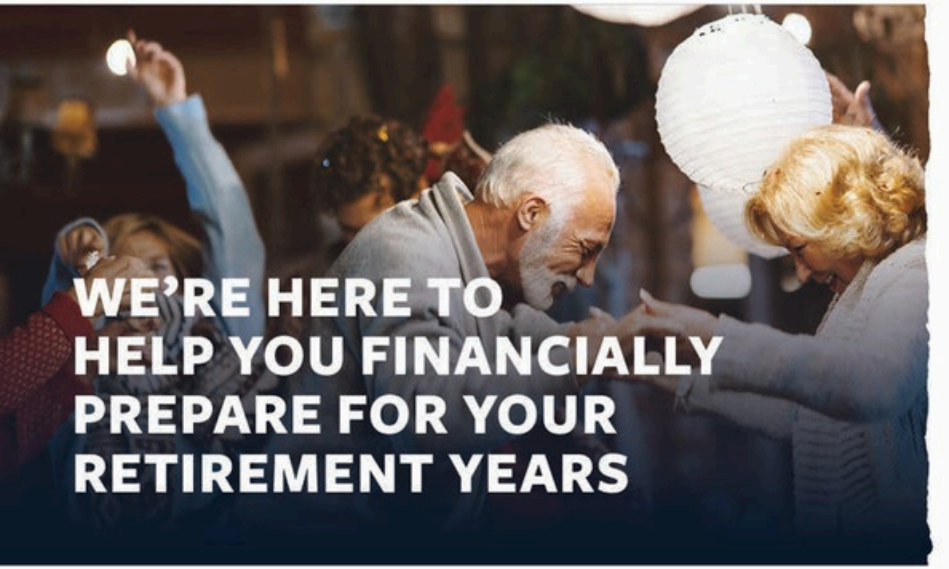


WE'RE HERE TO HELP YOU FINANCIALLY PREPARE FOR YOUR RETIREMENT YEARS

Use a Reverse Mortgage to:

- Supplement your monthly cash flow
- Eliminate your existing mortgage payment*
- Pay for home improvements or remodel your home
- Provide flexible sources of monthly cash flow outside of retirement accounts
- Pay off credit cards, household and medical bills
- Create a "standby" line of credit for future expenses
- Help family members
- Buy a new car or pay for a dream vacation
- Whatever you choose!

*No payments are required unless there is a default on the loan (typically not paying property taxes or homeowner's insurance) at which time the loan is called due and payable.

Your home is a Savings Bank

Success In Retirement Often Depends Upon Having Options

Although the home is typically one's largest asset, it is often overlooked when seeking ways to fund retirement. This booklet is designed to help you determine if a (Home Equity Conversion Mortgage also known as a reverse mortgage) will enhance your retirement. For many retirees it provides both financial security and peace of mind. It's a safe and proven way to generate additional cash flow and financial flexibility utilizing the value you've built up in your home. A government insured reverse mortgage could help you live more comfortably today, and more importantly be better prepared for the future.

Benefits Include:

Guaranteed ownership of your home for life as long as you satisfy basic loan obligations, which include occupying your home as your primary residence and remaining current on property taxes, home owners insurance, the costs of home maintenance, and any HOA fees.

The money is **tax-free** and does not affect Social Security or Medicare*.

No monthly mortgage payments required. This may substantially increase your monthly cash flow.

*A reverse mortgage may affect benefits from or eligibility for some government programs such as Supplemental Security Income and Medicaid.

What is a reverse mortgage?

A reverse mortgage converts a portion of your home equity into tax-free cash. You can establish a line of credit that grows larger over time, receive predictable monthly payments, or receive a lump sum. There are no monthly mortgage payments required, although you are allowed to make payments if you so choose. You do not give up ownership of your home and you can still pass your home on to your heirs.

Who qualifies?

There are few requirements for a reverse mortgage. The program was designed for homeowners aged 62 and over who own and live in the home as their primary residence. HUD requires an assessment on each reverse mortgage, and you will need to receive consumer information from a third-party counseling source prior to obtaining the loan. Our advisor will assist you through this simple process.

- You or your spouse must be 62 or older
- You must own and occupy the home as your primary residence (May be eligible even if there is a first or second mortgage)
- You continue to be responsible for the payment of property taxes, home owners insurance, the costs of home maintenance, and any HOA fees

How much money could I receive?

The amount of money you receive depends on your age (or the age of your spouse), the value of your home, current interest rates and the plan you choose. Our Mutual of Omaha Mortgage Advisor will be happy to assist you in evaluating your options and calculating the maximum amount of money available to you. **No obligation. No cost. Call for a free evaluation.**

What are my payment options?

Depending on the program you choose, you determine how you receive your money. Your personal plan may include:

- A monthly supplement – **increase your cash flow for life**
- A partial or lump-sum payment – **paid at closing**
- A line of credit – **access funds when needed/credit line grows over time**
- Or a combination of the three

Let's Talk.

Give me a call and let's start the conversation.

What costs are involved?

Reverse mortgage loan costs are similar to those of a traditional mortgage. Most costs can be paid from the proceeds of the reverse mortgage and may include an origination fee, title insurance, FHA mortgage insurance and appraisal. Most financing fees are federally regulated. You will be provided a detailed good-faith estimate of the costs involved. Although there are no monthly payments, you do have responsibilities. Like all homeowners, you must continue to pay your property taxes and insurance, and maintain your home.

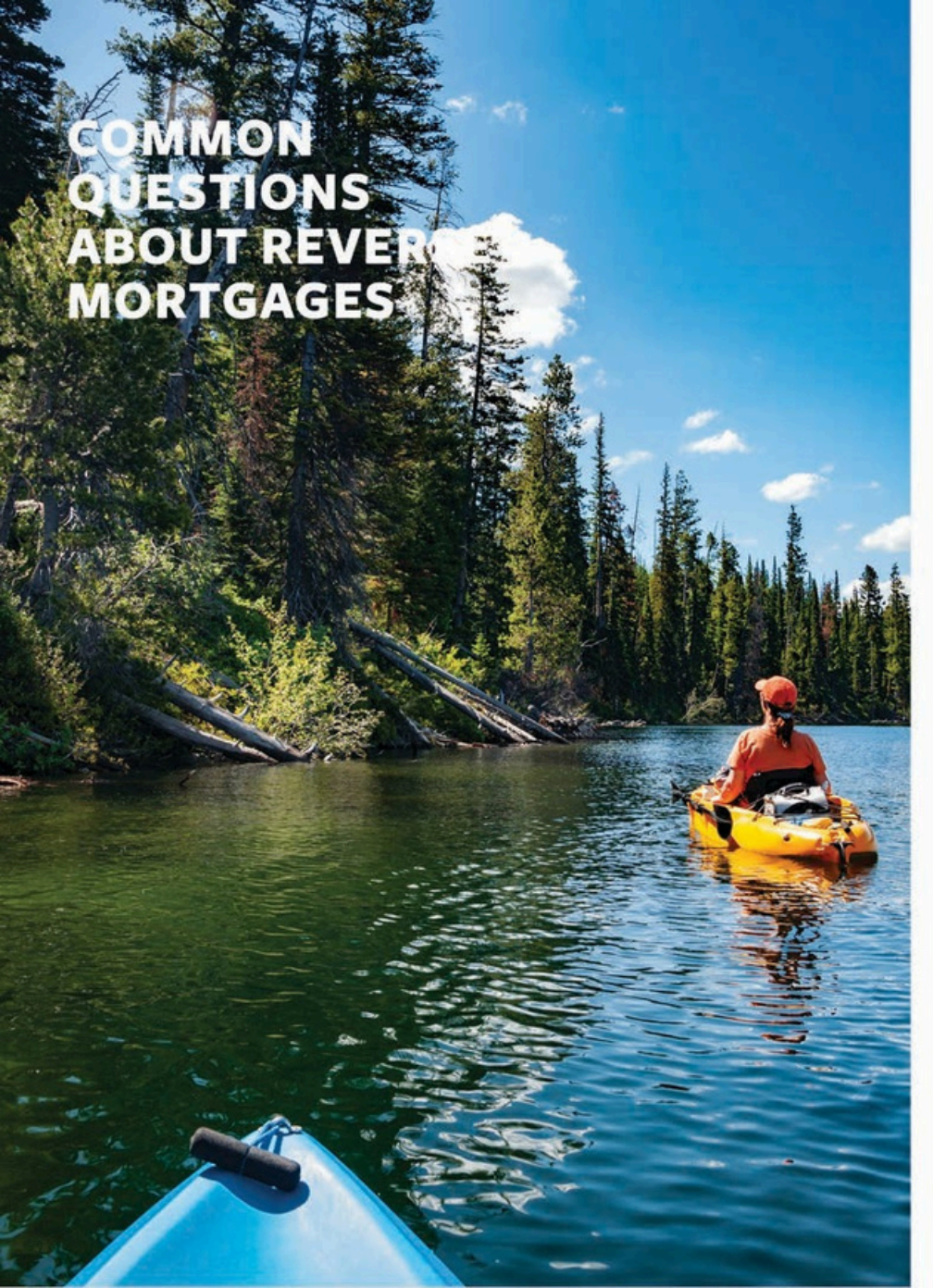
Will I owe tax on the money I receive?

No. The proceeds received from a reverse mortgage are considered borrowed money and thus are not taxable income by the IRS. We recommend that you consult your financial advisor for your specific situation. It is your money, and you can use it any way you choose.

Additionally you have the right to sell the property at any time. When the last borrower leaves the home, the reverse mortgage becomes due, and you or your estate will repay the money you received by selling, or refinancing the home. After the balance of your reverse mortgage is paid off, the remaining equity will transfer to you or your heirs.

Can I qualify if I already have a mortgage?

Yes. If there is sufficient equity in your home, your existing mortgage will be paid off with the money from your reverse mortgage. Enjoy the financial freedom and additional cash flow that come with eliminating your monthly mortgage payment. Any remaining funds from your reverse mortgage line of credit can be disbursed to you at a later time when needed.


COMMON
QUESTIONS
ABOUT REVER
MORTGAGES

Will my children still receive an inheritance?

After the home is sold and the reverse mortgage is paid off, all remaining equity will belong to your heirs. No other assets besides the home are used to secure the loan.

Can I use a reverse mortgage to purchase a home?

Yes. This is exciting news for those wanting to downsize, upsize, move to a senior community or closer to family. The FHA Home-Purchase Reverse Mortgage loan allows qualified homeowners to purchase a primary residence with no monthly mortgage payment in one transaction.

Help Meeting Healthcare Costs

A critical issue for many older Americans is paying for healthcare, prescription drugs or in-home care. As many retirees and their children have discovered, a reverse mortgage can help cover these expenses. Thousands of customers have used this financial benefit to make their retirement more comfortable, allowing them to remain in the home they know and love.

Financial-Planning Tool

Since its introduction in 1989, reverse mortgages have become increasingly popular in America as a viable financial option for older homeowners. This powerful financial tool has helped over 800,000 homeowners enhance their retirement lifestyle. It can help you increase retirement cash flow, provide funds for health care, reduce the impact of and provide funding for estate taxes, and maximize legacy asset transfer. No matter which reverse mortgage you choose, you remain the owner of your home and receive all appreciation in the value of your home.

CONSUMER SAFEGUARDS

The government-insured Home Equity Conversion Mortgage (reverse mortgage) is a safe plan that can provide older Americans greater financial security. Here are a few of the important safeguards in place for your benefit:

Counseling

FHA requires each applicant to complete a counseling session with an independent, HUD-Approved, third-party counselor to review the various programs. Mutual of Omaha Mortgage encourages counseling as it increases your comfort with the process and helps you understand all your options. After this session, a required Counseling Certificate will be issued signifying completion.

No Prepayment Penalty

You may choose, at any time, to repay the HECM reverse mortgage without any penalty or additional charges.

HUD Fee Limitations

The loan origination fees charged are regulated by the U.S. Department of Housing and Urban Development (HUD).

A Reverse Mortgage is a Non-Recourse Loan

No assets other than your home secure the loan. If you were to owe more than the home is worth when the loan comes due, an FHA managed insurance fund will cover the difference to the lender. If the home is worth more, all remaining equity belongs to you or your heirs.

Today's FHA reverse mortgages are highly regulated by State and Federal laws to ensure consumer safety.

What is the process when applying for a reverse mortgage with Mutual of Omaha Mortgage?

1. **Speak with a Reverse Mortgage Advisor**

   Call your advisor to discuss your situation. Our professionals will walk you through a free, no obligation financial review and help you determine which product option best meets your goals and needs. If you decide a reverse mortgage is right for you, your advisor will be happy to help with the application and answer any questions along the way.

2. **HUD-Approved Counseling is Required**

   This is a great safeguard the government has built into the process to ensure that you get all the facts from an independent counselor. This step reinforces what your specialist has covered with you prior to counseling

3. **Processing and Approval**

   After receiving the application, your reverse mortgage enters the processing stage. An FHA appraisal will be required. We will also request financial information which we verify to ensure that a reverse mortgage is a financially sound long-term solution. Next the loan moves to the underwriting process, where all the documents are reviewed, finalized and prepared for closing.

4. **Closing and Receiving your Funds**

   We can sign the reverse mortgage documents in the comfort of your own home. The funds will be disbursed as you determine.

A reverse mortgage is designed to strengthen your personal and financial independence by providing funds without the burden of a monthly payment during your lifetime.

THE HOME EQUITY CONVERSION MORTGAGE

Reduced Stress

The HECM has taken a lot of the stress away for Mr. & Mrs. C. It will help in buying medicine for Mr. C. They felt a real sense of financial security in the event any major repair or other event arises now having the funds to meet the unexpected.

Independent

Melvin and Doris are like a lot of people. Their worry was if one of them gets sick, where would they get the money to cover healthcare? They did not want to be a burden to their children. They used some of the money from their Reverse Mortgage to make their home safer and left the rest in a line of credit for emergencies.

Consolidate Debt

Helen was in debt with monthly payments over $700 that were difficult to make. She paid off her bills, eliminating the payments, and now collects over $900 a month thanks to herreverse mortgage!

Enjoying Life

Morgan didn't need additional monthly cash flow but wanted to take some of the equity in his home to enjoy life. He took out $100,000 and bought a motorhome, a new furnace, and completed some other projects around the house. Morgan is now doing some traveling in his new motorhome. He left the rest of the money in a credit line for a rainy day.

Finally Retire

Riley's daughters told her about the Home Equity Conversion Mortgage program, which allowed her to finally retire.

Enjoy Family Moments Now

With her reverse mortgage, Betty has a chance to help her kids. She paid for most of her son's repairs on his house to help make a ramp and cement his backyard for his disabled daughter. She also helped her granddaughter buy her first home. This is the greatest thrill of her life to help out her family while she's still alive, so she can enjoy their moments while living a comfortable retirement.

Let's Talk.

Give me a call and let's start the conversation.

Why Mutual of Omaha Mortgage?

- ☑ A Mutual of Omaha Insurance Company. A company that has a long reputation of strength and stability
- ☑ A lender that specializes in one thing and one thing only: reverse mortgages
- ☑ A+ rating with the Better Business Bureau
- ☑ A HUD approved lender
- ☑ An Equal Housing Lender
- ☑ A company that provides personal service with a dedicated advisor who will walk you through the loan from application to closing
- ☑ A member of the National Reverse Mortgage Lenders Association

Code of Ethics and Professional Responsibility

National Reverse Mortgage Lenders Association

The NRMLA Code of Ethics & Professional Responsibility (Code of Ethics) describes values shared and rules applicable to all members of the National Reverse Mortgage Lenders Association (NRMLA). Under this Code of Ethics, NRMLA Members are generally responsible and held responsible for the actions or failures to act of their officers, directors, employees, agents and representatives. As a condition of membership, all NRMLA Members are required to adhere to this Code of Ethics. Accordingly, each NRMLA Member agrees to observe, maintain and adhere to the following set of values:

Value 1: Fairness

NRMLA Members shall treat consumers with respect and dignity, and in a manner that is fair, reasonable and as they would want to be treated.

Value 2: Confidentiality

NRMLA Members shall appropriately respect, protect, preserve and safeguard the privacy and confidentiality of information obtained from and about consumers.

Value 3: Integrity

NRMLA Members shall act with integrity by adhering to the letter and spirit of this Code of Ethics, which includes disclosing potential conflicts of interest to consumers in a timely manner.

Value 4: Competence

NRMLA Members shall provide services to consumers in a competent manner, acquiring and maintaining necessary and appropriate knowledge, skill and experience to do so, and referring consumers to others who possess such knowledge, skills and experience when they are unable to do so.

Value 5: Diligence

NRMLA Members shall provide services to consumers with diligence and due care, promptly, thoughtfully, in a manner considerate of the interests of consumers and fully in compliance with all applicable legal and regulatory requirements.

Value 6: Professionalism

NRMLA Members' conduct shall reflect positively on NRMLA, the profession and the industry.

Mutual of Omaha MORTGAGE

Call Today for More Information

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Borrower must occupy home as primary residence and remain current on property taxes, homeowner's insurance, the costs of home maintenance, and any HOA fees Mutual of Omaha Mortgage, Inc. dba Mutual of Omaha Reverse Mortgage, NMLS ID 1025894. 3131 Camino Del Rio N 1100, San Diego, CA 92108. Subject to Credit Approval. These materials are not from HUD or FHA and the document was not approved by HUD, FHA or any Government Agency. For licensing information, go to: www.nmlsconsumeraccess.org Minnesota Residential Mortgage Originator Exemption MN-OX-1025894;

Equal Housing Lender