

# WHEN TO SUGGEST A HOME EQUITY CONVERSION MORTGAGE

## Are They Eligible?

- Resides in Home as Primary Residence
- At Least One Borrower 62 Years of Age or Older
- Borrower Must Have Sufficient Equity in Home

At Mutual of Omaha Mortgage there are a number of payout options when it comes to your client's HECM. To learn more about how a HECM may fit in your client's retirement plan, **please contact me today.**

Home Equity Conversion Calculators and Retirement Projections with and without a HECM are available for use by financial professionals at / [mutualreverse.com/reverse-mortgage-calculator](https://mutualreverse.com/reverse-mortgage-calculator)

Circumstance	Possible HECM Solution
Reduce withdrawal from Qualified Accounts preventing tax bracket creep.	HECM monthly tenure payments
Having to sell stocks at low value in a bear market	Use HECM as a Revolving LOC
Divorce Settlement or purchase new home	HECM Full Draw
Need funds for LTC or insurance premiums	HECM non-cancelable Line of Credit
Client uneasy about future and wants to reserve the right to use his home equity later in retirement.	HECM non-cancelable growing Line of Credit
Need to delay Social Security payouts but need an income bridge	HECM monthly term payments
Client portfolio withdrawals unsustainable	HECM monthly tenure payments
Debt obligations with high interest rates	HECM Combination
Mortgage payments a burden	HECM eliminates monthly payments
Portfolio at risk	HECM non-cancelable Line of Credit

Borrower must occupy home as primary residence and remain current on property taxes, homeowner's insurance, the costs on home maintenance, and any HOA fees.  
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## Call Today For More Information

