

HOW TO EFFECTIVELY PRESENT A REVERSE MORTGAGE TO FINANCIAL ADVISORS



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YOUR PRESENTER



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Shain Urwin is a National Director for C2 Financial Corporation's Reverse Division. His successful career in mortgage origination and real estate sales stretches back more than 20 years. Over that time, Shain's achievements include originating many hundreds of loans as well as real estate sales in excess of \$100MM.

Shain is also a Registered Social Security Analyst. He studied finance at Oral Robert's University and worked as a Financial Advisor for LPL, where held series 6, 63, and 7 licenses. Being a Retirement Mortgage Specialist, Shain helps his clients reach their retirement goals and dreams by offering them mortgage solutions that focus on retirement.



Dr. Wade D. Pfau

Dr. Wade D. Pfau, CFA[®], is a Professor of Retirement Income in the PhD in Financial and Retirement Planning program at The American College of Financial Services. He is also a contributor to the The College's Retirement Income Certified Professional[®] (RICP[®]) designation program curriculum.

HOW TO USE REVERSE MORTGAGES TO SECURE YOUR RETIREMENT

Presented by:

Wade Pfau, Ph.D., CFA, RICP

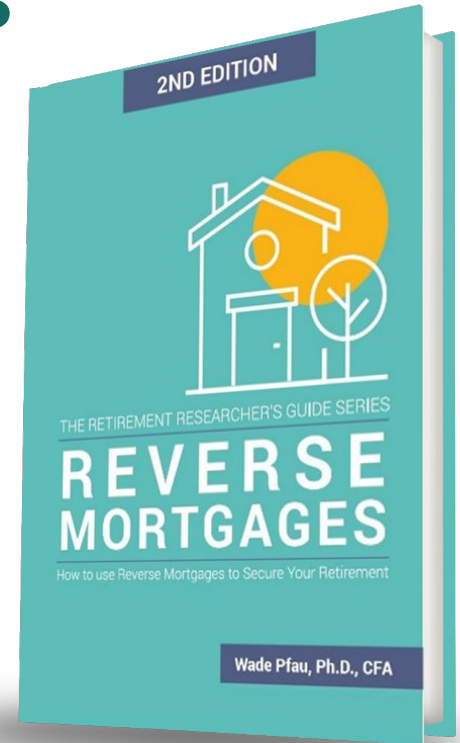
RICP Curriculum Director

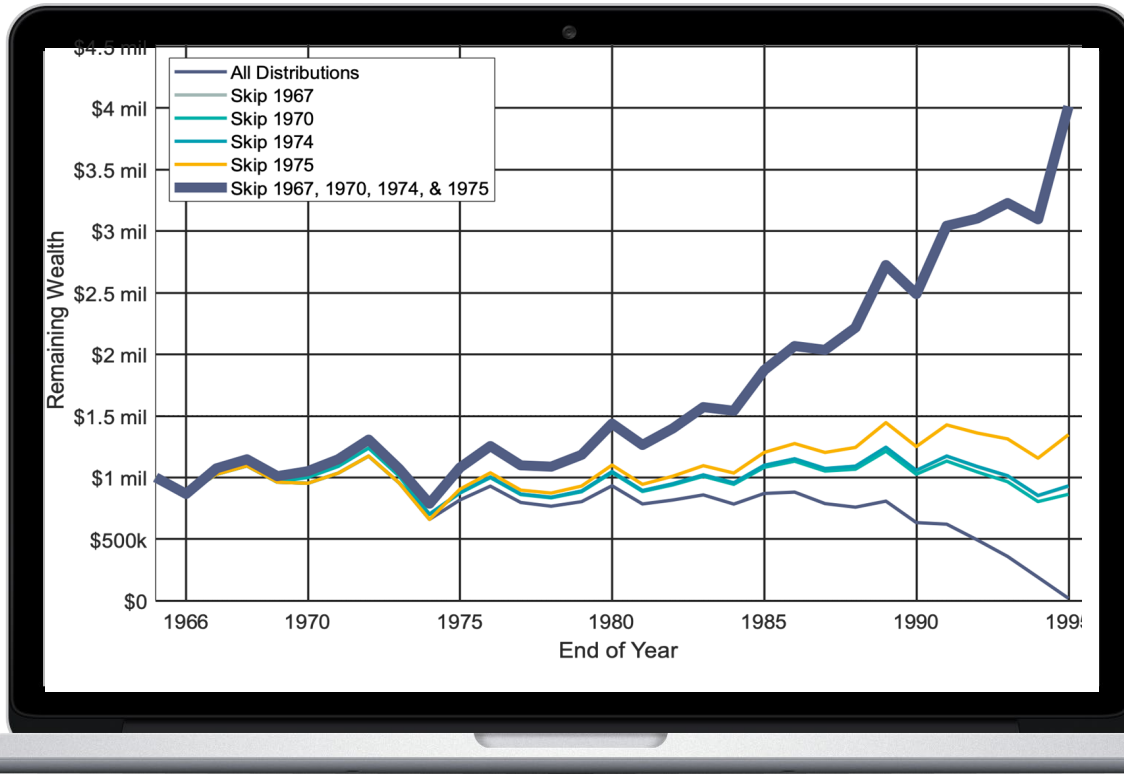
The American College for Financial Services
& RetirementResearcher.com



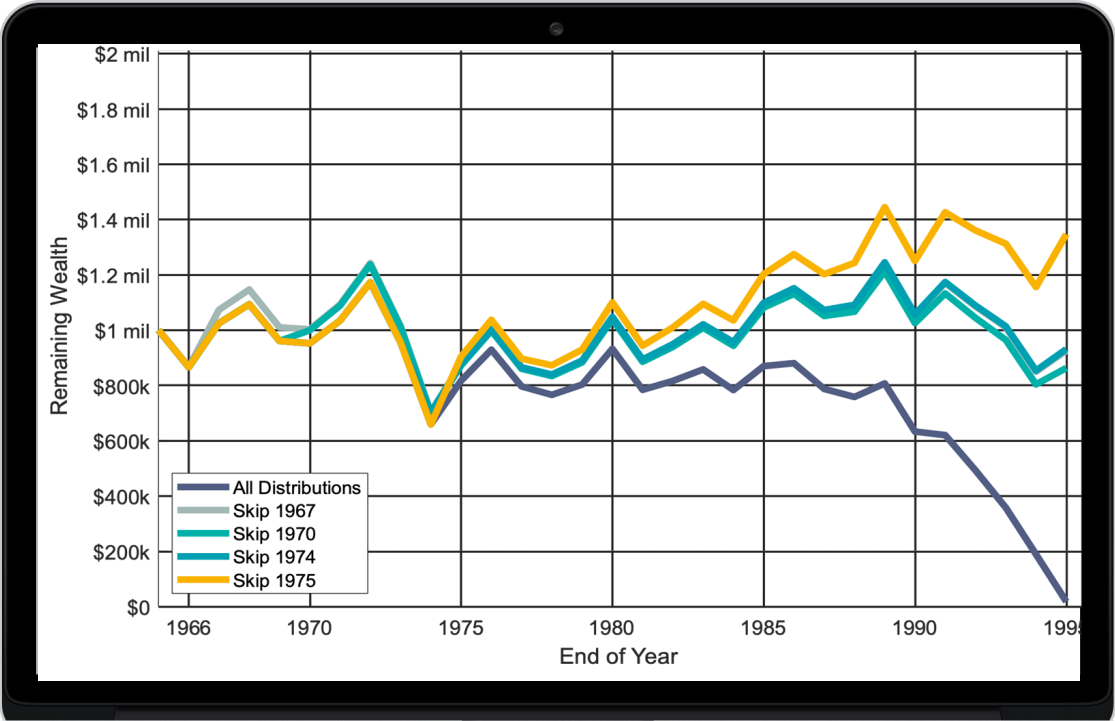
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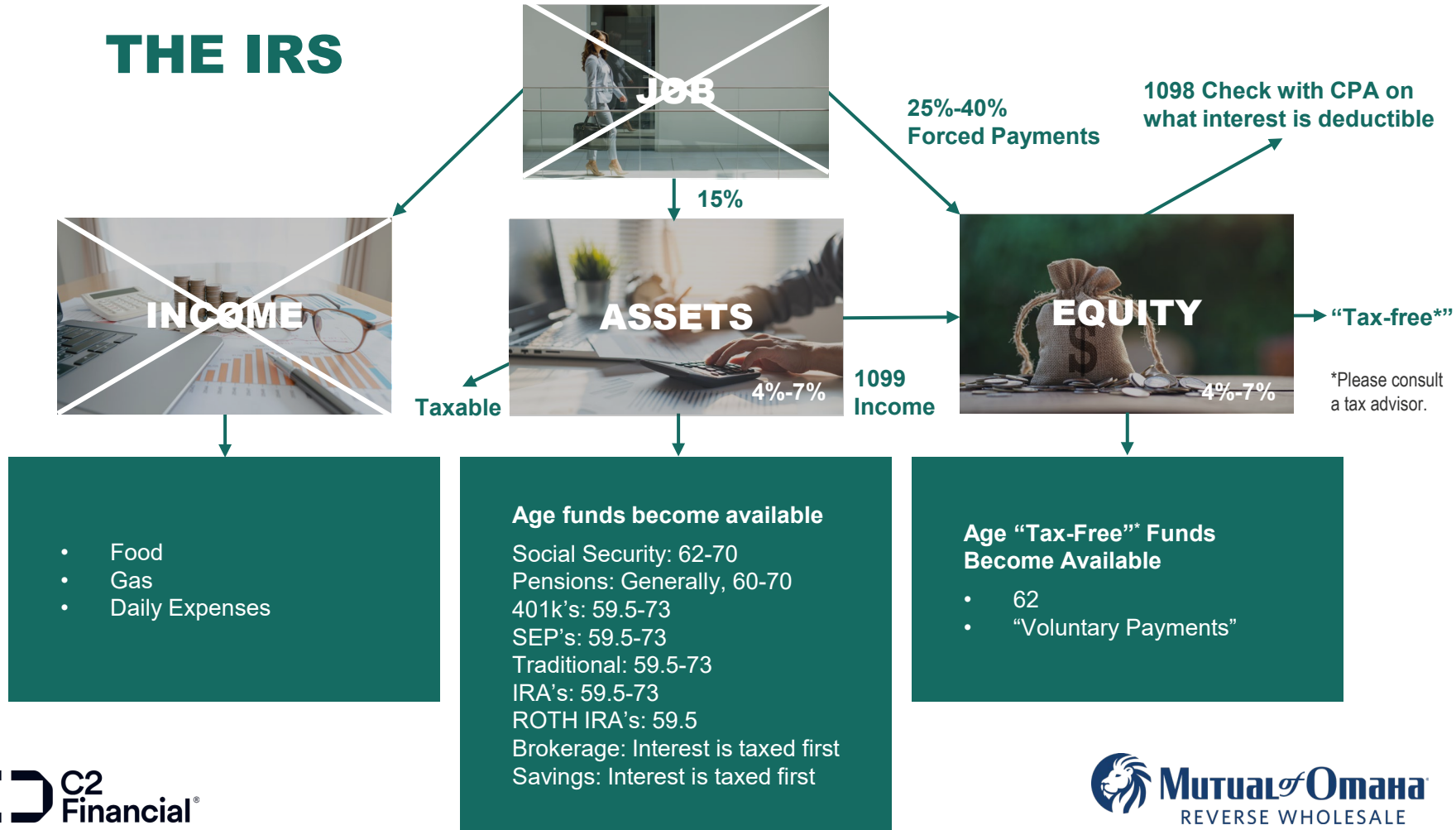


BUFFER ASSET CONCEPT



BUFFER ASSETS

THE IRS



ACQUISITION INDEBTEDNESS

- Any debt that is used to buy, build, or substantially improve a qualified residence of the taxpayer.
- Interest becomes tax deductible when it is paid, not when it accrues.
- HECMs make interest stacking possible. Mortgage payments are made strategically as HECM payments are optional and not required as they are on traditional mortgages.
- Unpaid interest may even be tax-deductible to the heirs of a deceased HECM borrower. See Tax Attorneys Dr. Barry Sacks' article in The Journal of Taxation

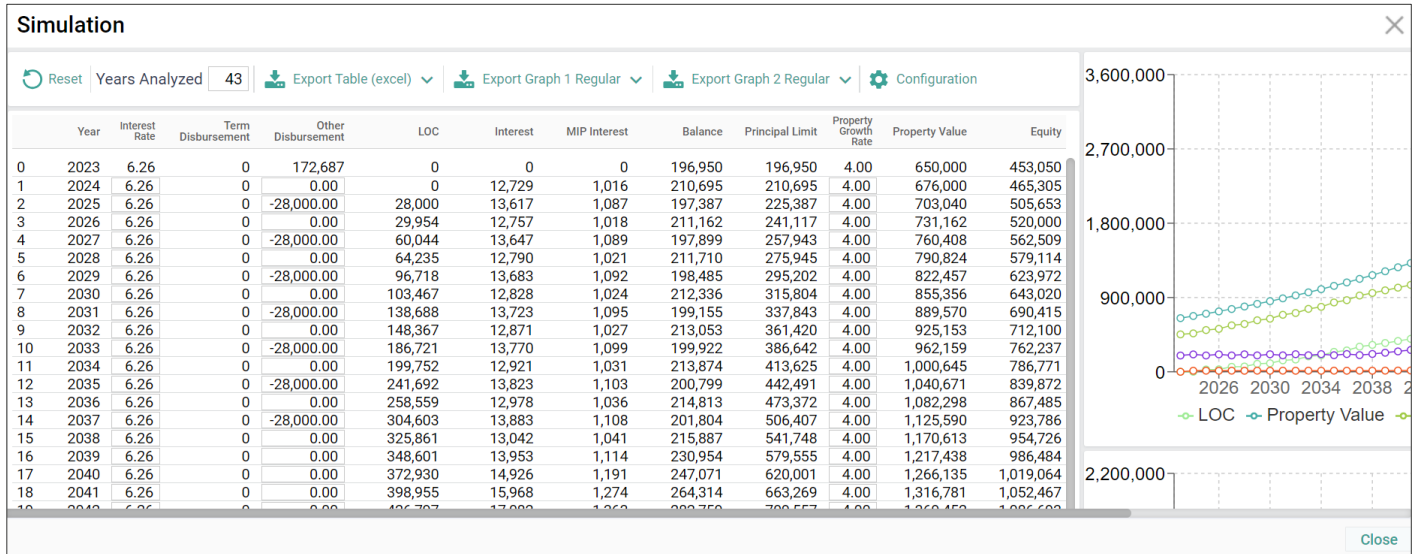
POSSIBLE ROTH CONVERSION STRATEGIES

- With the proper use of a HECM, homes that are full of dormant equity can be a great place to acquire the funds to pay necessary taxes that are needed to convert traditional IRAs into Roth IRAs without depleting funds from the investments themselves.
- Strategic conversion strategies can be done over a several year period to reduce taxation.
- Voluntary monthly mortgage payments* can be made to reduce the debt on the HECM and increase the credit line on LOC HECM products.
*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.
- Lump sum Roth conversion strategies are possible when coupled with acquisition indebtedness interest stacking strategies.

NON-CORRELATED ASSET “BUFFER ASSET”

- Using a coordinated strategy HECM borrowers can reduce potential losses and reduce taxable income.
- Loans are almost always tax-free.* The proper use of HECM proceeds can help borrowers better navigate retirement and reduce the risk of outliving their money.
- Many HECM borrowers are able to delay Social Security withdrawals and reduce the overall taxation on their fixed income and IRA distributions/RMDs.
- Down markets matter! Having access to more funds in retirement gives a retiree more options to spend from. More options can lead to lower overall costs on funds and result in a higher legacy for any potential heirs.

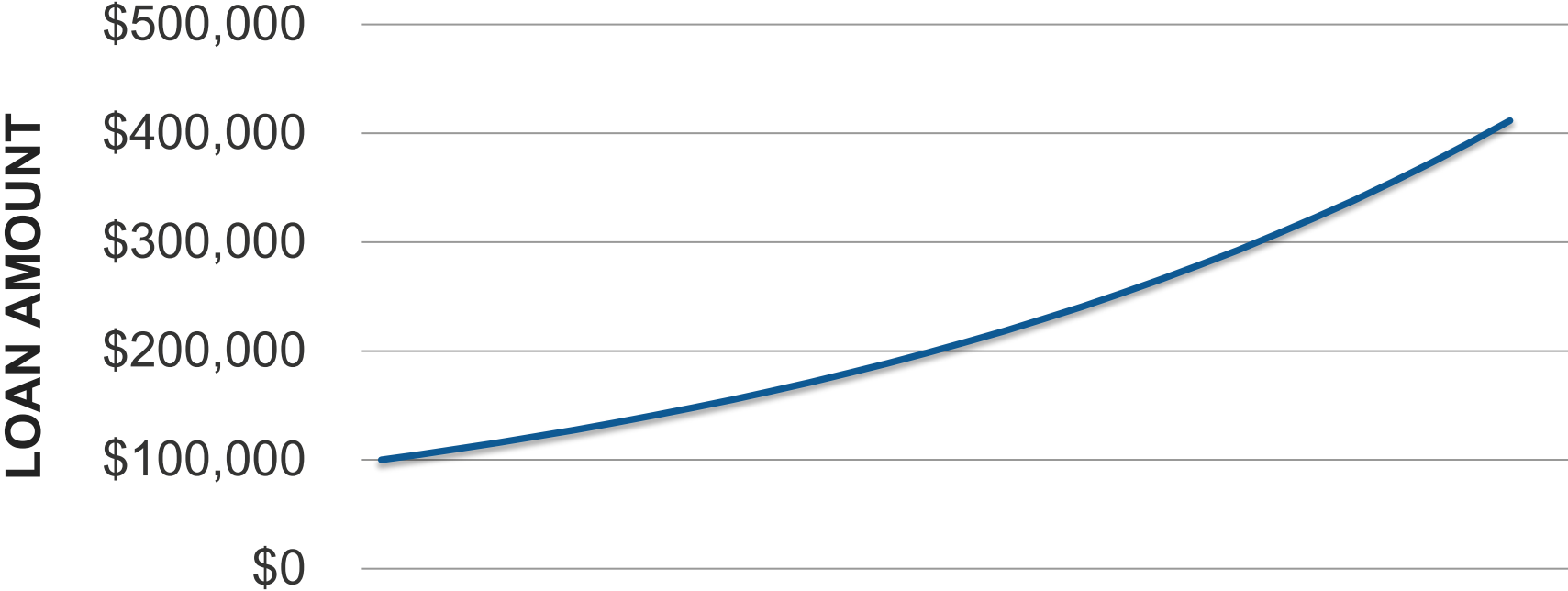
REVERSE MORTGAGE INCOME TAX REDUCTION STRATEGIES HECM PURCHASE SCENARIO



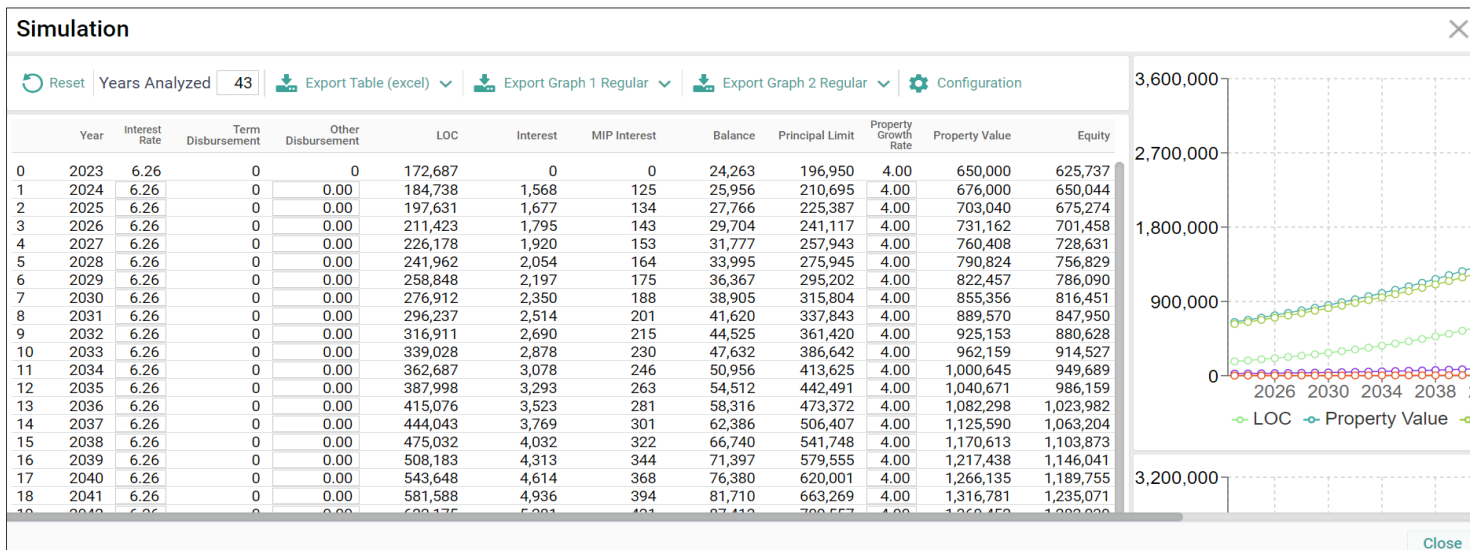
\$650,000 Purchase Price

REVERSE MORTGAGE

Line Growth



REVERSE MORTGAGE INCOME TAX REDUCTION STRATEGIES HECM LINE OF CREDIT SCENARIO



\$650,000 Purchase Price



A woman with dark hair and glasses, wearing a beige blazer over a white turtleneck, is seated at a wooden desk in a modern office. She is looking at a laptop screen while holding a pen over an open notebook. The office has large windows in the background, and the scene is lit with warm, natural light.

C2 REVERSE MORTGAGE CASE STUDY

C2 REVERSE MORTGAGE CASE STUDY

3 Buckets Scenario Information

Your Name: _____

Email: _____

Phone: _____

Bucket 1 – Monthly Income

Approximate
Combined Household
Income: _____

Borrower Age: _____

Co-Borrower Age: _____

Bucket 2 – Nest Egg

Qualified Funds: _____

Non-Qualified Funds: _____

Approximate Net
Worth: _____

Bucket 3 – Home Equity

Home Value: _____

1st Mortgage: _____
(Refinance)
Monthly Payment: _____

2nd Mortgage: _____
Monthly Payment: _____

(Includes Home Equity Lines of Credit)
Interest Rate: _____

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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.

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