



**HEARTLAND**  
— Seniors Finance —

# Application Form



# HEARTLAND REVERSE MORTGAGE APPLICATION

Please confirm your application type:

- ☐ Standard Reverse Mortgage
- ☐ Secondary Property (investment or holiday home)

## 1. Residents and ownership

Each Nominated Borrower needs to be at least 60 years old.

### 1.1 Nominated Borrower 1

☐ Mr ☐ Mrs ☐ Miss ☐ Ms ☐ Other (please specify)

Date of birth dd / mm / yyyy

First name(s) in full

Surname

Preferred name

Contact details

Home phone

Work phone

Mobile phone

Email address

Current address – street and number

Suburb

City or town

Postcode

### 1.2 Nominated Borrower 2 (if applicable)

☐ Mr ☐ Mrs ☐ Miss ☐ Ms ☐ Other (please specify)

Date of birth dd / mm / yyyy

First name(s) in full

Surname

Preferred name

Contact details: (if different to Nominated Borrower 1)

Home phone

Work phone

Mobile phone

Email address

Current address – street and number

Suburb

City or town

Postcode

### 1.3 Other residents (if applicable)

Does anyone else live in the security property? ☐ Yes ☐ No If Yes, please complete details below.

Name	Date of birth	Relationship to Nominated Borrower
	dd / mm / yyyy	
	dd / mm / yyyy	
	dd / mm / yyyy	



## 1.4 Property ownership

Is the property owned by a Trust? ☐ Yes ☐ No

If Yes, please complete Trust details below.

*If the property is owned by a Trust, the Trustees will be borrowers under this loan.*

Name of Trust

Trustee 1 Liability ☐ Full ☐ Limited

Trustee 2 Liability ☐ Full ☐ Limited

Trustee 3 Liability ☐ Full ☐ Limited

Trustee(s) address

**IF NO, who are the registered owners of the property? (as per the Property Title)**

*If the property is not owned by a trust, each owner below must be listed as a Nominated Borrower.*

Name

Name

Name

## 1.5 Alternative contact *(in case we need to contact you but are unable to do so)*

☐ Mr ☐ Mrs ☐ Miss ☐ Ms ☐ Other *(please specify)* Name

Address Postcode

Home phone Work phone Mobile phone

Email address Relationship to you

## 2. Security property

### 2.1 Address information *(If this differs to street address of Nominated Borrower 1)*

Security property address street and number

City or town Postcode

### 2.2 Outstanding mortgage

**Is there any money owed or charges on the title of the property? (e.g. mortgages, caveats or other charges)**

☐ Yes ☐ No *If Yes, amount owing \$*

- copy of a statement from the lender of the balance owing must accompany this application form.
- If you are receiving the accommodation supplement benefit to assist with your existing mortgage repayments, please check your continued entitlement.

## 2.3 Property details

Title ☐ Freehold ☐ Cross lease ☐ Other

Type ☐ House ☐ Flat/Unit ☐ Apartment ☐ Other ☐ Lifestyle Block: Land area (acres/hectares)

Your land area cannot exceed 5ha

Condition of the property: ☐ Good ☐ Average ☐ Poor

Cladding of dwelling: ☐ Brick/Stone/Concrete ☐ Timber ☐ Plaster coated/Monolithic ☐ Other

Year built (estimated)

Zoning: ☐ Residential

Have you made any alterations or additions to your home? ☐ Yes ☐ No

If yes, do you have a Code of Compliance? ☐ Yes ☐ No

- Any issues with the title or land, or structural or weather tightness issues with the dwelling, may require further investigation.

## 2.4 Property use

Is the property used as a business? ☐ Yes ☐ No If Yes, please provide details below.

Is GST payable on the sale of the property? ☐ Yes ☐ No If Yes, are you GST registered? ☐ Yes ☐ No

Is any part of the property rented, able to be rented or on a fixed term lease? ☐ Yes ☐ No

If Yes, please provide details below, including whether you will charge GST on the rent.

## 2.5 Rates and insurance

Are you up to date with your rates payments? ☐ Yes ☐ No

If No, please provide details of the rates amount owing \$

Have you applied, or are you applying for any rates deferrals? ☐ Yes ☐ No

If Yes, please provide details and amount below. (This does not include any rates rebate you may be entitled to.)

Details

Amount \$

Do you have a Home Insurance Policy? ☐ Yes ☐ No

If Yes, which company do you hold your Home Insurance with, and what is the Sum Insured?

Company

Sum Insured \$

Are you up to date with your Home Insurance Policy premiums? ☐ Yes ☐ No

## 2.6 Property valuation

Rateable Valuation of the property (if known) at dd / mm / yyyy \$

Please advise your estimate of the current market value \$

We will arrange to have your property valued. **The cost of this valuation will be charged to your loan, or if your loan does not go ahead, will be charged to you. Please acknowledge you have read this statement.**

Initial \_\_\_\_\_ Initial \_\_\_\_\_

## 3. Loan Details

### 3.1 Loan amount

How much initially do you want to borrow? \$

See Fact Sheet for minimum and maximum amounts and percentages.

### 3.2 Express top ups

An Express Top Up facility enables you to make future draw downs on your loan and can help you to manage future borrowing needs including:

- Unexpected emergencies or expenses
- The possibility that you may need to move
- Replacing your car
- Healthcare needs or in-home long-term care
- Day to day living expenses, rates, house insurance
- Holidays
- Purchases for the home, replacing appliances
- Ongoing home maintenance costs

Do you want to set up an Express Top Up facility that will allow you to apply for further funds in the future?

☐ Yes ☐ No *If Yes, please complete the question below.*

☐ The maximum available given the age of the youngest Nominated Borrower and the property valuation.

OR

☐ A limited Express Top Up facility of \$

*You are not required to draw on this facility, and you will not be charged anything unless you decide to draw on this facility.*

☐ If available, I want a regular Monthly Advance (min \$300/mo)

Amount \$ Years (min 5, max 10)

### 3.3 Loan purpose

What do you intend to use the loan for?

The information below is just an indication. You will not be bound by these amounts.

PURPOSE FOR BORROWING	AMOUNT REQUIRED
Home maintenance/repairs/improvements	\$
Replacing car	\$
Paying off existing mortgage, credit cards or other debts	\$
Healthcare needs	\$
Additional income/day-to-day living expenses, rates, house insurance	\$
Holidays	\$
Purchases for the home	\$
In-home long-term care	\$
Gifts to family	\$
Other (please specify)	\$

If the funds are to assist with a house purchase, please provide a copy of the purchase agreement, which must be subject to finance to allow time to obtain a valuation (approx. 2 weeks) to assess approval.

### 3.4 Interest rate

Interest is calculated daily on the loan balance and is compounded and added to the loan balance monthly. The interest rate is variable and will fluctuate with market movements. *Current Variable Rate* \_\_\_\_\_%.

### 3.5 Equity Protection Option

Under the Equity Protection Option you may choose to protect a percentage of the eventual net sale proceeds of your home (up to 50%). When your loan is repaid, you or your estate are guaranteed to receive your chosen Equity Protection percentage.

**For example:** You choose to protect 25% of your home and the net sale proceeds when you sell are \$500,000. As long as you meet your obligations under the loan, the maximum that you or your estate would be required to pay us would be \$375,000, even if the loan balance on your loan was higher than this amount.

*The property value will be reduced by the percentage chosen before calculating the maximum loan amount available.*

**Do you wish to protect a portion of the equity in your home?** ☐ Yes ☐ No

*If Yes, please specify the portion you wish to protect (maximum 50%)* \_\_\_\_\_ %

## 4. Your assets and income

### 4.1 Statement of financial position

*Please provide below a statement of your current financial position.*

ASSETS (what you own)		LIABILITIES (what you owe)	
Home	\$	Mortgages	\$
Cars	\$	Credit cards	\$
Bank accounts	\$	Hire purchase/store accounts	\$
Investments/KiwiSaver/superannuation	\$	Bank overdraft	\$
Other assets (please specify)	\$	Other creditors/loans	\$
TOTAL ASSETS	\$	Other liabilities	\$
		TOTAL LIABILITIES	\$
		NET (Assets minus Liabilities)	\$

INCOME (monthly)		EXPENSES (monthly)	
Wages/salary	\$	Mortgages/rent payments	\$
NZ Superannuation	\$	Hire purchase/credit cards	\$
Annuities/pensions	\$	Rates	\$
Interest/dividends	\$	Home insurance	\$
Rental income	\$	Body Corp	\$
Other income	\$	Other expenses (utilities, food, car)	\$
TOTAL INCOME	\$	TOTAL EXPENSES	\$

## 5. Your understanding

These questions are designed to ensure that you have considered the personal impact of taking out a reverse mortgage, both now and in the future. At Heartland, we believe it is important that a Heartland Seniors Finance Reverse Mortgage is right for you, and that you have considered other options in making your decision to apply for a loan.

### 5.1 Loan documents and fees

**Have you (and the Owners if different) received and read the Heartland Reverse Mortgage Brochure and Fact Sheet?**

☐ Yes ☐ No *It is important you understand how the Heartland Reverse Mortgage works.*

**Do you (and the Owners if different) understand the initial setup costs, further draw down fees and mortgage discharge fee?**

☐ Yes ☐ No *See Fact Sheet for details.*

☐ I have signed and understand the Loan Projection provided to me.

### 5.2 Your family

**Is your family aware of your application for a Heartland Reverse Mortgage?**

☐ Yes ☐ No *Taking out a Heartland Reverse Mortgage is an important decision – and we recommend you talk to your family.*

*If No, please advise your reasons for choosing not to talk to them.*

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### 5.3 Legal advice

**Do you (and the Owners if different) understand and agree to see your solicitor(s) to obtain independent legal advice, at your cost, when signing any loan offer we make?** ☐ Yes ☐ No

*Please provide your solicitor's details below.*

☐ Mr ☐ Mrs ☐ Miss ☐ Ms ☐ Other (please specify)  Name

Company name

Postal Address  Postcode

Email  Phone

### 5.4 Independent financial advice

**Heartland recommends you seek independent financial advice on the Heartland Reverse Mortgage.**

**Have you consulted an independent financial adviser?** ☐ Yes ☐ No

*Please provide details below of who you have consulted, or why you have decided not to seek independent financial advice.*

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### 5.5 Moving in the future

**If your circumstances change, and you wish to move in the future, do you understand and agree to the following?** ☐ Yes ☐ No

- You may have to repay the Heartland Reverse Mortgage.
- You may be able to transfer the loan to a new property. However, we will review this as a new loan and take into account, amongst other things, the value of your new property and the current loan balance of your Heartland Reverse Mortgage.

- There will be additional cost involved in transferring your loan.

*In such a situation, to ensure you are able to transfer your loan from one property to another, you must make any purchase offer subject to finance and consult Heartland Seniors Finance. See Fact Sheet for costs, and also consider real estate fees, solicitors' fees and moving costs.*

## 5.6 Your other options

At Heartland, we believe it is important that a Heartland Reverse Mortgage is right for you, and that you have considered other options in making your decision to apply for a loan. Please provide details below about why the following alternatives may or may not be viable for you.

OPTION	DETAILS
Downsizing	
Using other assets	
Standard bank loan	
Family assistance	
Using savings	
Other	

## 5.7 Future needs

Drawing all or the majority of your entitlement at the outset may impact on your ability to meet possible future financial needs and objectives. These questions are designed to ensure you have considered what you may require funds for in the future.

The loan projections which have been provided to you are intended to provide you with a guide of the impact of the reverse mortgage on the equity in your home.

**We encourage you to review all these questions carefully.**

Have you considered the implication taking out this loan will have on your ability to leave equity in the property to your estate in the future? ☐ Yes ☐ No

Have you considered any other future funding needs including in home care and support, medical costs, property maintenance, funeral expenses and unexpected emergencies? ☐ Yes ☐ No

Is it important to you to ensure you have equity remaining when you sell the property, or in your estate? ☐ Yes ☐ No

If yes, we recommend you consider Heartland's Equity Protection Option.

### Do you understand:

Drawing all or the majority of your entitlement at the outset, or increasing the size of your loan, may reduce your ability to apply for additional funds or move to another property or a care facility in the future. ☐ Yes ☐ No

What compounding interest means and the effect it will have on your loan balance and the equity remaining in your home when sold? ☐ Yes ☐ No

**Heartland encourages you to only borrow what you need.**

**As part of Heartland's assessment of your loan, we will call you to discuss your future needs to ensure that your loan is structured to your requirements and objectives, both now and in the future.**



## 5.8 When the loan becomes due for repayment

Do you understand that the loan balance will become due and payable 12 months after the last Nominated Resident no longer resides in the property? This could be because you have moved house, moved into a retirement village or have passed away.

☐ Yes ☐ No

## 6. Once a loan is in place

Once a loan is in place, please confirm that you (and the owners if different) understand the following.

☐ Yes ☐ No

- It is the Nominated Borrowers' (and Owners' if different) responsibility to ensure Home Insurance premiums and rates are kept up to date and the property maintained to a reasonable standard.
- Any structural changes to the property must have Heartland Seniors Finance's consent prior to commencement of the alterations.
- A questionnaire about the property, house insurance, rates and occupancy is required to be completed and returned to Heartland Seniors Finance annually.
- You must abide by the terms and conditions of the Heartland Reverse Mortgage in order for the guarantees described in the Brochure and Fact Sheet to remain in place.

## 7. Secondary property loan (if applicable)

Complete if this application is for a Secondary property loan.

Please detail why the primary residence is not being used as security:

### Do you understand:

That under a Secondary property loan, the loan balance will become due and payable when the security property is sold or the last Nominated Borrower no longer resides in their owner occupied home (or primary residence). This could be due to moving house, moving into a retirement village, aged care, or death.

☐ Yes ☐ No

If you wish to transfer either the loan's security or your owner occupied home (or primary residence) to a new property it will be subject to Heartland's loan approval criteria, and terms, fees and charges will apply.

☐ Yes ☐ No

## 8. Declarations

### 8.1 Privacy summary

We can ask for information about you in accordance with the Privacy Act 1993 and our Privacy Policy, and we may not be able to provide you with products or services if you do not provide that information. That information may be used by us:

- to consider this application
- to consider any future application for products or services which involves you.

We can also use it:

- to administer and monitor products or services provided to you

- to comply with legal and regulatory requirements (including identity verification requirements)
- to provide you with information about other products or services, including those of selected third parties; and
- generally, to develop and run our business as we see fit from time to time.

You agree that – for those purposes – we can provide information about you to, and obtain information about you from, other organisations or people we consider appropriate. Those organisations might include our service providers, other financial and insurance institutions, government departments, your employer or accountant and third parties for the purposes of fraud prevention, identity verification, and any other purposes relevant to those purposes (those third parties may retain information and use it for identity verification and fraud detection purposes).

We may also exchange information about you (including default information) with credit reporting agencies on an ongoing basis. Those agencies may retain that information and provide it to other customers who use their credit reporting services.

You can request the full details of every organisation or person to whom we have disclosed information about you. You have rights to access and request correction of your personal information under the Privacy Act 1993.

You also agree to be contacted by us to discuss any application for any product or service and to discuss any other product or service provided by us, unless you opt-out using the tick box below.

**If you do not wish to receive marketing material about Heartland products, please tick this box** ☐

Our Privacy Policy can also be found on our website at [www.seniorsfinance.co.nz](http://www.seniorsfinance.co.nz)

## 8.2 I/We agree and declare that:

1. I am a New Zealand Permanent Resident or I am a New Zealand Citizen.
2. All people residing in the property have been disclosed on this application form.
3. If Heartland Seniors Finance arranges for a current value to be obtained on the property, this report is intended solely for the purpose of Heartland Seniors Finance in considering this application.
4. I/We apply for the Heartland Reverse Mortgage according to the terms and conditions applicable.
5. The Heartland Reverse Mortgage will be available only on the approval of Heartland Seniors Finance.
6. I/We have read and understood this application and agree to personal information being collected and used with in accordance with the above Privacy Summary and the Heartland Seniors Finance Privacy Policy, a copy of which is available at <http://www.seniorsfinance.co.nz/privacy-policy/>.
7. All information provided to Heartland Seniors Finance is correct, complete and not misleading.

*If there is anything in this Application Form, or in our Brochure and Fact Sheet, that you do not understand, or that raises further questions, please ensure you seek clarification before signing.*

## 8.3 Signatures *(including all Nominated Borrowers and/or Trustees)*

Name \_\_\_\_\_ Signature \_\_\_\_\_ Date dd / mm / yyyy

Name \_\_\_\_\_ Signature \_\_\_\_\_ Date dd / mm / yyyy

Name \_\_\_\_\_ Signature \_\_\_\_\_ Date dd / mm / yyyy

Name \_\_\_\_\_ Signature \_\_\_\_\_ Date dd / mm / yyyy

## 9. Checklist and application

### 9.1 Application supporting documents

Thank you for choosing Heartland Seniors Finance as your reverse mortgage provider.

In order to assess your application, we will require certain documents from you, in addition to the completed loan application form.

If you are unable to provide any of the below documents, please contact your Reverse Mortgage Consultant on **0800 488 740**

- |   |   |
|---|---|
| <input type="checkbox"/> Identification           | To confirm the date of birth, legal name of each applicant, trustees and any person authorised to sign on behalf of any applicant under a Power of Attorney, a copy of certified identification is required. Examples of acceptable documents: <ul style="list-style-type: none"><li>• Current Certified copy of your Drivers Licence;</li><li>• Current Certified copy of your Passport;</li></ul> |
| <input type="checkbox"/> Personalised Projections | Please sign and date both copies of your Personalised Projections   |
| <input type="checkbox"/> Rates Notice             | Copy of latest Rates Notice for the security property.  |
| <input type="checkbox"/> Insurance                | Copy of latest Insurance Renewal Notice for the security property.  |
| <input type="checkbox"/> Proof of Income          | If applicable; <ul style="list-style-type: none"><li>• Current bank statement, including account name, for the last 2 months;</li><li>• Payslips for the last 2 months.</li></ul>   |
| <input type="checkbox"/> Debt Information         | If applicable; Latest statements for any debts/loans to be repaid at settlement<br>Statements need to confirm the following information: <ul style="list-style-type: none"><li>• Account name;</li><li>• Current balance of debt;</li></ul>   |
| <input type="checkbox"/> Purchase Agreement       | If applicable; a copy of the purchase agreement for the property being purchased<br>Evidence of balance to complete purchase  |
| <input type="checkbox"/> Body Corp                | If applicable; a copy of the most recent Body Corp minutes  |

### 9.2 Where to send your application

**Please send this Application Form, together with the above, to:**

Heartland Seniors Finance  
PO Box 9919, Newmarket  
Auckland, 1149

**Alternatively, you can:**

Scan and email it to [reverseinfo@heartland.co.nz](mailto:reverseinfo@heartland.co.nz)

**Note:** If scanning the form please post the original.

If you have any questions about the Heartland Reverse Mortgage, or would like assistance completing this form, please call us on 0800 488 740.



Come and check us out on our Facebook page  
[www.facebook.com/SeniorsFinanceNZ/](https://www.facebook.com/SeniorsFinanceNZ/)



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