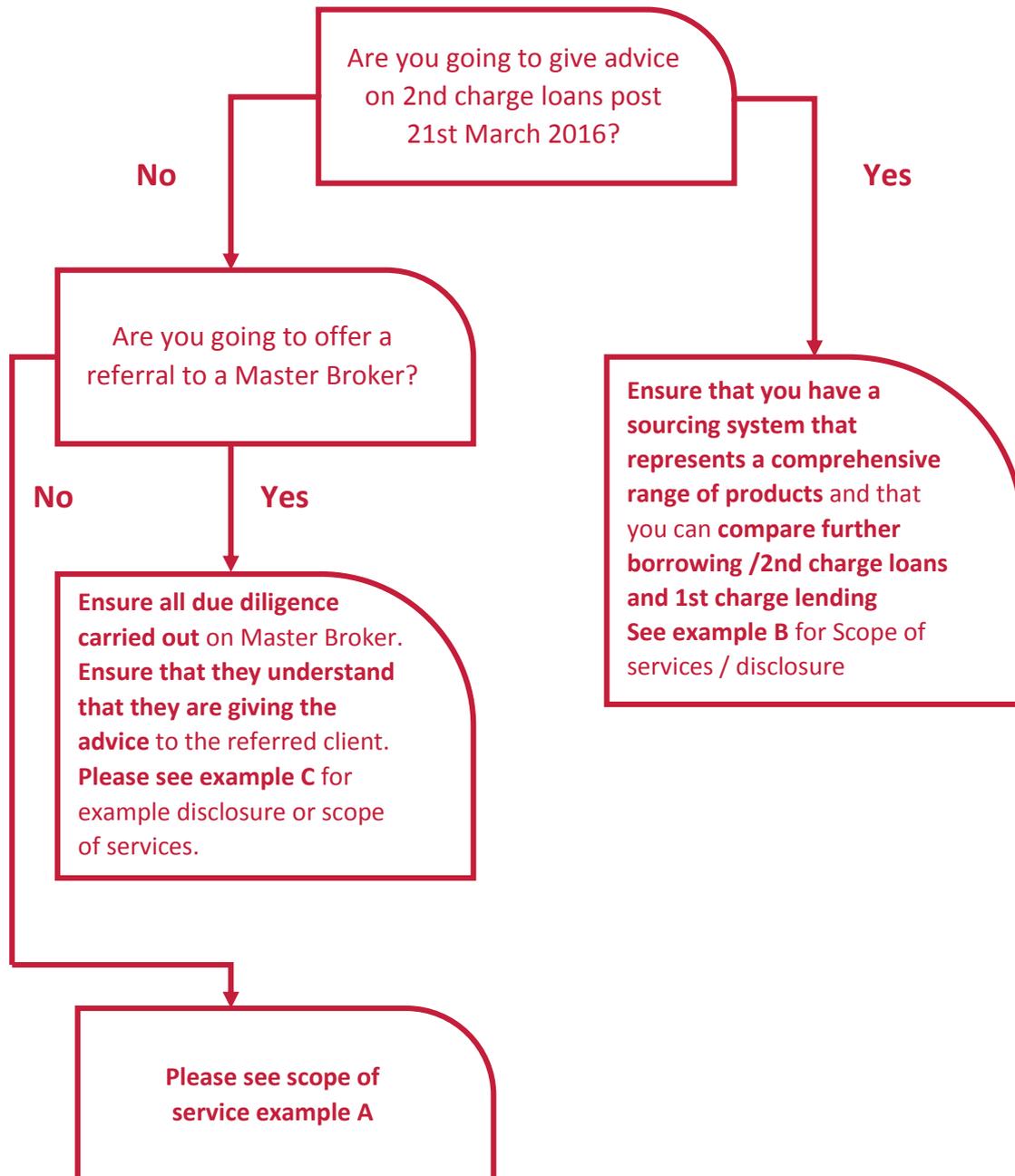


MCD Flowchart for Second Charge Loans



Examples of Scope of Services

Example A

We offer advice on 1st charge loans only and we work with a comprehensive range of Lenders (including deals that you can only get by going direct to a retail branch of a lender) or (but not deals you can only get by going direct to a retail branch of a Lender). We can provide you with a full list of all these lenders should you require one.

Example B

We can advise you on 1st and 2nd charge loans and work with a comprehensive range of Lenders and Providers which reflects the whole of market.

Example C

We offer advice on 1st charge loans only and we work with a comprehensive range of Lenders (including deals that you can only get by going direct to a retail branch of a lender) or (but not deals you can only get by going direct to a retail branch of a Lender). We can provide you with a full list of all these lenders should you require one. We do not offer advice on 2nd charge loans but can refer you to our preferred business partner XXX who can give you advice and recommend a suitable product for your needs.

Notes:-

- From 21st March 2016 you can no longer use the word independent in your disclosure unless you are providing advice on both first and second charges to your clients. This rule applies if you are also introducing seconds or firsts to another Broker Firm.
- You will need to be able to produce a comprehensive list of the Lenders and Providers that your firm deals with to give to potential clients
- You will still need to disclose how you are remunerated. You will need to explain to the client that you may receive commission from the Lender or Provider for the introduction of business.
- If requested by the client – you will need to supply a full list of commission for all lenders and providers that your firm receives from them by way of introductions.