

Your November Update: New Products, Exclusive Resources and Upcoming Events



Good morning

Welcome to your monthly Pure update, a collection of business news and resources spanning the last month. As we continue to support you in helping your customers achieve the retirement they deserve with our lifetime mortgage solutions, we wanted to catch you up on what's been going on this month, from brand new products to exclusive market data.

Scroll down to catch up.

Hattie Fancourt,
National Account Manager

[We're on LinkedIn - don't forget to follow us!](#)

Product In Focus: Sovereign Enhancements

We've just announced a range of enhancements to our Sovereign range, including the introduction of our flexible pricing model which allows clients to benefit from a unique and personalised interest rate that is contingent on several factors including age, loan amount, property type and postcode - ultimately allowing for more competitive pricing and a lower cost of borrowing.



[Discover our Sovereign Range](#)

Video Focus - Top Tips To Combat Stress

As part of our Winter Wellness resources, we created a video to tie in with International Stress Awareness day, looking at the key triggers, and the steps we can all take to mitigate the effects and be our best selves.



Click below to learn some techniques for boosting mental resilience and raising energy levels during the tough winter months.

[Watch now](#)

Business Update

We're Shortlisted in the Equity Release Awards

We're thrilled to have been shortlisted in the following categories in the upcoming Mortgage Solutions Equity Release Awards. A huge thank you to everyone who nominated us, we've worked hard to try and deliver market-leading support and products to you and your clients all year, and it's great to see that it's resonated with the wider market.



- ✓ Best Overall Provider For Lifetime Mortgages
- ✓ Best Provider for Service
- ✓ Best Provider for Products
- ✓ Best BDM (Daniel Edmondson)

[Read the full list of finalists here](#)

Brand Resources To Help Develop Your Business

As part of our commitment to providing you with the tools to make the most of the market, we've developed brand health check resources packed with expert insight on what the over-50s look for in a company, and how they like to be communicated with. Designed to help you best communicate with your audience, [you can access them now via our Marketing Toolkit](#).



Pillars of Wellness Webinar - Book Your Place!

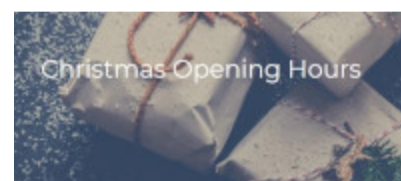
We're hosting a webinar on December 1st, hosted by our L&D Manager Jonathon Pidd, focusing on wellbeing in the workplace as part of our Winter Wellbeing resources. Providing guidance on the four pillars of personal wellbeing (physical, social, spiritual, and mental). The session is designed to promote healthy practices, boost energy levels and cultivate resilience to help you to continue thriving during the winter months.



[Book your place via our events page.](#)

Christmas Opening Hours

With the holiday season nearly upon us, we thought we'd give you early sight of our Christmas opening hours, so that you're best informed and able to best serve your clients at the end of the year.



[Click here to see our full list of opening hours and deadlines](#)

Quarterly Market Report

The latest edition of our quarterly market report is now live, bringing you all the key headlines in terms of market developments and customer trends from Q3. You can access it, as well as all of our previous editions, [via the dedicated page in our Marketing Toolkit](#).



In the News

[House price growth picks up pace](#)

[One third plan to rely on their partner's pension](#)

[Average lifetime mortgage customer's house value exceeds £500k](#)

Latest Customer Feedback

"All the staff I have come into contact with have been extremely patient & helpful, would have no hesitation in recommending this company."

Mrs Sanderson from Barton Upon Humber

"Found the service very helpful especially explaining aspects I was unclear about. Thank you."

Mrs Walsh from Stevenage

Here to support you as always



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