



What Every Financial Planner Should Know about Reverse Mortgages

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Reverse Mortgage is Unique Retirement Product....

- New Set of Solutions
 - No Load Offering
 - Purchase Money Tool for Downsizers

- Unique Combo of Features
 - Pseudo Guaranteed Income
 - Additional Cash, as needed, with No SURRENDER charge
 - No Market Risk when in-force

- Retirement Solution for Mass Affluent and HNW Clients



Reverse Mortgage Facts

- 62+ Years-Old for Youngest Borrower
- Primary Residence to include Condos
- The Bank will NOT take title to the property in exchange for lending money to the borrower
- There are NO required monthly mortgage payments, as long as the terms of the loan are met.
- Government benefits, such as Social Security and Medicare, generally will NOT be affected
- Non-Recourse Loan....NO IMPACT on ESTATE
- Learn the FACTS



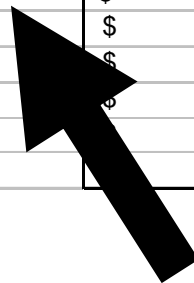
MetLife Bank HECM Product Evolution

	Sept. 30, 2009	Oct. 1, 2009	April 1, 2010	Oct. 4, 2010
Home Value (72-Year-Old Borrower)	\$400,000	\$400,000	\$400,000	\$400,000
Principal Limit	\$282,400	\$254,000	\$254,000	\$221,600
Up-front MIP	\$8,000	\$8,000	\$8,000	\$0
Third-Party Closing Costs	\$3,600	\$3,600	\$3,600	\$3,600
Origination Fee	\$6,000	\$6,000	\$0	\$0
Total Up-front Fees	\$17,600	\$17,600	\$11,600	\$3,600
Servicing Fee Set-Aside	\$4,872	\$4,872	\$0	\$0
Net to Borrower	\$269,928	\$231,528	\$242,400	\$218,000

*This slide is for illustrative purposes only and does not represent an actual loan.

Without a Reverse Mortgage

Retirement Needs Analysis					Retirement Portfolio Results			
Age	Total Needs	Applied Income	Applied RMD and Withdrawals	(Shortage) Unmet Needs	RMD and Withdrawals	Growth and Additions	Retirement Portfolio	
					Beginning Balance			500,000
77/75	\$ 75,000	\$32,250	\$ 42,750	\$ -	\$ 57,000	\$ 18,606	\$ 461,606	
78/76	\$ 77,250	\$33,019	\$ 44,231	\$ -	\$ 58,975	\$ 16,911	\$ 419,542	
79/77	\$ 79,568	\$33,807	\$ 45,761	\$ -	\$ 61,015	\$ 15,058	\$ 373,585	
80/78	\$ 81,955	\$34,614	\$ 47,341	\$ -	\$ 63,121	\$ 13,040	\$ 323,504	
81/79	\$ 84,413	\$35,422	\$ 48,972	\$ -	\$ 65,296	\$ 10,845	\$ 269,053	
82/80	\$ 86,946	\$36,290	\$ 50,656	\$ -	\$ 67,541	\$ 8,463	\$ 209,975	
83/81	\$ 89,554	\$37,159	\$ 52,395	\$ -	\$ 69,860	\$ 5,885	\$ 146,000	
84/82	\$ 92,241	\$38,050	\$ 54,191	\$ -	\$ 72,254	\$ 3,097	\$ 76,843	
85/83	\$ 95,008	\$38,963	\$ 56,045	\$ -	\$ 74,726	\$ 89	\$ 2,206	
86/84	\$ 97,858	\$39,899	\$ 1,654	\$ (56,305)	\$ 2,206	\$ -	\$ -	
87/85	\$ 100,794	\$40,858	\$ -	\$ (59,935)	\$ -	\$ -	\$ -	
88/86	\$ 103,818	\$41,842	\$ -	\$ (61,976)	\$ -	\$ -	\$ -	
89/87	\$ 106,932	\$42,850	\$ -	\$ (64,082)	\$ -	\$ -	\$ -	
90/88	\$ 110,140	\$43,844	\$ -	\$ (66,256)	\$ -	\$ -	\$ -	
91/89	\$ 113,444	\$44,943	\$ -	\$ (68,501)	\$ -	\$ -	\$ -	



Source: Client Case developed in Financial Profiles, as of April 2011.

With a Reverse Mortgage

Retirement Needs Analysis					Retirement Portfolio Results			
Age	Total Needs	Applied Income	Applied RMD and Withdrawals	(Shortage) Unmet Needs	RMD and Withdrawals	Growth and Additions	Retirement Portfolio	
					Beginning Balance		\$ 500,000	
77/75	\$ 75,000	\$56,250	\$ 18,750	\$ -	\$ 25,000	\$ 19,950	\$ 494,950	
78/76	\$ 77,250	\$57,019	\$ 20,231	\$ -	\$ 26,975	\$ 19,655	\$ 487,630	
79/77	\$ 79,568	\$57,807	\$ 21,761	\$ -	\$ 29,015	\$ 19,262	\$ 477,877	
80/78	\$ 81,955	\$58,614	\$ 23,341	\$ -	\$ 31,121	\$ 18,764	\$ 465,520	
81/79	\$ 84,413	\$59,442	\$ 24,972	\$ -	\$ 33,296	\$ 18,153	\$ 450,378	
82/80	\$ 86,946	\$60,290	\$ 26,656	\$ -	\$ 35,541	\$ 17,423	\$ 432,260	
83/81	\$ 89,554	\$61,159	\$ 28,395	\$ -	\$ 37,860	\$ 16,565	\$ 410,965	
84/82	\$ 92,241	\$62,050	\$ 30,191	\$ -	\$ 40,254	\$ 15,570	\$ 386,280	
85/83	\$ 95,008	\$62,963	\$ 32,045	\$ -	\$ 42,726	\$ 14,429	\$ 357,983	
86/84	\$ 97,858	\$63,899	\$ 33,959	\$ -	\$ 45,279	\$ 13,134	\$ 325,838	
87/85	\$ 100,794	\$64,858	\$ 35,935	\$ -	\$ 47,914	\$ 11,673	\$ 289,598	
88/86	\$ 103,818	\$65,842	\$ 37,976	\$ -	\$ 50,634	\$ 10,036	\$ 249,000	
89/87	\$ 106,932	\$66,850	\$ 40,082	\$ -	\$ 53,443	\$ 8,213	\$ 203,771	
90/88	\$ 110,140	\$67,884	\$ 42,256	\$ -	\$ 56,342	\$ 6,192	\$ 153,621	
91/89	\$ 113,444	\$68,943	\$ 44,501	\$ -	\$ 59,335	\$ 3,960	\$ 98,246	

Tenure Payment

Source: Client Case developed in Financial Profiles, as of April 2011.



HECM Saver: Line of Credit Option

Client Situations: Clients can increase liquidity through use of a credit line. Unused line of credit will grow. Line will not be frozen.

Scenario 1: 62-year-old client with a home worth \$417,000; no mortgage

Initial Line of Credit	\$181,882
Estimated Up-Front Cost	\$2,015
Credit Line in Year 10	\$263,430
Credit Line Growth Factor	3.71%

Scenario 2: 70-year-old client with a home worth \$417,000; no mortgage

Initial Line of Credit	\$196,000
Estimated Up-Front Cost	\$2,015
Credit Line in Year 10	\$283,000
Credit Line Growth Factor	3.71%

Source: MetLife Home Loans Tango™ Loan Comparison Program as of May 2011. Note: The examples are provided for educational purposes only. Examples assume a HECM Saver interest rate of 5.66%, applicable loan fees on average and a property state of WA.



Downsizing With Liquidity: A Case Study

A 65-year-old sells his home for \$500,000 and purchases a new home for \$350,000, and does not want any monthly mortgage payments.

Without using a reverse mortgage for purchase:

Sales Price (Old Home)		\$ 500,000
Less 8% selling costs (commissions, fees, taxes)		\$ 40,000
Net Proceeds (Old Home)		\$ 460,000
Price of New Home, paid in cash		\$ 350,000
Funds remaining		\$ 110,000

With using a reverse mortgage for purchase (HECM Standard):

Sales Price (Old Home)		\$ 500,000
Less 8% selling costs (commissions, fees, taxes)		\$ 40,000
Net Proceeds (Old Home)		\$ 460,000
Price of new home		\$ 350,000
Maximum reverse mortgage for purchase		\$ 190,000
Down Payment from sale proceeds		\$ 160,000
Funds remaining		\$ 300,000

Source: MetLife Home Loans Tango™ Loan Comparison Program as of May 2011.

Although there are no monthly mortgage payments, interest and ongoing MIP accrue on the portion of the loan amount disbursed. Only applicable for the purchase of a single-family-unit dwelling to be occupied as a principal residence. Program, rates, fees, terms and conditions are not available in all states and subject to change.

Note: The above example is provided for educational purposes only. Example assumes a HECM Standard interest rate of 5.56%, applicable loan fees on average and a property state of WA.