

Equity release qualifications

Understanding your options

Being qualified to advise on equity release could not only benefit your clients – it could add a new dimension to your business too. But maybe you're unsure about what qualifications might be needed, or are worried about having to go through a lengthy, time consuming process.

Well, you might be nearer to obtaining the qualifications needed to advise on equity release than you might think.

There's more than one route to the right destination

Most advisers follow one of two paths towards gaining the qualifications they need – via the Chartered Insurance Institute (CII) or the London Institute of Banking & Finance.

These are the qualifications needed, under each of these two alternatives, to be able to give equity release advice:

Chartered Insurance Institute (CII)



Certificate in Equity Release

You'll need to complete three units from the Personal Finance qualifications framework.

You must take one of these two units:

RO1: Financial services, regulation and ethics,

or

CF1: UK financial services regulation and ethics

And you must also take both:

CF6: Mortgage advice, and

ER1: Equity release

Although these can be taken in any order, it's recommended that RO1 or CF1 are taken first.

For further information about learning content, fees and assessment, visit the **CII website**

London Institute of Banking and Finance

The London Institute of Banking & Finance

Certificate in Regulated Equity Release (CeRER)

You'll need to already have CeMAP, or an equivalent Level 3 mortgage qualification, to achieve CeRER.

Certificate in Mortgage Advice and Practice (CeMAP)

Module 1: UK Financial Regulation (UKFR)

Module 2: Mortgages (MORT)

Module 3: Assessment of Mortgage Advice Knowledge (ASSM)

Once you have CeMAP in place, you'll need to take the

Equity Release module:

Unit 1: Fundamentals of Equity Release (FOER)

Unit 2: Equity Release Solutions (EQRS)

For further information about learning content, fees and assessment, visit the **London Institute of Banking & Finance website**

Both institutes offer online learning modules, allowing you to fit your study hours around your working day. And if you gained your existing qualifications through one of these institutes, you could already have the blocks in place on which you could build an equity release qualification.

Is equity release right for my business?

If you're not sure whether this is a business area you want to pursue, taking one or two modules on equity release could be a good way to find out. At the same time, it could be a good way to move towards your annual CPD requirement.

You can also find some relevant learning material on the **Equity Release Hub on our adviser website**. As Aviva has an entirely agnostic approach, this material will be equally valid whether you choose to look into qualifications through the CII or the London Institute of Banking & Finance.

However you begin your journey, you could find the qualifications gap isn't as wide as you may have thought. And with equity release business continuing to grow at pace, it's a journey which could well be worth making.

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