



- 1 To corroborate income a lender can take references from an applicants Employer? True or False
- 2 Looking the customer's ability to pay the deposit is a key part of affordability? True or False
- 3 How many houses have I got if the bank says it will use consolidation with my handing back the keys of one properties?
- 4 I should never discuss the customer's income and outgoings at the first meeting? True or False
- 5 Could a guarantor say that he or she were not liable because of misrepresentation or misapprehension or both?
- 6 When advising someone who is in arrears would capitalise the arrears be a possible solution?
- 7 Would using Solicitors with a Known track record be a good way of combating fraud?
- 8 Which Act aims to protect customers from term, which are unfair?
- 9 What may happen if I do not disclose details of a dispute with a neighbor before a purchase of my property?
- 10 If a customer wanted to settle her mortgage as soon as she could what should she be ware of?
- 11 If my mortgage was with another person's guarantee would this fall into the Special conditions or the normal conditions of the Offer letter?
- 12 In which part of the offer letter would the fact that the lender can vary the terms of the offer be seen?
- 13 Which body has a focus on fraud for mortgage lenders?
- 14 For a self-employed person how many years' accounts would the lender ask to see of the balance sheet?
- 15 Is bad decorating a typical defect the basic valuation would identify?
- 16 What forms the basis of the lending decision?

17 Under the Data Protection Act 1998 the information held should be accurate? True or False?

18 If a customer was really worried about the risk of mortgage payments going up what two mortgage products would you suggest?

19 Do sub-prime mortgages present greater risk for the lender?

20 If I try to get a better offer on the house I am buying right at the end of the purchase process what is this called?

21 When working with a Sub-prime applicant what is the term used to describe the setting of the right level of risk against the mortgage rate

22 If the applicants financial position changes since the application was made what may happen?

23 Do I need planning consent if certain types of trees are to be felled?

24 As a broker should I acknowledge any proposed tenancy of a new borrower?

25 Higher lending charges offer lender further what?

26 Is an IVA good to see on a credit report?

27 Can a qualified architect carry out a Full building survey?

28 If a customer has an old property what type of survey should I tell them they should have?

29 I should always discuss the customer's type of property at the first meeting? True or False

30 An employer's reference really should be a photocopy? True or False

31 What is the term given to a less than perfect mortgage applicant?

32 The borrower should be aware that it is necessary to keep the property in good repair? True or False

33 A legal charge is the main way of creating a mortgage in England and Wales? True or False

34 Which three documents can be requested to validate the 'income' of a self employed sole trader?

35 Which Act covers Insolvency?

36 What excess percentage is charged for a higher lending charge to a lender from the insurance company?

37 Which insurance may a lender buy to safeguard itself if a property is taken back and sold for less than it was bought for?

38 If I am getting qualified as an Accountant how might this effect my chances of getting a mortgage?

39 Would withholding debts details on the application form be a type of fraud?

40 What two values of the property are written on the offer letter?

41 Which of these is not a legal fee fro a mortgage:- Land registry, Electronic transfer fees or higher lending charge

42 What is probably the safest reference for corroborating income?

43 What is the other scheme similar to NHBC but it covers 15 years instead?

44 Is it easier to get an assessment of a sole trader who is self-employed or a PAYE applicant?

45 For income criteria what do lenders normally base the borrowing capability for those in PAYE employment?

46 If I deliberately set out to obtain funds from another person or organisation by dishonest means this is known as ????

47 I should never discuss the customer's attitude to making early repayments at the first meeting? True or False

48 An employer's reference really should be on the company letterhead? True of False

49 What is a collateral deposit?

50 What value would a prepared account projections by an accountant for a self-employed business owner really be?

## Answers

- 1 TRUE Page 25 Section 2
- 2 TRUE Page 5 Section 1
- 3 Two or more with the same lender Page 92 Section 4
- 4 FALSE Page 4 Section 1
- 5 Both Page 74 Section 4
- 6 Yes Page 10 Section 1
- 7 Yes Page 43 Section 2
- 8 Consumer Contracts Regulations 1999 Page 51 Section 3
- 9 The new owner may take legal action Page 71 Section 3
- 10 Payments will be higher Page 8 Section 1
- 11 Special conditions. Page 86 Section 4
- 12 The Standard Warranties and Conditions Page 85 Section 4
- 13 Council of Mortgage Lenders Page 43 Section 2
- 14 3 Years Page 17 Section 2
- 15 No Page 50 Section 3
- 16 The Valuation Page 63 Section 3
- 17 TRUE Page 44 Section 2
- 18 Capped or fixed rate Page 7 Section 1
- 19 Yes Page 46 Section 2
- 20 Gazundering Page 55 Section 3
- 21 Rate to risk Page 46 Section 2
- 22 May be withdrawn by lender Page 83 Section 4
- 23 Yes Page 69 Section 3
- 24 NO Page 93 Section 4
- 25 Protection Page 81 Section 4
- 26 NO Page 39 Section 2
- 27 Yes Page 52 Section 3
- 28 I should never suggest any type of survey! Page 54 Section 3
- 29 TRUE Page 4 Section 1
- 30 FALSE Page 26 Section 2
- 31 Sub-prime Page 46 Section 2
- 32 TRUE Page 93 Section 4
- 33 TRUE Page 88 Section 4
- 34 A business taxation computation, a self assessment tax computation, a self assessment statement of account Page 25 Section 2
- 35 The Insolvency Act 1986 Page 39 Section 2
- 36 Typically 20% Page 81 Section 4
- 37 MIG Page 80 Section 4
- 38 My salary should rise in the future so may be more eager to lend Page 21 Section 2
- 39 Yes Page 42 Section 2
- 40 Insurance rebuild cost and the mortgage cost Page 84 Section 4
- 41 Higher lending charge Page 79 Section 4
- 42 Established employers Page 26 Section 2
- 43 Zurich Mutual Insurance Company Page 59 Section 3

- 44 PAYE Applicant Page 22 Section 2
- 45 Multiple of gross annual income Page 20 Section 2
- 46 Fraud Page 42 Section 2
- 47 FALSE Page 4 Section 1
- 48 TRUE Page 26 Section 2
- 49 Sum of money placed with the lender Page 77 Section 4
- 50 Very little Page 17 Section 2