

# Legal & General Mortgage Club announces the launch of SmartrRefer for advisers

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Legal & General Mortgage Club has today announced the launch of SmartrRefer for advisers.

SmartrRefer, previously known as Club Extras, is a referral proposition that allows advisers to refer complex client cases, that they may be unable to progress themselves, to a network of carefully selected partner firms. Ensuring borrowers are given up to date and educated advice, in order for them to make an informed decision regarding the best outcome for their financial need.

After a full review of the market, Legal & General Mortgage Club has chosen to partner with 12 specialist providers, to ensure exclusivity and ease for advisers to find the best partner to refer their cases to.

SmartrRefer also provides Mortgage Club members with a number of conveyancing partners that they can be confident will provide competitive pricing and expert service to their clients.

The partner firms range in specific expertise including buy to let, complex residential, commercial, equity release, RIO, bridging, second charge, advice for the self-employed and those with a high net-worth.

Legal & General Mortgage Club has completed rigorous due diligence on the SmartrRefer partners to ensure their service level meets the high standards the club offer to its members. To uphold this high level of service standards, Legal & General Mortgage Club will conduct continuous reviews via quarterly NPS surveys with advisers and independent reviews of the partner offerings.

**Craig Hall, Head of Broker Relationships and Propositions, Legal & General Mortgage Club, comments:**

“At Legal & General Mortgage Club we’re determined to ensure the best possible outcomes for advisers and customers. In a world where borrower circumstances are getting more complex and

require more specialist mortgage solutions the role of the mortgage adviser has never been more crucial. We know from our Value of Advice research that nearly all (95%) of people who used an adviser would recommend their family and friends do the same, and we want to make sure borrowers continue to feel this benefit.

“Through the launch of SmartrRefer we want to reassure our members that if they don’t feel comfortable advising on a specific case we will work with them and our carefully selected partners to provide the best advice for the borrower. Ensuring all advisers in the Mortgage Club have the key to accessing the most comprehensive and detailed advice, through a third-party specialist.

**...ends...**

#### **FURTHER INFORMATION (JOURNALISTS ONLY)**

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#### **NOTES TO EDITORS**

The information contained in this press release is intended solely for journalists and should not be relied upon by private investors or any other persons to make financial decisions.

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