



# **Mortgage Solutions for Professional Athletes**





Professional athletes will face many challenges over their careers, from big games and injuries to relegations, some challenges are easier to overcome than others.

However, many do not consider the financial planning challenges their career can present them. Obtaining lending such as a mortgage can provide difficult for athletes for many reasons. At Advanta Mortgages our aim is to level the playing field and increase your chances of success by researching whole of market to find the most appropriate solution for your individual needs.

In addition to Mortgages, we offer a range of financial solutions from General Insurance to Wealth Management.

Each component of our business is the distillation of many years' experience within our respective specialism, allowing us to provide a comprehensive offering to our clients.

Our focus as a business is on developing personal, lifelong relationships with our clients. The process of building and reaffirming confidence and trust in our abilities is the foundation of everything we do.

A handwritten signature in black ink, appearing to read 'Craig Webster Ba'.

**Craig Webster Ba (Hons), FPFS**  
**CEO**

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## About Us

Advanta Mortgages are specialist mortgage advisers who will help you to find a mortgage for the property you wish to buy, or help you re-mortgage your current home. Not only do we advise on the various mortgage products and rates available, but we also ensure that any recommended deal is right for your own unique personal circumstances.

The mortgage market can be surprisingly complex. Many borrowers may be enticed by products that on the surface appear to be the best value, but in actual fact another seemingly pricier deal is more cost efficient in the long run.

By utilising an independent broker, such as Advanta Mortgages, you will have access to a much wider range of products, lenders and deals than those available on the high street. Your mortgage adviser will research and compare all of the possible costs of each deal and present them to you in a digestible way, allowing you to agree which offer is best for you.

## Mortgages and Professional Athletes

Whilst a career in sport can be lucrative, it can also bring with it financial complexities when applying for a mortgage and other types of lending.

Evidencing a consistent income is one of the main hurdles for many sportspeople, particularly those on short term contracts meaning that their circumstances and earnings potential can drastically change in a short period of time.

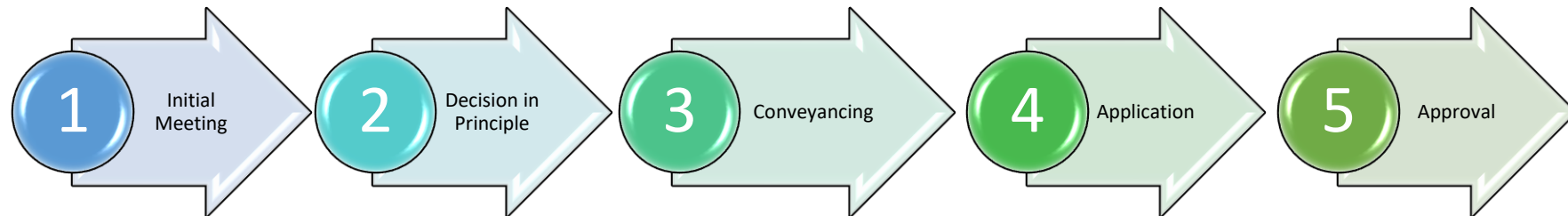
Team performance may also have impact on earning potential with bonuses being paid for goals, wins or promotion, however there may also be reductions in income in the event of relegation or poor performance. In addition, there is the risk of injury which may affect your earning potential.



While most homebuyers take out mortgages over a 25 or 30-year term, this can be hard for professional footballers and many mortgage lenders often restrict lending to the age of 35 unless there is evidence of further income into retirement.

## The Mortgage Process

We provide a complete service from the start to the finish of your move. Below are the steps you can expect to take during the mortgage process;

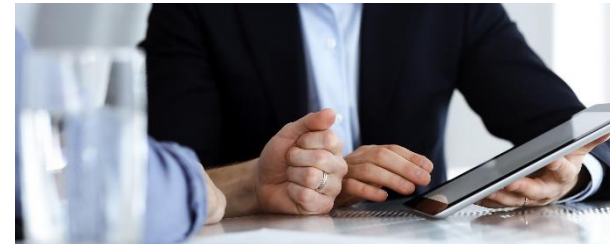


1. **Initial Meeting** - At our initial meeting we will the time to get to know you and understand your needs, individual circumstances and financial position. During this meeting we will ask you to provide a few documents to evidence this such as;
  - Copy bank statements
  - Payslips and/or last P60
  - Business accounts (if you are self-employed)
  - Proof of identity and address (passport/driver's license/utility bills)
2. **Decision in Principle** – A decision in principle (also known as an agreement in principle) is a certificate from your chosen lender, indicating the amount that they are willing to lend. You will need a decision in principle prior to making an offer on a home to ensure that you can obtain sufficient funding to meet the purchase.
3. **Conveyancing** – You will need to instruct a conveyancer at the point of making an offer to take care of the legal aspects of buying your home.
4. **Application** – Once you have found your dream home, your adviser will work with you to prepare and complete your mortgage application, ensuring forms are correctly completed and submitted with the correct accompanying documents to ensure swift processing by the lender.
5. **Approval** – After submission, your adviser will regularly chase the mortgage lender for approval, ensuring a timely response. Once approved they will review the contract offered by the lender and oversea the signing of your mortgage agreement, ensuring your understanding of each section of the contract.

## Ongoing Relationship

For the majority of our clients, getting the right mortgage for their home is not the end of their relationship with Advanta. Whilst the recommended deal is a perfect match for you to begin with, most deals offer a fixed rate term which you may wish to periodically review to ensure that it remains good value.

There are also other occasions where a mortgage review can take place, including;



### **Selling your Home**

Our advisers are highly experienced in helping home movers secure a mortgage on new property at the same as liaising with estate agents on the sale of their current house. We'll help to ensure there are no unnecessary complications for a smooth transition. You may also wish to investigate the option of porting your current mortgage to your new home and with the guidance of our advisers we can help you decide if this option is right for you, as well as arranging it.

### **Re-mortgaging**

As you approach the end of your current mortgage deal, you may be looking to arrange a remortgage for your home, saving you money in the long run with a better rate. Re-mortgaging takes less time and effort than buying or selling a property, but if you find that you simply don't have the time, or you aren't confident about securing the most suitable deal, our advisers can work with you to understand your needs and help you make the switch.

### **Buy to Lets**

Whether you are looking to make your first buy-to-let purchase, remortgage an existing property portfolio or convert an existing residential mortgage to a buy to let product, our advisers can help guide you in the right direction and recommend the most appropriate product for your individual circumstances.

## What our clients have to say....

*David at Advanta made the whole process of my product (mortgage) transfer quick and easy. He explained everything in detail and I couldn't fault the customer service shown. Would definitely recommend Advanta to fellow players as they provided a first-class service.*

**Andrew Murdoch – Ayr United**

***“For the time and effort David has shown me, it has been amazing value for money – thanks again!”***

*I couldn't recommend using the Advanta Group highly enough. Being a first-time buyer, the world of mortgages, deposits, interest rates etc was new to me.*

*Thankfully, I had been put in contact with David from Advanta right at the start of my buying process.*

*He simplified everything for me and was open and honest with the answers to my many questions. For the time and effort David has shown me, it has been amazing value for money – thanks again!*

**Craig Watson – East Fife FC**



**David Waters**  
**Mortgage Adviser**

*“I've worked in financial services for over 10 years within the UK banking sector & financial intermediaries. Throughout this time, I've worked with some fantastic colleagues and clients and gained invaluable experience.*

*I believe mortgage advice plays a huge part in everyone's life at different times, and I truly enjoy communicating and delivering first class outcomes for my clients.*

*Away from financial services I have played football for over 25 years including 8 years at Queens Park Fc before moving into the Junior ranks with Kilsyth FC*

*I enjoy the balanced lifestyle and work life escape that sport provides and I look forward to working with everyone at the PFA.”*

On average, our clients rate our service 4.92 out of 5

**4.9 ★★★★★**



## Advanta Risk

Advanta Risk is our fast-developing insurance arm of the Advanta group, created to give our clients access to highly knowledgeable and experienced brokers.

The more assets a client has, the greater the effort needed to maintain, preserve and protect them. Specialist cover may be needed for high value assets such as jewellery, wine collections and high value vehicles.

Our brokers offer a range of products and solutions including but not limited to;

- Home Insurance
- Car Insurance
- Travel Insurance
- Landlords Insurance (for rental property owners)
- High Net Worth Home Insurance (properties over £500,000 combined with high value contents)
- High Net Work Car Insurance (vehicles valued over £50,000)
- Insurance for recreational vehicles such as boats or motorhomes
- Valuables cover

There are many benefits to using an insurance broker, rather than purchasing a policy directly with an insurer. Below are some of the reasons why our clients chose Advanta Risk over direct policy purchase:

- One to one service with a named, dedicated broker (no call centres)
- We read the small print and makes sure policies do the job properly;
- Combined insurance contacts offering multi-cover to reduce cost and administration;
- Professional, experienced and friendly staff, who put the needs of their clients at the forefront of everything they do;
- Tailored annual renewal service;
- Our brokers have experience in dealing with loss adjusters, repairers, engineers, insurance companies and solicitors;
- We only use reputable, reliable insurers with proven claims records.





## Advanta Wealth

Advanta Wealth is our boutique wealth management arm of the business, offering independent financial planning and investment management services to clients throughout the UK. We pride ourselves on being true advocates of personal, face-to-face advice, provided by highly qualified, competent and experienced professionals.

Many professional athletes retire from sport in their 30s meaning that their income levels can significantly reduce prior to reaching the UK retirement age of 55. Implementing a robust financial plan early on in their careers can have a significant impact in maintaining the lifestyle they have become accustomed to during their career.

At Advanta we offer a full financial planning service, including but not limited to;

- Tax Planning
- Retirement Planning
- Investment Planning
- Personal Protection
- Estate Planning

### Awards & recognition

Our awards and achievements to date are a testament to our focus in promoting excellence within our industry and in 2020 we were honoured to be named in the Financial Times Top 20 Financial Advisers in the UK.



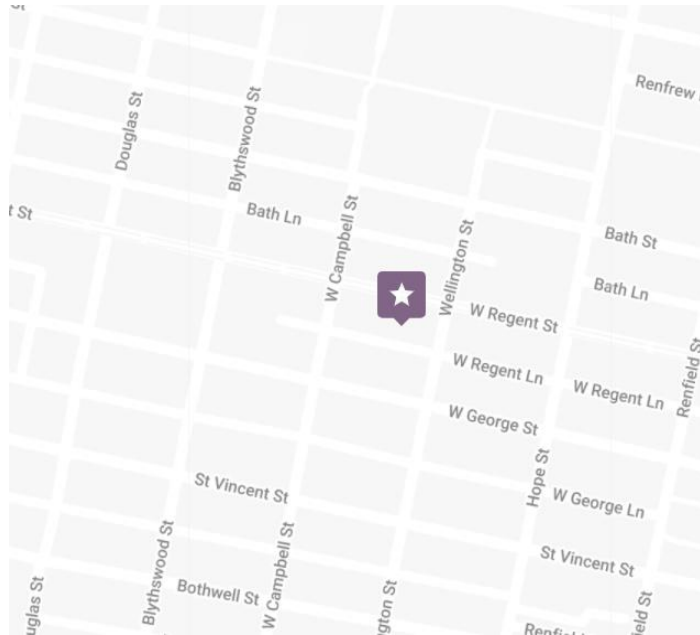
**Carolyn Russell**  
Client Director  
Independent Financial Adviser

*"I joined the Advanta Group at their inception in 2012 as an IFA, having previously worked with RBS for 18 years.*

*I have built a team of experienced individuals to work alongside me who are equally as passionate and excited to exceed our clients' expectations.*

*Each client has their own idea of what financial success means to them. It is a privilege to help clients understand and visualise their financial objectives, working with them to build, grow and preserve their wealth."*

# Contact us

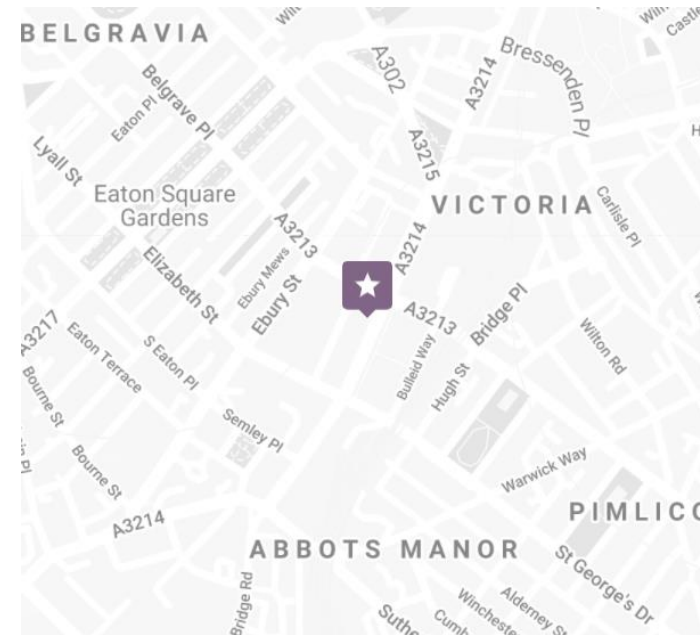


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