

Driving the  
**later life market**



# Air is the industry-leading later life lending platform

Enabled by technology, knowledge and people, we offer advisers personal development services, incentives and rewards programmes, as well as best-in-class digital sourcing tools in Air Sourcing.

Air Sourcing is a sophisticated technology solution that connects you to more opportunities.

It provides an expansive network, comprehensive portfolio, and intuitive interface for searching and recommending the most relevant and up-to-date later life lending products and services for your clients in real-time, including lifetime, retirement and retirement interest-only (RIO) solutions.

## Air Sourcing gives you:

- An award-winning later life lending sourcing platform at your fingertips, offering an expansive range of products and exclusive deals
- API integration with leading lenders, from KFI production straight through to application
- Real-time updates and bespoke plugins with Knowledge Bank and entitledto
- Access to Air's market-leading online fact-find and suitability report generator, WriteRoute
- A wide range of supportive tools and ongoing developments, such as flood risk and borrowing calculators, all completely free of charge



## WriteRoute

As part of Air Sourcing, you get access to our innovative online fact-find and suitability report generator, WriteRoute.

With WriteRoute, you can work through your advice process seamlessly from end to end, creating a more efficient process for your clients and giving you better customer outcomes.

### How does it work?

STEP  
01

#### Fact-find

Use our enhanced fact-find to gather all the information you need to start your client's later life lending journey

#### State benefits check

Complete a State benefits check in minutes using the entitledto tool

STEP  
02

STEP  
03

#### Product sourcing

Source from the widest range of later life lending products on any UK sourcing system

#### Compare lenders

Compare later life products against all lenders' detailed criteria

STEP  
04

STEP  
05

#### Request KFIs

Request KFIs from multiple lenders in one go

#### Suitability report

Simply select a product and our system will use the fact-find template to populate your suitability report

STEP  
06

STEP  
07

#### Get enhanced procurement fees

Choose Air Club as your submission route for an enhanced procurement fee of up to 0.75% with some lenders

#### Aftercare

Air's WriteRoute will allow you to give your clients a smoother, slicker advice journey. All steps are stored in your account safely and securely for future reference or for your compliance team.

# Supporting you at every step

When you choose Air Sourcing, you also gain access to our unrivalled Adviser Helpdesk, who are on hand to provide personalised support every step of the way.

## Our Adviser Helpdesk gives you:

- Expert case support at every step
- Support anytime, anywhere over the phone or through live chat
- Advice and access to our wide range of later life lending tools
- Enhanced case support for larger cases
- Access to regular market research so you can secure better customer outcomes

Join the UK's largest later life lending sourcing platform with more than 8,000 users and see how it can help connect you to more opportunities.

Register today

[airsourcing.co.uk >>](https://airsourcing.co.uk)

Or speak to a member of our expert team for more information

0800 294 5097  
[airlaterlife.co.uk](https://airlaterlife.co.uk)