

# Counseling Kit Overview

## How to Prepare for Your Required HUD Counseling Session.

### Purpose of Counseling

The purpose of the required counseling session is to provide an additional source of information to 1) ensure you understand the features, benefits, and obligations of a Home Equity Conversion Mortgage (HECM); 2) confirm that you have a “general knowledge” of the product; and 3) cover other alternative options and/or sources of assistance that might be of available to you. 4) explore your unique set of circumstances, providing you insight as to whether or not a HECM loan is right for you.

### The Counseling Kit includes:

- Counseling Kit Overview (this document)
- HUD publication, “Preparing for Your Counseling Session”
- NCOA publication, “Use Your Home to Stay at Home”
- Questions Your HUD Counselor Will Ask
- Financial Interview Tool (FIT) and Benefits CheckUp (BCU) Summary

### How to Prepare

Prior to your counseling session you should review the information in each document and if you have questions, please contact your Advisor.

### How to Schedule

Once you have reviewed the documents, you will need to call an approved HUD counseling agency and request an appointment for “Reverse Mortgage Counseling”. For a list of approved HUD counselors, contact your Advisor.

To ensure there are no unnecessary delays in scheduling your counseling session, be sure you tell the counseling agency that you already have the required documents.

### Expectations

During the counseling session, provide your HUD counselor with the web site and access code from your Quote Package Overview letter. For planning purposes, expect your counseling session to take an hour and a half to two hours.

### During Your Counseling Session

The HUD counselor will confirm you have a general understanding of HECM loans by asking you a series of questions. You will be deemed to have the required general knowledge if you are able to satisfactorily answer the questions. (Included in this Kit are the questions that the HUD counselor will ask.)

Your counselor may utilize two worksheets. The first is HUD’s Financial Interview Tool worksheet (“FIT”). These questions cover a wide range of topics and are intended to provide the framework for a more comprehensive dialogue between you and your counselor about your situation. The second is the Benefits Check-Up worksheet (“BCU”). Everyone will be “encouraged to” complete the BCU, but it is only required when total household income is below 200% of the National Poverty Level or for clients who are disabled. (A summary of these two worksheets is included in this Kit.)

### Closing

While completion of HUD counseling is required in order to proceed with the application process for a HECM loan, participating in the counseling does not obligate you to proceed. If you have any questions about the program or counseling process, please contact your Advisor.

**For more information, contact:**

Direct:

Email: