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According to the recent [Pepper Money Specialist Lending Study](#), 80% of self-employed individuals say they find it more challenging to secure a mortgage compared to their employed counterparts.

## Case Study: David's journey to homeownership

[Self-employment](#) can make it harder to secure a mortgage and, if you also have a record of missed payments, the mortgage challenge might seem insurmountable. The reality, however, can be very different to the perception.

This was the case for David, a [self-employed](#) videographer and photographer with a number of high-profile clients. He had just completed a very successful year for his business and wanted to buy a new home in Hertfordshire, for which he would need a mortgage of just over £500,000. However, he also had a default on a credit card and he had missed payments on credit commitments in the last 12 months as he was away so frequently with work and lost track of what bills he needed to pay.

Another hurdle for David was that while his business had been trading for two years, it had made a lot more money in the most recent year than the first year and he wanted to use the most recent year's figures for his affordability calculation, which would decide the loan size he'd be able to borrow.

David contacted his adviser and, given that he wanted to use his latest year's accounts to prove his income, his credit blips and the fact that he still had quite a lot of outstanding unsecured debt, the adviser recommended Pepper Money.

The result was that David was able to secure the mortgage he needed to buy his new home and was soon settling into the property, pleased he had the security of a fixed rate mortgage and that he no longer had to answer to a landlord.

## Choose your lender wisely

[Self-employment](#) doesn't have to hold your customers back from achieving the mortgage they want, but it does mean you need to consider your choice of lender wisely. Some lenders have greater appetite to lend to the self-employed and this is reflected in their criteria, processes and approach to underwriting. A specialist lender, like Pepper Money will take a hands-on approach to assessing income and calculating affordability. Working with the right lender means that securing the mortgage your self-employed customers deserve can be just as easy as those who receive a regular salary from an employer.

## Choose Pepper:

- Latest year's accounts accepted
- No Debt to income ratio limits
- Additional earnings accepted for 100% company owners
- No value limit on satisfied or unsatisfied CCJs and defaults

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## MORTGAGE STRATEGY

Can you spare a few minutes to take our survey?

Pepper Money and Mortgage Strategy have teamed up to launch an [Administrator survey](#) aimed at gaining deeper insights into the aspirations, challenges, & opportunities of the mortgage administration job function.

If you work in an administrative capacity within a brokerage or finance firm, we'd appreciate your valuable input.

As a thank you for your time, we're offering three randomly selected administrators the opportunity to win\* gift card prizes worth **£100, £75, and £50** for the 1st, 2nd, & 3rd places, respectively.

**\*Simply take the quick survey & accept the accompanying terms and conditions.**

[Take our survey](#)

We want to better support mortgage administrators and strengthen relationships between brokers, lenders, and administrators. By sharing this survey, we can improve our understanding and achieve our goals. Thanks for joining us in making this initiative a success.

The deadline to complete the survey is **Friday 19th July**.

Thank you

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[Take our survey](#)

**\*Terms and Conditions:** 1. The survey competition will begin at 9:00am on 10th June 2024 and will end at 23.59 on the 19th July 2024 (the "Competition Period"). 2. The competition is open to all UK residents, aged 18 and over. The competition is not open to employees of Pepper Money, its agents or anyone professionally connected to the competition. 3. One entry allowed per entrant and only three entrants can win over the Competition Period. 4. In entering the competition, you confirm that you are eligible to do so and eligible to claim any prize you may win. Pepper Money may require you to provide proof that you are eligible to enter the competition. 5. By entering this competition, you are giving your consent for Pepper Money to collect and process your data (including where necessary to meet the obligation of this competition) sharing it with third parties, including but not limited to the delivery company. Please note the collection and processing of any personal data is for the purpose of fulfilling the prize only and is limited to an email address, first name, last name and title. Pepper Money will not retain your personal information for longer than necessary and all data will be deleted within 8 weeks of the competition's closing date. 6. Entering this competition will not impact any existing agreements or contact permissions that you may have in place with Pepper Money. For more information on how Pepper Money process your data please view our [privacy policy](#). 7. All winners will be picked at random by assigning an ascending numerical value to each entry, starting at 1. These values will be entered into Google's free random number generator, which will then auto select three of the numbers. Whichever number is selected by the generator will represent the winning entry. 8. The winners will be notified via direct message on email and will need to provide an email address for receiving the prize within 7 days of notification. If an email address is not provided, another winner will be chosen at random. 9. Pepper Money does not accept any responsibility if you are not able to take up the prize. 10. The prize may not be claimed by a third party on your behalf. 11. The prize will be sent to the winner by email and within 28 days of the winner confirming their email address. 12. Pepper Money accepts no responsibility for late, incomplete, incorrectly submitted, corrupted or misdirected entries, claims or correspondence whether due to error omission, alteration tampering, deletion, destruction, transmission interruption, communications failure or otherwise. 13. Pepper Money will not be liable for any loss (including, without limitation, direct, indirect, special or consequential loss or loss of profits), expense or damage which is suffered or sustained (whether or not arising from any person's negligence) in connection with this competition or accepting the prize except for any liability which cannot be excluded by law (including personal injury, death and fraud) in which case that liability is limited to the minimum allowable by law. 14. Pepper Money reserves all rights to disqualify you if your conduct is contrary to the spirit or intention of the competition. 15. The prize is not transferable or exchangeable and cannot be redeemed for cash or any other form of compensation. 16. Pepper Money reserves the right to replace the prize with an alternative prize of equal or higher value if circumstances beyond Pepper Money's control make it necessary to do so. 17. Pepper Money accepts no responsibility or liability in any way for the inability to meet delivery timeframes in the event of any national or local lockdowns, or any circumstances resulting from Covid-19 affecting the Prize delivery supply chain. Should Covid-19 affect the ability to meet these deadlines, Pepper Money will fulfil its obligations as soon as it is reasonably possible. 18. Pepper Money's decision is final and binding in all matters and no correspondence will be entered into. 19. If there is any reason to believe that there has been a breach of these terms and conditions, Pepper Money may, at its sole discretion reserve the right to exclude you from participating in the competition. 20. Pepper Money reserves the right to hold void, suspend, cancel, or amend the competition where it becomes necessary to do so. 21. By submitting a competition entry, you are agreeing to be bound by these terms and conditions. 22. These terms and conditions are governed by English Law and shall be subject to the exclusive jurisdiction of the courts of England and Wales.



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