

# Energy/Climate Interests

Although there may be some debate when it comes to how much of a risk climate change poses, I think it is safe to say that everyone agrees that improving the indoor air quality of a home and reducing energy costs is not only good for the occupants, it is also good for the environment and the climate.

While many organizations are working very hard to promote increased energy efficiency, they are completely missing an incredible alignment of interests.

Seniors in California are sitting on over \$2 trillion in stagnant equity while they are living in homes with poor indoor air quality and high utility bills. Reverse Mortgages can be a great way for them to improve the comfort and affordability of their homes. They generally see significantly greater benefits from strategic energy upgrades than any other demographic.

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| Fixed Income | Since many seniors are on a fixed income, reductions in their energy bills can really make a difference for them.                                                                              |
| Older Homes  | Many seniors have been in their homes for decades so it is likely that their homes are particularly energy inefficient. This means that energy improvements can result in significant savings. |
| Comfort      | Seniors often spend most of their time in their homes so the added comfort that comes from energy upgrades can greatly improve their quality of life.                                          |

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| <b>Indoor Air Quality</b>  | <b>As people age their ability to filter out micro particulates in the air diminishes. This can have serious impacts on their health. Strategic energy upgrades can often improve the indoor air quality of a house. Not only can this improve their quality of life, but it may also reduce their healthcare expenses.</b> |
| <b>Strategic Financing</b> | <b>With the Reverse Mortgage suite of products seniors (55 and above) have the ability to finance these upgrades with no required monthly payments. This means that any reductions in monthly utility bills are realized in additional monthly cash flow.</b>                                                               |

**We are currently in the process of creating some additional resources to support the effort of those involved in residential energy efficiency in better serving the senior population. In the meantime, if you know of anyone who could benefit from this information, please feel free to connect them with us directly.**