

# Crafting Your Financial Narrative: Securing Mortgage Success at Every Stage of Your Legal Career

As a legal professional, you're adept at building strong arguments for clients. But when it comes to securing a mortgage, shaping your financial narrative is equally important. Whether you're a trainee, an associate, or a partner, the mortgage process requires strategy, foresight, and, in some cases, a bit of persuasion. Here's how to navigate the mortgage market successfully at each stage of your legal career.

## Can I Secure a Mortgage as a Trainee?

Starting as a trainee solicitor can be exciting, but it does present challenges when you're seeking a mortgage. The main hurdle for many trainees is that you might begin on a fixed-term contract. Since these contracts have end dates, this can raise concerns for lenders, as many require long-term stability to include your income for affordability. However, this isn't the case with all lenders if your case is presented correctly.

Highlighting your career journey is crucial. Lenders often favour professionals whose careers are hard-earned, recognising your potential for future growth. With around 23,000 students graduating with law degrees each year, but only about 5,700 becoming trainees<sup>[1]</sup>, this demonstrates your achievement and provides lenders with greater certainty about your future income.

As with all mortgage applications, it is key to maintain a strong financial profile—such as having a good credit score.

## Navigating the Mortgage Landscape as a Solicitor

As you progress from trainee to solicitor, your mortgage prospects will likely expand. By this stage, your income has probably increased, and more lenders may become available to you now that you're likely on a full-time PAYE contract.

Once you're practising as a solicitor and have built a track record, you may also have additional income sources to include alongside your basic salary. Many firms have structured pay progression, so if you're on the verge of a pay rise, that can be factored into your mortgage application, especially if the income increase is guaranteed. A strong

career path like yours, with predictable future income growth, can significantly strengthen your mortgage application.

## Achieving Mortgage Success as a Partner

When you start out as a trainee, becoming a partner can feel like a distant goal. However, reaching partnership level often introduces financial complexity. As a partner, you may transition from being employed to self-employed or start receiving a monthly draw and partnership profits instead of a regular salary. While this brings financial rewards, it also introduces challenges when applying for a mortgage.

Self-employed individuals, including partners, go through a different process with lenders. Banks typically require more extensive documentation to verify income stability, often asking for at least two years of consistent earnings. This can include tax returns or letters from senior partners to verify your income.

Depending on how long you've been a partner, lenders will assess your income differently. If you've just made partner, you may not yet meet the standard income documentation requirements for a partner. In this case, you'll need to provide a holistic view of your financial stability, focusing on the strength of your career and the prestige of achieving partner status. At Henry Dannell, we can support you through this process.

## Working for an International Law Firm: Earning in a Foreign Currency

Legal professionals working at international firms, especially those earning in foreign currencies, face unique challenges when securing a mortgage. Some lenders are unable to lend to borrowers receiving non-sterling income due to exchange rate fluctuations, which conflict with their risk policies. However, many lenders are still willing to lend in these cases but may limit the portion of your income they consider to account for currency variances.

If you earn in a foreign currency, it's essential to work with a mortgage adviser experienced in navigating the complexities of lending criteria. This will help ensure you secure the most favourable terms from a

lender that can accommodate your specific circumstances.

## The Importance of Expert Guidance and Tailored Strategies

Navigating the mortgage market as a legal professional requires a proactive approach and a well-crafted financial narrative. Working with a mortgage adviser who understands the unique aspects of the legal profession can make a significant difference. They can structure your mortgage application to highlight your earning potential, financial stability, and career growth, ensuring you secure the most favourable terms and success on your first attempt.

At Henry Dannell, we specialise in creating bespoke mortgage solutions tailored specifically for legal professionals. With years of experience and a proven track record, our dedicated team ensures your financial profile is positioned to maximise affordability, with options aligned to your career progression and long-term goals.

To explore your mortgage options and receive personalised advice, the specialist team at Henry Dannell is here to guide you every step of the way.

<sup>[1]</sup> <https://www.allaboutlaw.co.uk/law-careers/finding-a-training-contract/how-many-people-get-a-training-contract-each-year>

## Disclaimer

A mortgage is secured against your home. Your home may be repossessed if you do not keep up repayments on your mortgage or any other debt secured on it. Mortgage deals may not be available, and lending is subject to individual circumstances and status.



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