



What's better than one of the market's most innovative banking solutions? **Two innovative banking solutions.**

Manulife Bank's innovative mortgage portfolio could help you meet the mortgage referral needs of a broad range of clients. We offer two unique combined mortgage and banking products: Manulife One and Manulife Bank Select.

#### TWO COMPLEMENTARY MORTGAGE SOLUTIONS



**Manulife One** is an innovative, all-in-one account that allows your clients to combine their mortgage, personal loans and lines of credit with their income and short-term savings. By combining their debt and savings in a single account with a competitive low rate(s), your clients could save thousands of dollars in interest costs while gaining more control over their finances. And you can work with your client and their freed-up cash flow to address other financial needs.



**Manulife Bank Select** provides clients with an integrated banking solution that combines a mortgage with a high-interest\*, full feature chequing account. It also offers clients the opportunity to actively manage their mortgage by splitting it across several terms to put the benefits of variable and fixed rates plus short and long terms to work for them at the same time.

#### YOUR LOCAL MANULIFE BANK REPRESENTATIVE IS THE EXPERT

If you believe your clients could benefit from one of these products, simply refer them to your local Manulife Bank representative – they're the mortgage and banking experts who can put the right solution in place for your client.

*The chart on the back illustrates the comparative features and benefits of Manulife One and Manulife Bank Select.*

\*Interest earned is calculated on the daily closing balance and added to the account monthly. Visit [manulifebank.ca](http://manulifebank.ca) for a full list of account features and, where applicable, fees.

## USE THIS OVERVIEW TO HELP DETERMINE WHICH SOLUTION IS RIGHT FOR EACH CLIENT.

	Manulife One	Manulife Bank Select
<b>Your client</b>	<ul style="list-style-type: none"> <li>Wants the flexibility to manage their cash flow and debt on their terms. and/or</li> <li>Wants to simplify their banking. and/or</li> <li>Wants to consolidate debt at one low rate.</li> </ul>	<ul style="list-style-type: none"> <li>Prefers the certainty of specific payments a traditional mortgage offers and appreciates seeing their banking and mortgage details in one place. and/or</li> <li>Wants to combine the benefits of fixed and variable rates over short and long terms in one mortgage. and/or</li> <li>Has between five per cent and 20 per cent equity in their home or between five per cent and 20 per cent of the purchase price of their home for a down-payment.</li> </ul>
<b>Account type</b>	<ul style="list-style-type: none"> <li>All-in-one account with one balance that reflects all transactions.</li> <li>Debt can be put into variable or fixed-rate sub-accounts.</li> <li>Clients can enjoy the flexibility of unlimited transactions for a \$16.95 monthly fee (\$9.95 for seniors over the age of 60). Fee is waived for accounts with a total positive balance of \$5,000 or more across the account at the end of each month. Fees are subject to change.</li> </ul>	<ul style="list-style-type: none"> <li>Mortgage and daily banking parts of the account are maintained separately.</li> <li>Banking part earns a high rate of interest while providing full chequing account features.</li> <li>Clients can enjoy the flexibility of unlimited transactions for a \$16.95 monthly fee (\$9.95 for seniors over the age of 60) or opt to pay on a per transaction basis. The monthly fee is waived for accounts with a positive balance of \$5,000 or more at the end of the month. Banking transaction fees are waived for accounts with a balance of \$5,000 after the transaction is made. Fees are subject to change.</li> </ul>
<b>Borrowing limit</b>	<ul style="list-style-type: none"> <li>Up to 80 per cent of the value of the home.</li> <li>Clients can access their available credit at any time.</li> <li>Clients who request a credit limit between 65 and 80 per cent of the value of the home must allocate the amount above 65 per cent to a non-readvanceable term sub-account.</li> </ul>	<ul style="list-style-type: none"> <li>Up to 95 per cent of the value of the home.</li> <li>Mortgage insurance is needed when a mortgage is 80 to 95 per cent of the value of the home (five per cent to 20 per cent equity).</li> <li>The mortgage is for a fixed term and payments cannot be re-advanced.</li> </ul>
<b>Borrowing/mortgage types/terms</b>	<p>An open borrowing account at a variable rate that is secured by the home. Sub-account options:            Clients can divide debt between up to 15 tracking sub-accounts and/or five term sub-accounts with specific amortization periods:</p> <ul style="list-style-type: none"> <li>Tracking sub-accounts can be used to divide and separately track debt at the same low variable interest rate as the main account.</li> <li>Term sub-accounts can be used to divide and separately lock in debt with a defined amortization period.</li> </ul> <p>Fixed and variable rates are available:</p> <ul style="list-style-type: none"> <li>Closed term fixed rate of six months, one to five years, seven years and 10 years; open-term fixed rate of one year.</li> <li>Open term variable rate of five years.</li> </ul>	<ul style="list-style-type: none"> <li>Closed term fixed rate of six months, one to five years, seven years or 10 years; open-term fixed rate of one year.</li> <li>Variable rate at five-year closed or five-year open term.</li> <li>Option to split mortgage across up to five portions in any combination of our available fixed and variable rate terms (minimum \$25,000 mortgage amount per portion).</li> </ul>
<b>Payment terms</b>	<ul style="list-style-type: none"> <li>We recommend that clients repay interest and an amount towards the principal within the main account on a monthly basis; however, no regular payment is required.</li> <li>A monthly principal and interest payment is required on any term sub-account(s).</li> </ul>	<ul style="list-style-type: none"> <li>Fixed mortgage payment of principal and interest.</li> <li>Mortgage payment frequency is chosen by your client: Weekly, bi-weekly, semi-monthly, monthly, weekly accelerated or bi-weekly accelerated.</li> </ul>
<b>Prepayment privileges</b>	<ul style="list-style-type: none"> <li>The main account, any tracking sub-account(s) and any open term sub-accounts can be paid in full at any time.</li> <li>Lump-sum payment(s) up to 20 per cent of the original balance in any year for any sub-account(s) with a closed term.</li> </ul> <p>Clients may not use any unused prepayment privilege to reduce any prepayment charge if they prepay the sub-account in full.</p>	<p>For a closed-term mortgage, clients can:</p> <ul style="list-style-type: none"> <li>Make lump-sum payments up to 20 per cent of the original mortgage amount, annually.</li> <li>Increase regular mortgage payment by up to 25 per cent annually.</li> </ul> <p>For an open-term mortgage, clients can:</p> <ul style="list-style-type: none"> <li>Make lump-sum payments for any amount at anytime, including the full principal amount.</li> <li>Increase regular mortgage payment by any amount.</li> </ul> <p>Clients who choose to split their mortgage into portions can make these prepayments on any or all of the portions.            Clients may not use any unused prepayment privilege to reduce any prepayment charge if they prepay the portion(s) in full.</p>
<b>Interest rate</b>	<ul style="list-style-type: none"> <li>Debt in main account is charged interest at a variable rate.</li> <li>Positive balance earns a high rate of interest.*</li> <li>Fixed and variable rate sub-account options are available.</li> <li>See <a href="http://www.manulifebank.ca">www.manulifebank.ca</a> for current rates.</li> </ul>	<ul style="list-style-type: none"> <li>Banking part of the account earns a high rate of interest.*</li> <li>Fixed and variable rates are available for the mortgage portion of the account.</li> <li>Mortgage rates are based on terms noted above.</li> <li>See <a href="http://www.manulifebank.ca">www.manulifebank.ca</a> for current rates.</li> </ul>

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Contact your local Manulife Bank representative for more details.



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