

## Your Manulife Bank mortgage has a superpower

### **Introduction**

This video describes the prepayment privileges available to Manulife Bank Select customers. You can make a one-time payment of up to twenty percent of your balance and increase your regular payment by up to twenty-five percent.

### **Transcript**

#### **On screen:**

The Manulife Bank logo appears on a white background and upbeat music plays. The logo transitions to a scene with an animated man sitting at his desk in a home-office. The man is wearing a yellow t-shirt. We see him from behind, with a window in front of him. Through the window we can see a mountain. There's a laptop computer on the desk and the man has his right hand on a computer mouse. On the laptop screen, we see the Manulife Bank logo and the words "Manulife Bank Select" prominently displayed in the middle of the screen. The man looks closely at the screen and then leans back and scratches his head with his left hand.

#### **Voice over:**

Most of us assume our mortgage will cost a lot and take a long time to repay. But here's a secret: it doesn't have to.

#### **On screen:**

The scene zooms out the window to show a close-up of the mountain. There is a red flag at the base of the mountain, on the left side of the screen. The mountain is grey. The man leaps into the scene from the left side of the screen and stands beside the flag. A large, green starburst graphic appears in front of the mountain with the words "Superpower". The starburst graphic disappears, and we once again see just the man and the flag at the base of the mountain.

#### **Voice over:**

Your Manulife Bank mortgage has a superpower—prepayment privileges. Here's how it works:

#### **On screen:**

The flag rapidly moves to the top of the mountain. A red line appears showing the flag's progress up the mountain. The mountain also turns red to show the flag's progress. Beside the flag, we see a value that quickly climbs to three hundred thousand dollars, indicating the man's total mortgage amount—a mountain to climb.

#### **Voice over:**

Assume you owe three hundred thousand dollars.

#### **On screen:**

The flag moves part-way down the mountain, and the mountain turns from red to green, indicating the man is paying down his mortgage. A text box appears above the man's head showing a percentage figure. The percentage rapidly increases from zero to twenty percent, indicating the maximum one-time payment he can make.

#### **Voice over:**

Each year, you can make a one-time payment of up to twenty percent.

**On screen:**

The scene changes to a light yellow and green background. The man is standing behind a counter, looking down at various buttons and a lever on the top of the counter. On the front of the counter, the word “Mortgage” and a value of three hundred thousand dollars is displayed, once again indicating the total amount of his mortgage. At the top-right of the screen, there is a sign hanging from two chains. The sign displays the word “Months” at the top, and a value of three hundred, indicating how long he’ll have his mortgage. The man is frowning.

**Voice over:**

Now, most of us don’t have that kind of money lying around.

**On screen:**

The man reaches with his left hand to grab the lever. He pulls the lever. A text box appears at the top left of the screen, that rapidly counts up to five thousand dollars. As this happens, the large numbers on the front of the counter decrease rapidly and stops at two hundred and ninety-five thousand dollars, indicating the man could make an extra payment of \$5000 on his mortgage. A starburst graphic appears on the left side of the screen with the word “Pow”. A second text box appears over the first in the top left, mostly covering the first. This second text box shows a value of eight thousand five hundred dollars, indicating how much he could save in interest. On the right side of the screen, the value in “Months” sign decreases to two hundred and ninety-two, indicating he could take eight months off his mortgage.

**Voice over:**

But if you make an extra payment of just five thousand dollars, you could save almost eighty-five hundred and own your home eight months sooner.

**On screen:**

The scene with the man behind the counter returns to its original setup, indicating a new scenario. The value on the front of the counter once again reads three hundred thousand dollars, and the sign at the top right of the screen once again reads three hundred months. A green text box appears at the top left of the screen that rapidly counts up to a value of twenty-five percent, indicating how much he can increase his regular payments by.

**Voice over:**

You can also increase your regular payment by up to twenty-five percent.

**On screen:**

The man grabs the lever on the counter and pushes it forward. The value showing on the front of the counter decreases from three hundred thousand to two hundred ninety-nine thousand two hundred dollars. The man then uses his other hand to press a large pink button on the counter. When he does this, a second text box appears at the top left corner of the screen with a value of fifty dollars showing, indicating an increase in his regular payments. The man pulls the lever. The value on the front of the counter decreases to two hundred ninety-nine thousand one hundred and fifty dollars. A third text box appears at the top left corner of the screen that rapidly counts up to a value of nineteen thousand dollars, indicating how much he could save in interest. The man pushes another button on the counter and a blue starburst graphic appears on the right side of the screen with the word “Zap”. The “Months” sign at the top right of the screen counts down to two hundred and seventy-six months.

**Voice over:**

If you pay your mortgage twice a month, and increase each payment by just fifty dollars, you could save more than nineteen thousand dollars and own your home more than two years sooner.

**On screen:**

The image changes to the Manulife Bank logo. Manulife Bank's phone number 1-877-765-2265 appears below the logo. At the bottom of the screen, there is text that reads "We're assuming an interest rate of four percent, semi-monthly payments, a twenty-five-year amortization and a five-year term. Once you've increased your payment, you can't decrease it again. It's a good idea to start small to make sure your budget can handle the higher payment. Manulife, Manulife Bank & Stylized M Design, and Stylized M Design are trademarks of The Manufacturers Life Insurance Company and are used by it, and by its affiliates under license." The upbeat music slowly fades away.

**Voice over:**

Want to own your home sooner? Give us a call and let's get started.



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