

**Transcript - Alexandre Lafitte – A better way to bank****On screen:**

Soft music plays in the background and the text “Stories of Financial Freedom with Manulife One” appears in French over the image of Alexandre. Alexandre is smiling. As he begins speaking, the scene changes to Alexandre sitting in the chair and speaking to the camera in French. A text box appears on the left side of the screen that translates to, “Alexandre Lafitte, Manulife One Client.”

**Alexandre Lafitte:**

My name is Alexandre, I’m 38 years old, I have two children and I’ve been with Manulife One for almost a year.

**On screen:**

The camera zooms in on Alexandre’s face, he shakes his head as he speaks.

**Alexandre Lafitte:**

Here’s the routine for a father with two young children: They get up early in the morning.

**On screen:**

The camera pulls back to show Alexandre sitting in the chair.

**Alexandre Lafitte:**

When you have children, there’s a lot of responsibility that comes with it, whether you have an RESP for university later on, whether you have diapers to pay for, getting groceries, which are more costly now.

**On screen:**

The camera zooms in on Alexandre’s face, then pulls back.

**Alexandre Lafitte:**

Then there is always childcare to pay for, and related activities, such as sports for the kids... There’s a lot to pay for.

**On screen:**

The camera zooms in on Alexandre’s face. Alexandre laughs as he talks about the excitement of his idea.

**Alexandre Lafitte:**

So, I came up with this idea. As you can see, I’m quite excited about it. I really like the product. I like the idea of having a mortgage margin. I like the flexibility and, most of all, I liked the idea of coming together with a joint account.

**On screen:**

The camera pulls back to show Alexandre sitting in the chair.

**Alexandre Lafitte:**

All of my family's expenses, whether it's daycare and activities, groceries or whatever, they all go into the same account and our joint credit card is linked to that account. So, I have a single snapshot of our finances at my fingertips.

**On screen:**

The camera zooms in on Alexandre's face.

**Alexandre Lafitte:**

It's all there. It's just easier. That was one of the elements, obviously, that convinced me to go with Manulife One. There's also the fact that, now, for the first time in our lives, we have access to a mortgage line. That was a first. We have equity in our house. Why not do something with it? Our renovations can go under Manulife One instead of coming out of our savings account.

**On screen:**

The camera pulls back to show Alexandre sitting in the chair.

**Alexandre Lafitte:**

So, it's the peace of mind that comes with it. Knowing that if something comes up with, I don't know, one of our two jobs, or if there's a problem with the house, the roof is leaking or anything, we have money available.

**On screen:**

The camera zooms in on Alexandre's face.

**Alexandre Lafitte:**

It's there, in the Manulife account, the same account that covers our family's everyday expenses.

**On screen:**

The camera pulls back to show Alexandre sitting in the chair.

**Alexandre Lafitte:**

If I had to describe it all in one word, it would be "everything." The thing that represents Manulife One for me is simple, it's my card.

**On screen:**

Alexandre pulls out his Manulife One card from his wallet and holds it in his right hand.

**Alexandre Lafitte:**

My Manulife One card that I use all the time. It's the link that binds my finances, my family and even my work.

**On screen:**

The scene changes to a navy screen with the Manulife Bank logo and text that translates to "Canada's most flexible mortgage" and "Contact Manulife Bank to learn more." At the bottom of the screen there is text that translates to, "Manulife One is offered by Manulife Bank of Canada. This media is for information purposes only and is not intended to provide specific financial, tax, legal, accounting or other advice and should not be relied upon in that regard. Individuals should seek the advice of qualified professionals to ensure that any action taken with respect to this information is appropriate to their specific situation. 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

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