



Transcript – Tyler Yates – Pay off mortgage faster

On screen:

Soft music plays in the background and the text “Stories of Financial Freedom with Manulife One” appears over the image of Tyler Yates. Tyler is smiling, standing behind a white chair. As he begins speaking, the scene changes to Tyler sitting crossed legged and speaking to the camera. A text box appears on the left side of the screen that reads, “Tyler Yates, Manulife One Client.”

Tyler Yates:

My name is Tyler Yates, and I've been a Manulife One client for just over two years. My wife and I we've been married for 10 years, and we have a daughter named Peyton and she's nine years old.

On screen:

The camera zooms in on Tyler's face. Tyler smiles as he speaks about his experiences and uses his hands frequently to express himself.

Tyler Yates:

Some of the challenges that we faced with building equity in the past before Manulife One was that we just weren't making the strides that we wanted to. And with Manulife One, we learned that there was a better way for us to use our money and have it pay our mortgage down a lot quicker.

On screen:

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

Tyler Yates:

For our personal finances, we run everything through our Manulife One solution. Our payroll goes into it and our expenses come out of it as well, so if it's our property taxes, our heat, our hydro, the super important piece is that on the Manulife One website, they have a tool that allows you to key in how much income you have coming in, but also how much your expenses are on a month-to-month basis. And once we learned that we had lots of money left over at the end of the month, it was eye opening to understand that now we could use this account as our full-time day to day banking like we would with any other financial institution.

On screen:

The camera zooms in on Tyler's face. Tyler continues to smile as he speaks and use hand motions to express himself.

Tyler Yates:

We have a community of like-minded borrowers in my town.

On screen:

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

Tyler Yates:

We meet up quarterly just to talk about how you put your money into your account, what are some of your expenses, maybe different ways that you've divvied up your Manulife One solution. So, it is kind of neat because now if we talk to someone else who might be a like-minded borrower, maybe they're not like me, but they could be like one of our other peers who has a solution too. So, it's been really cool to know someone else who might be like the new person and kind of play matchmaker. And it just adds to our community so that we can build a wealth of knowledge.

On screen:

The camera zooms in on Tyler's face.

Tyler Yates:

Our original goals when we first took on a mortgage seven years ago was that we were going to have it paid off in 30 years, and I knew that with some lump sum payments and hopefully with some business success too, that maybe we could get that thing down to like maybe 22 or 20. When I realized with the Manulife One solution by using their website for their calculations, I'm like we can probably have this thing done in 15 years. And now after two years, that pace has changed to nine.

On screen:

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

Tyler Yates:

I'm just blown away with how much traction we can have with this solution, and if we can have this thing paid off in 9 years versus it being 30 or 22, I think every Canadian homeowner would dream to have that take place. And with Manulife One, I can't believe it's actually possible.

On screen:

The scene changes to a navy screen with the Manulife Bank logo and text that reads "Canada's most flexible mortgage" and "Contact Manulife Bank to learn more." At the bottom of the screen there is text that reads, "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 under license. Tyler Yates received compensation from Manulife Bank of Canada ("Manulife Bank") for providing this testimonial. The opinions expressed within this testimonial are solely Tyler Yates's and do not necessarily reflect the opinions and beliefs of Manulife Bank."