



# BROKER GUIDE

---

**Unlocking Opportunities:** The Referral  
Partner's Guide to the CHIP Reverse Mortgage



## A MESSAGE FROM HOMEEQUITY BANK LEADERSHIP

All Canadians deserve to experience retirement in comfort and financial security.

Retirement is an opportunity for your clients to live some of life's richest moments, whether that means enjoying more time with those they love, taking a dream vacation, or simply enjoying a quiet afternoon in their garden. And regardless of how they choose to spend it, we at HomeEquity Bank believe all Canadians deserve to experience retirement in comfort and financial security.

That's why, for more than 35 years, we have helped tens of thousands of people access the value of their homes using the CHIP Reverse Mortgage and made their retirement dreams a reality.

Our homes hold precious memories of the lives we've built. They become even more important to us as we get older – it's why nearly every Canadian wants to retire in their home. This guide explains how you can help your clients do exactly that with the CHIP Reverse Mortgage. Please take a moment to read through it and talk to your HomeEquity Bank Business Development Manager (BDM) or Business Development Associate (BDA) to learn how we can help you grow your reverse mortgage business.





<b>04</b>	<b>WHAT IS THE CHIP REVERSE MORTGAGE?</b>
<b>05</b>	<b>BENEFITS OF THE CHIP REVERSE MORTGAGE</b>
<b>06</b>	<b>HOW IT WORKS</b>
<b>07</b>	<b>FREQUENTLY ASKED QUESTIONS (FAQS)</b>
<b>09</b>	<b>LENDING COMPARISON TABLE</b>
<b>11</b>	<b>PRODUCT COMPARISON</b>
<b>12</b>	<b>WHY CHOOSE HOMEEQUITY BANK?</b>
<b>13</b>	<b>BROKER COMMISSION</b>
<b>14</b>	<b>STEPS TO SUBMIT AN APPLICATION</b>
<b>16</b>	<b>CLIENT QUALIFICATIONS</b>
<b>18</b>	<b>GETTING THE QUOTE</b>
<b>20</b>	<b>RECEIVING THE PROCEEDS</b>
<b>21</b>	<b>CLIENT REFERRAL FORM</b>
<b>22</b>	<b>ADDITIONAL TOOLS</b>
<b>23</b>	<b>TESTIMONIALS</b>



## WHAT IS THE CHIP REVERSE MORTGAGE?

The CHIP Reverse Mortgage enables your clients to access up to 55%<sup>1</sup> of the appraised value of their home and receive the funds in one lump-sum. Clients can also get monthly/quarterly installments, or a combination of a lump-sum and installments.



## COMMON USES OF THE CHIP REVERSE MORTGAGE



**ALLEVIATE  
DEBT**



**INCREASE  
CASHFLOW**



**HEALTHCARE  
EXPENSES**



**BUY A VACATION  
PROPERTY**



**HOME RENOVATIONS/  
IMPROVEMENTS**



**EARLY  
INHERITANCE**



**PRESERVE  
INVESTMENTS**



**FINANCIALLY ASSIST A FAMILY  
MEMBER OR FRIEND**



**TRAVEL**



## BENEFITS OF THE CHIP REVERSE MORTGAGE



### CLIENTS MAINTAIN HOME OWNERSHIP

Clients will always maintain complete ownership and title of their home. HomeEquity Bank will never ask your client to move or sell, provided they pay their property taxes and home insurance, and keep their property well maintained.<sup>1</sup>



### NO REGULAR MONTHLY PAYMENTS

Clients are not required to make regular mortgage payments for as long as the home is their primary residence.<sup>1</sup>



### TAX-FREE

All funds acquired through CHIP are tax-free, and do not affect your clients' Old Age Security (OAS) or Guaranteed Income Supplement (GIS).<sup>2</sup>



### TAKE CONTROL

Help clients get their finances under control and gain the freedom to set their own plans and priorities.



### PROTECT YOUR CLIENTS' INVESTMENTS

Utilizing home equity enables your clients' registered investments to grow tax-free, allowing their investment portfolio to remain untouched for a longer period.



### A CUSTOMIZABLE SOLUTION

The CHIP Reverse Mortgage enables your clients to access up to 55%<sup>3</sup> of the appraised value of their home and receive the funds in one lump-sum. Clients can also get monthly/quarterly installments, or a combination of a lump-sum and installments.

<sup>1</sup>Your clients are required to pay their property taxes, have valid and adequate home insurance, and abide by their obligations/promises.

<sup>2</sup>Always consult a trusted tax expert, your accountant and/or financial advisor.

<sup>3</sup>Some conditions apply. Refer to our reverse mortgage calculator at [chipadvisor.ca/financial-illustration-calculator/](https://chipadvisor.ca/financial-illustration-calculator/) to determine how much your client qualifies for.



## HOW IT WORKS

1

### DECIDE IF IT'S RIGHT FOR YOUR CLIENTS

Review your clients' financial circumstances, including their financial needs and plans, to determine if the CHIP Reverse Mortgage aligns with their needs.

2

### CRAFT A FLEXIBLE PLAN

Clients can access up to 55%<sup>1</sup> of their home's appraised value, tax-free, as a lump-sum payment, and/or the option of an initial lump sum payment and planned or subsequent advances over time.

3

### PEACE OF MIND

The CHIP Reverse Mortgage has safeguards such as the No Negative Equity Guarantee<sup>2</sup> built into products to ensure clients never owe more than the fair market value of their home.

## WHO CAN QUALIFY<sup>1</sup>



Canadian homeowners



Age 55+



Secured home must be their primary residence



<sup>1</sup>Some conditions apply. Refer to our reverse mortgage calculator at [chipadvisor.ca/financial-illustration-calculator/](https://chipadvisor.ca/financial-illustration-calculator/) to determine how much your client qualifies for.  
<sup>2</sup>As long as clients keep their property in good maintenance, pay their property taxes and property insurance and their property is not in default. The guarantee excludes administrative expenses and interest that has accumulated after the due date.



## KNOW THE FAQ'S ABOUT REVERSE MORTGAGES

Thousands of Canadians are using a reverse mortgage as part of their retirement solution. Purpose-built for Canadians 55+, it allows homeowners to turn their home equity into tax-free cash.

The following is a list of the most commonly asked questions about reverse mortgages with the right answers to get you equipped to fund the application.

### ***Will the bank own the home?***

The homeowner always maintains title ownership and control of their home. HomeEquity Bank simply has a first mortgage on the title.

### ***Can the Bank force the homeowner to sell or foreclose at any time?***

A reverse mortgage is a lifetime product and as long as the client abides by their mortgage obligations/promises the loan won't be called even if the house decreases in value.

### ***With a reverse mortgage will the homeowner owe more than their house is worth?***

Clients can qualify for up to 55%<sup>1</sup> of their home's appraised value and, with HomeEquity Bank, every reverse mortgage comes with a No Negative Equity Guarantee<sup>2</sup>, which means that the amount a client has to pay on the due date (excluding some items) will not be more than the fair market value of their home.

### ***Are reverse mortgages too expensive because the rates are high?***

HomeEquity Bank rates could be more favourable than alternative lenders' rates on second mortgages or unsecured loans. Plus, with a reverse mortgage, clients don't have to worry about making any repayments as the debt isn't owed until the due date. Due date conditions are outlined in your clients mortgage agreement.

The due date including and being the following:

- (a) the date the borrower completes the sale, assignment or transfer of their Property to any other person;
- (b) the 1-year anniversary of the date the last of the borrowers moved into a long-term care facility or retirement residence;
- (c) the date on which an event of default occurs under the borrower's Loan Agreement or the mortgage against their Property (other than an event of default arising from the sale, assignment or transfer of their Property or their promise not to move into a long-term care facility or retirement residence); or
- (d) the date that is 180 days after the last of the borrowers dies;

### ***Is a Home Equity Line of Credit (HELOC) a better option?***

Clients should always explore all their options before making a decision. HELOCs are a good short-term borrowing option for people who can pay the interest and loan back in the near future. A reverse mortgage is a long-term financial solution<sup>3</sup> that doesn't require any monthly payments and provides the ability to prolong retirement savings.

### ***Can the homeowner(s) still get a reverse mortgage if they have an existing mortgage?***

A reverse mortgage can be used to consolidate existing debt, eliminate monthly debt payments and provide financial security. If a client has an existing mortgage, that mortgage must be paid off first with the reverse mortgage proceeds and the remainder of the proceeds, if any, can be used by the client.

### ***Is a reverse mortgage a last resort solution?***

A reverse mortgage frees up tax-free equity that is tied up in the value of a home and can allow the borrowers to enjoy their retirement on their terms.









<sup>1</sup>Some conditions apply. Refer to our reverse mortgage calculator at [chipadvisor.ca/financial-illustration-calculator/](http://chipadvisor.ca/financial-illustration-calculator/) to determine how much your client qualifies for.

<sup>2</sup>As long as clients keep their property in good maintenance, pay their property taxes and property insurance and their property is not in default. The guarantee excludes administrative expenses and interest that has accumulated after the due date.

<sup>3</sup>Excluding CHIP Open.



# LENDING COMPARISON TABLE

	 <b>CHIP REVERSE MORTGAGE</b>	 <b>HOME EQUITY LINE OF CREDIT</b>
<b>Debt consolidation</b>		
<b>Buying a new home or second property</b>		
<b>Monthly cashflow for bills and expenses</b>		
<b>Gifting to children or grandchildren</b>		
<b>Emergencies and unexpected expenses</b>		
<b>Type of lending product</b>	<ul style="list-style-type: none"> <li>• A lifetime mortgage secured against the equity in their principal residence <sup>1</sup></li> </ul>	<ul style="list-style-type: none"> <li>• A demand loan secured on the property</li> </ul>
<b>Target customer</b>	<ul style="list-style-type: none"> <li>• Canadian homeowners 55+ who want to unlock the cash from their principal residence without having to sell their home</li> </ul>	<ul style="list-style-type: none"> <li>• A homeowner with income that has a need to borrow against their property</li> </ul>
<b>Repayment terms</b>	<ul style="list-style-type: none"> <li>• Regular payments are not required</li> </ul>	<ul style="list-style-type: none"> <li>• Monthly interest payments required</li> </ul>
<b>Renewal terms</b>	<ul style="list-style-type: none"> <li>• No renewal terms as the loan isn't due until the due date. Due date conditions are outlined in your clients mortgage agreement.</li> </ul>	<ul style="list-style-type: none"> <li>• The line is open for as long as borrower needs, provided conditions are met</li> </ul>

<sup>1</sup>Clients are required to live in the property for a minimum of 6 months of the year.

# LENDING COMPARISON TABLE

	 <b>CHIP REVERSE MORTGAGE</b>	 <b>HOME EQUITY LINE OF CREDIT</b>
<b>How much can be borrowed?</b>	<ul style="list-style-type: none"> <li>Up to 55% of the value of the property, Minimum advance \$20k for income advantage and \$25k for CHIP</li> </ul>	<ul style="list-style-type: none"> <li>A stand-alone HELOC can go up to 65% of the home purchase price or market value</li> </ul>
<b>How does someone qualify?</b>	<ul style="list-style-type: none"> <li>Over 55 years of age</li> <li>Canadian homeowner with a principal residence valued over \$250k</li> <li>Credit Score or Proof of Income may be required</li> </ul>	<ul style="list-style-type: none"> <li>Over 18 years of age</li> <li>Must meet credit score requirements</li> <li>Must meet income requirements</li> <li>Canadian homeowner with more than 20% equity in the property</li> </ul>
<b>What are the options to receive the funds?</b>	<ul style="list-style-type: none"> <li>Lump sum</li> <li>Combination of lump sum and regular installments</li> </ul>	<ul style="list-style-type: none"> <li>Lump sum</li> <li>Lump sum and subsequent advances</li> </ul>
<b>Which product features provide protection to clients?</b>	<ul style="list-style-type: none"> <li>No Negative Equity Guarantee as standard<sup>1</sup></li> </ul>	<ul style="list-style-type: none"> <li>Creditor Insurance optional</li> </ul>
<b>Can the lender ask you to pay the full amount at any time?</b>	<ul style="list-style-type: none"> <li>No risk of the loan being recalled provided the mortgage obligations/promises are kept</li> <li>Borrowers maintain complete ownership of the property — No risk of losing the home provided the obligations/promises are met<sup>2</sup></li> </ul>	<ul style="list-style-type: none"> <li>May be called or not renewed depending on LTV, change in income, credit score or late repayments</li> <li>Risk of losing the home if repayments aren't kept up</li> </ul>
<b>Are there any tax benefits?</b>	<ul style="list-style-type: none"> <li>Funds are tax free</li> <li>Able to deduct the interest payments from tax returns if funds are used for investment purposes<sup>3</sup></li> </ul>	<ul style="list-style-type: none"> <li>Able to deduct the interest payments from tax returns if funds are used for investment purposes and funds are tax free<sup>3</sup></li> </ul>

<sup>1</sup> As long as clients keep their property in good maintenance, pay their property taxes and property insurance and their property is not in default. The guarantee excludes administrative expenses and interest that has accumulated after the due date.

<sup>2</sup> The borrower keeps up to date with property taxes, maintains adequate home insurance, the home continues to be the primary residence and borrower abides by all obligations outlined in the mortgage agreement.

<sup>3</sup> Always consult a trusted tax expert, your accountant and/or financial advisor.

# HOMEEQUITY BANK PRODUCT COMPARISON

CHIP Reverse Mortgage CHIP Max CHIP Open Income Advantage 

## PURPOSE




Our most popular product type, the **CHIP Reverse Mortgage** is ideal for homeowners 55+ who are looking for a **one-time lump sum**




Designed for homeowners aged 55-75, CHIP Max can provide clients in select locations **a loan amount higher than that of a CHIP Reverse Mortgage<sup>1</sup>**




**CHIP Open** suits homeowners who require a **short-term solution**, who are willing to pay a higher interest rate and closing fee in lieu of any prepayment charges

For homeowners looking to supplement their retirement income, **Income Advantage provides monthly advances** in addition to subsequent advances or a one-time lump sum

## BEST USED FOR

-  Paying off stressful debt
-  Renovations which could increase home value
-  A large expense (e.g. health, car or helping family)

-  Avoiding high-interest loans or an additional mortgage
-  Boosting income
-  Loan consolidation

-  Bridge financing or as a short-term cashflow solution
-  Avoiding high prepayment charges
-  Flexibility to convert to a longer-term solution at a cost

-  Boosting day-to-day lifestyle
-  Increasing monthly cashflow
-  Protecting investments

## LOAN AMOUNT

Up to 55%<sup>2</sup> of the value in the home

## TERM

- 6-month fixed
- 1-year fixed
- 3-year fixed
- 5-year fixed
- 5-year variable

- 6-month fixed
- 1-year fixed
- 3-year fixed
- 5-year fixed
- 5-year variable

- Variable rate – with no repayment charges

- Planned Advance Account**
- Variable
- Lump sum:**
- Variable
  - 1-year fixed
  - 3-year fixed
  - 5-year fixed

## ELIGIBILITY



Canadian homeowners



Borrower(s) must be 55+



The home must be the primary residence

<sup>1</sup>Higher interest rate for CHIP Max.

<sup>2</sup>Some conditions apply. Refer to our reverse mortgage calculator at [chipadvisor.ca/financial-illustration-calculator/](http://chipadvisor.ca/financial-illustration-calculator/) to determine how much your client qualifies for.



## WHY CHOOSE HomeEquity Bank?

HomeEquity Bank provides Canadians 55+ with an economically viable solution to monetize home equity, allowing them to remain in their homes. In 1986, we became the first reverse mortgage provider in Canada, and today, we continue to be the leading provider with the CHIP Reverse Mortgage.

**At HomeEquity Bank, we have a set of unique value propositions that set us apart from other lenders.**

### ACQUIRED BY ONTARIO TEACHERS' PENSION PLAN



In July 2022, Ontario Teachers' Pension Plan Board acquired HomeEquity Bank. The acquisition by Ontario Teachers' represents the organization's continued vision for investing in successful Canadian financial services businesses like HomeEquity Bank, which is focused on serving Canadians 55+ through pioneering approaches to building wealth and financial security.

### UNPARALLELED BRAND



Founded in 1986 and operating as a Schedule 1 Bank since 2009, HomeEquity Bank has been the leading reverse mortgage provider in Canada solely dedicated to servicing Canadians 55+ for over 35 years.

### UNPARALLELED SUPPORT



Our specialized BDMs and BDAs have expert knowledge of the mortgage industry and thrive on providing support and education about reverse mortgages. HomeEquity Bank also provides comprehensive online tools and resources to our partners to support their clients.

### UNPARALLELED SOLUTION



HomeEquity Bank offers partners a range of products like CHIP, CHIP Max, CHIP Open and Income Advantage. As the national leader in reverse mortgages, we specialize exclusively in this field, giving us unparalleled expertise.

# BROKER COMMISSION

## MORTGAGE BROKER DIRECT (MBD)

- ✓ For CHIP Reverse Mortgage, CHIP Max, and Income Advantage, advance amounts greater than or equal to \$100K will earn you a commission of 200 bps
- ✓ For CHIP Reverse Mortgage, CHIP Max, and Income Advantage, advance amounts less than \$100K pay a flat commission fee of \$1,500
- ✓ For CHIP Open, all advance amounts will earn a commission of 100 bps

## MORTGAGE BROKER REFERRED (MBR)

- ✓ On all products, advance amounts greater than or equal to \$100K will earn a commission of 100 bps
- ✓ On all products, advance amounts less than \$100K pay a flat commission fee of \$1,000

Channel	Product	Advance Amount (\$)	Commission
MBD	CHIP Reverse Mortgage, CHIP Max, Income Advantage	More than 100,000	200 bps
		0-99,999	\$1,500 flat fee
	CHIP Open	All	100 bps
Trailing Advances	Subsequent Advance (SA) (Within 90 days)	More than 100,000 in total borrowed	200 bps <sup>1</sup>
	Planned Advance (PA) (Quarterly)		
	Property Set Aside (PSA) (Quarterly)		
MBR	All Products (CHIP Reverse Mortgage, CHIP Max, Income Advantage)	More than 100,000	100 bps
		0-99,999	\$1,000 flat fee
	CHIP Open	All	100 bps

## PLATINUM PRIVILEGE REWARD PROGRAM

### Exclusive. Elite. Unforgettable

*Celebrate success at our annual broker event in a stunning destination*

### How to qualify:

- ✓ Fund 10+ HomeEquity Bank applications in a calendar year
- ✓ Overall funded volume determines qualifiers



PLATINUM PRIVILEGE  
by HomeEquity Bank



With this new, simplified commission structure, we're paying you more, more often, so there's more incentive than ever to help your clients access the funds they need to live their retirement on their terms.

<sup>1</sup>Subsequent Advances (SA) and Planned Advances (PA) are based on total borrowing..

# STEPS TO SUBMIT AN APPLICATION

1

## CONFIRM

- ✓ Verify age of client(s) and property details such as home type and approximate value
- ✓ Confirm identification for all applicants whether on title or not with two approved forms of ID that clearly state date of birth<sup>1</sup>
- ✓ Confirm marital status and specify in lender notes if applicant was never married, widowed or divorced
- ✓ Confirm income breakdown and add in lender notes

2

## QUOTE

- ✓ Generate a quote by inputting the property and age information utilizing the calculator on **[chipadvisor.ca/financial-illustration-calculator](http://chipadvisor.ca/financial-illustration-calculator)**.

3

## SUBMIT

- ✓ Submit an application on electronic platforms (e.g., D&H, Velocity, Lendesk) using the client(s) information
- ✓ Gather the following documents while waiting for appraisal and submit to the mortgage broker centre at **[mbc@homeequitybank.ca](mailto:mbc@homeequitybank.ca)**
  - Two pieces of clear, valid ID for each applicant as per Client ID Checklist<sup>1</sup>
  - Gather copies of valid house or condo/strata insurance documents while waiting for the appraisal<sup>2</sup>
  - Most recent property tax statement. If deferred, we require a Deferred Property Tax Statement indicating amount of taxes that are deferred
  - Current mortgage/LOC/Secured Debt statement(s) for any existing charge(s) on title
  - Void cheque — only applicant(s) names may appear on the cheque or Pre-authorized debit (PAD) form
  - Credit Score — must be pulled less than 60 days
  - Name of the lawyer they would like to use for Independent Legal Advice (ILA)
  - Additional documents required if using a Power Of Attorney (POA)



<sup>1</sup>Refer to HomeEquity Bank's Client Identification (ID) Requirements.

<sup>2</sup>All documents required are copies only.



## 4

**AFTER SUBMISSION**

- ✓ Within 24 hours you will receive a conditional approval via our estimate letter through electronic platforms including conditions and which will outline next steps

## 5

**FULFILL CONDITIONS**

- ✓ You will fulfill conditions if any additional conditions are required after receiving the appraisal. These will be included in the commitment package
- ✓ You will have the client(s) sign the commitment document
- ✓ All conditions have to be satisfied before the file is forwarded to our fulfilment agent, First Canadian Title (FCT)

## 6

**INDEPENDENT LEGAL ADVICE**

- ✓ You will be advised that documents have been sent to the ILA for client signing
- ✓ You will advise client to contact the ILA
- ✓ HomeEquity Bank will advise you when the file has funded

## 7

**ADVANCING FUNDS**

- ✓ Funds will be disbursed once HomeEquity Bank receives documents back from the ILA and FCT is ready to fund
- ✓ Funds can be disbursed to the ILA or the client bank account if the client provides direct deposit details

## 8

**COMMISSIONS**

- ✓ You will be paid commission 10 business days after HomeEquity Bank has confirmed registration of the mortgage

**UNDERWRITING CONSIDERATIONS**

Additional downgrades may be applied depending on property condition, market conditions, etc.



If there is deferred maintenance, or the house is not being maintained, the file may be declined or conditioned to proceed with a holdback for work to be done.



If divorced or separated, the agreement or documentation showing that the ex-spouse has no rights to the subject property is also required.



If the applicant has a spouse or common law partner that is not on title, they will be required to sign separate ILA documents stating they are aware of the reverse mortgage and that the mortgage is only valid as long as the titled applicant resides there six months a year. Otherwise, the funds must be paid back within 180 days.

# CLIENT QUALIFICATIONS

## MINIMUM REQUIREMENTS



- ✓ **Both client(s) must be 55 years or older** — even if they do not appear on the title; there is no upper age cap
- ✓ **Canadian homeowner.** Cannot lend on First Nations leased land
- ✓ **Appraised home value of \$250,000 or greater**
- ✓ Property must be a single family dwelling, detached duplex, triplex, quadruplex, link home, semi detached, townhouse / row house, condo - townhouse/ stacked townhouse, or condo - apartment style

## TITLE



- ✓ Confirm client(s) on title and confirm other potential property occupants
- ✓ If more than one borrower, the title must be held as joint tenants
- ✓ Non-spousal title holders may affect the approval amount
- ✓ Applications can only be taken with individuals who have the authority to make financial transactions on a property, i.e. the client(s) or a legal POA

## CLIENT OBLIGATIONS



- ✓ Client's property taxes must be paid to date
- ✓ Confirmation of property insurance on the property
- ✓ For all strata properties, confirmation of strata insurance must be provided
- ✓ Property must be the primary residence and client(s) must reside in the property for at least 6 months of the year
- ✓ Property must be in good maintenance, clients have to pay their property taxes and property insurance and their property can't be in default
- ✓ Client(s) need to abide by their mortgage obligations/promises as set out in the terms and conditions of their mortgage agreement

## ENCUMBRANCES



- ✓ All debts secured against title must be paid from proceeds
- ✓ Client(s) may obtain a private second mortgage provided HomeEquity Bank is notified and agrees
- ✓ CRA debts, Consumer Proposals and tax arrears must be paid from proceeds
- ✓ Unsecured debts may be conditioned to be paid from proceeds depending on debt servicing

## CREDIT BUREAU



- ✓ If credit score is less than 600, proof of income must be provided
- ✓ Reported derogatory credit and/or high unsecured debt balances may need to be paid out and closed/settled before the proceeds can be released to the client
- ✓ A credit bureau report, which is less than 60 days old, must be provided and attached with the application, when submitting to HomeEquity Bank

## INCOME QUALIFICATION



- ✓ Supporting documents may be required. You will be advised by our team at the time you receive the estimate letter of what additional items are required
- ✓ Client may need to demonstrate the ability to pay property taxes and insurance and condo fees (if applicable)
- ✓ If the client's income cannot support their obligations, an amount may be held back and released to the client, called a "Property Set-Aside" (PSA). The final PSA amount will be confirmed upon receipt and validation of income, debt, insurance premiums, and property tax documents. An additional \$500 will be added to the closing costs for these files







## GETTING YOUR CLIENT'S ESTIMATE



### ONLINE CALCULATOR

To get a tailored view of how much your clients can get, use our online calculator at [chipadvisor.ca/financial-illustration-calculator/](https://chipadvisor.ca/financial-illustration-calculator/)



### CLIENT AGE

The age of your client(s) matter; the older the client is, the higher LTV they potentially qualify for

## CHIP VS CHIP MAX

**1**

Select CHIP Reverse Mortgage on our online calculator

**2**

Min. requirements must be met (age 55+, minimum home value of \$250,000)

**3**

If the postal code is in an urban centre in AB, BC, ON or QC, two quotes will be displayed. The lower number is the CHIP amount (for example, \$218,500), the higher number is the CHIP Max amount (for example, \$258,500)



## INTEREST RATES

- ✓ Terms: Variable, 6 month, 1, 3 and 5 year fixed interest rate periods<sup>1</sup>
- ✓ All fixed interest rate terms remain fixed until the term expires<sup>2</sup>
- ✓ Once appraisal received – advised interest rate will be valid for 60 days
- ✓ Interest and principal payments are not required



## CLOSING COSTS + FEES

- ✓ Appraisal cost – either paid directly to appraiser by client or paid from proceeds
- ✓ Closing costs – paid from proceeds
- ✓ Independent Legal Advise (ILA) – either paid directly to ILA by client or paid from proceeds
- ✓ HomeEquity Bank does not permit additional broker fees when there is not a second mortgage arranged

<sup>1</sup>Dependent on reverse mortgage product.

<sup>2</sup>The fixed spread on variable rate terms remains fixed for a period of 5 years or 3 years for the CHIP Open product.



## RECEIVING THE REVERSE MORTGAGE PROCEEDS

With HomeEquity Bank, there are **four ways** your clients can choose to receive their funds.

1

### ALL AT ONCE

Lump sum with all funds taken at once

3

### AT REGULAR INTERVALS OVER A SET PERIOD OF TIME

Initial lump sum with scheduled planned advances (monthly, or quarterly); minimum of \$1,000 per advance

2

### IN STAGES

Initial lump sum with an option to take Subsequent Advances in future<sup>1</sup> (minimum \$5,000 per advance, requested as needed by the client)

4

### RECEIVE A COMBINATION OF THE ABOVE<sup>2</sup>

Lump Sum, Planned Advances and Subsequent Advances



### INITIAL LUMP SUM

Clients must take a minimum initial lump sum of \$25,000 for CHIP, CHIP Max, and CHIP Open and \$20,000 for Income Advantage

<sup>1</sup>Future Subsequent Advances are not guaranteed.  
<sup>2</sup>Only available for the Income Advantage product.



# CLIENT REFERRAL FORM

## Step 1: Client Information *(Please completely fill out the form)*

**Customer #1** *(Customer must be at least 55 years of age)*

Title \_\_\_\_\_ First Name \_\_\_\_\_

Last Name \_\_\_\_\_

Date of Birth (DD/MM/YY) \_\_\_\_\_

Street Address \_\_\_\_\_

City \_\_\_\_\_ Province \_\_\_\_\_

**Customer #2** *(Customer must be at least 55 years of age)*

Title \_\_\_\_\_ First Name \_\_\_\_\_

Last Name \_\_\_\_\_

Date of Birth (DD/MM/YY) \_\_\_\_\_

Postal Code \_\_\_\_\_ Telephone \_\_\_\_\_

Email Address \_\_\_\_\_

## Step 2: Information About the Home *(Please completely fill out the form)*

### Type of Home

- ☐ Detached      ☐ Condo-Apartment  
☐ Townhouse      ☐ Condo-Townhouse  
☐ Duplex      ☐ Semi-Detached  
☐ Triplex      ☐ Semi-Detached (QC)  
☐ Mobile Home      ☐ Modular Home  
☐ Rural Acreage

### Expected Use of Funds *(check all that apply)*

- ☐ Major Purchase      ☐ Travel  
☐ Income/Investment      ☐ Pay Debt  
☐ Home Renovation  
☐ Estate Planning  
☐ Family Gifts  
☐ Health Care

### Market Value of Home

\$ \_\_\_\_\_

Amount of Deferred Property Tax  
(BC Only)

\$ \_\_\_\_\_

Amount of Existing Mortgage,  
Secured Line of Credit

\$ \_\_\_\_\_

## Step 3: Referral Partner Information *(Please completely fill out the form)*

First Name \_\_\_\_\_ Last Name \_\_\_\_\_

Title \_\_\_\_\_ Company Name \_\_\_\_\_

Transit Number \_\_\_\_\_ Company Street Address \_\_\_\_\_

City \_\_\_\_\_ Province \_\_\_\_\_

Postal Code \_\_\_\_\_ Telephone Number \_\_\_\_\_

Email Address \_\_\_\_\_ Fax Number \_\_\_\_\_

## Authorization

**CHIP Reverse Mortgage and Income Advantage are provided by HomeEquity Bank, a Schedule I Canadian Bank.**

I direct the Referrer to submit this completed Client Referral Form to HomeEquity Bank. I confirm that the client information above has been provided by me and that it is correct. I authorize HomeEquity Bank to (1) disclose to the Referrer details of my reverse mortgage so that the Referrer may serve me better, including assisting me with investing the funds (where applicable) and/or (2) provide to the Referrer, if requested, copies of my reverse mortgage documentation so that the Referrer can maintain its records as required by internal policy or regulation. I have been informed that HomeEquity Bank and the Referrer have a referral agreement under which HomeEquity Bank pays a fee to the Referrer if I obtain a reverse mortgage. I consent to HomeEquity Bank contacting me by mail, phone or electronic message to discuss obtaining a reverse mortgage. I understand that I may withdraw my consent at any time.

Date \_\_\_\_\_ Date \_\_\_\_\_

Customer #1 Name \_\_\_\_\_ Customer #2 Name \_\_\_\_\_

Customer #1 Signature \_\_\_\_\_ Customer #2 Signature \_\_\_\_\_

## TOOLS TO SET YOU UP FOR SUCCESS

### PARTNER LAUNCHPAD

HomeEquity Bank has developed a comprehensive set of resources to assist our partners with establishing a strong presence, generating leads, and fostering business growth.

Partner Launchpad provides an all-in-one suite of professionally crafted marketing assets designed to empower partners in promoting their business and the CHIP Reverse Mortgage to their client base. You can access Partner Launchpad at [go.chipadvisor.ca/launchpad](https://go.chipadvisor.ca/launchpad).

Partner Launchpad provides various resources, including professionally written and designed:



**Social Media Content**



**Website Content**



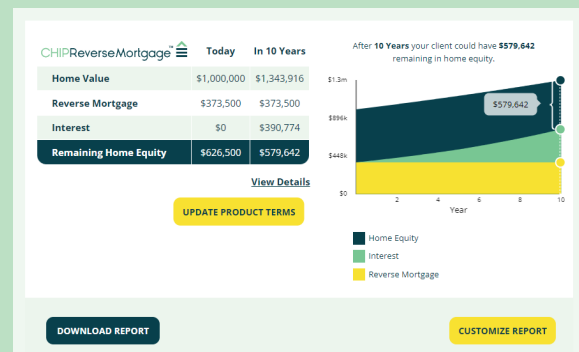
**Emails**



**Customizable Promotional Assets**

### CALCULATOR TOOL

With HomeEquity Bank, your clients have flexible options to maximize their home equity for a better retirement. Use our unique reverse mortgage calculator at [chipadvisor.ca/financial-illustration-calculator/](https://chipadvisor.ca/financial-illustration-calculator/) to tailor a solution based on your client's needs. Our tool also offers a financial illustration, showing how their reverse mortgage and home equity could evolve over time.



*This graph is for illustrative purpose only*

### YOUR DEDICATED SALES PARTNERS

Our Business Development Managers (BDMs) specialize in reverse mortgages. They provide tailored support to our broker partners within their local markets, assisting in the growth of their reverse mortgage business, specifically addressing the evolving needs of the 55+ demographic.

Our Business Development Associates (BDAs), work remotely to offer support across broader markets and educate new brokers interested in integrating the CHIP Reverse Mortgage into their product offerings.

## WHAT OUR PARTNERS AND CLIENTS ARE SAYING



4.8 out of 5

“

“The interaction of their staff with us helped us deal with this situation (client). They (my BDM) went **above and beyond to guide us and help us to complete this transaction.**”

- A. Reseigh

“

“Happily, I can now stay in my home, in my excellent location during a time of skyrocketing home prices and interest rates. This has been enabled with **instrumental help from HomeEquity Bank.** Most of the help came from the Specialist, who guided this transaction from initial contact to finish.”

- A.

“

“I wasn’t sure what to expect when I began the process with HomeEquity Bank, however, (my BDM) was very knowledgeable, patient as well as prompt with their replies. **They made the experience smooth and removed the stress factor.**”

- M. Palmer

“

“**Very speedy professional, friendly service** made new friends there, very efficient as well. Would not hesitate to do it again. Explained it so that you completely understand the process. Very happy with them.”

- A.A

“

“We needed to help our daughter buy her dream house and thanks to the CHIP Reverse Mortgage, we were able to, without much hassle or difficulty. The Specialist did everything for us, the house inspection, a list of potential lawyers in our area who have experience with CHIP, some documents to fill out, and 4 weeks later money in our account to hand over to our daughter for her closing date on her new house! This was something we never thought could happen, but it did, and **we are very happy parents and very satisfied customers.**”

- C. Kawasaki

### Proudly serving Canadians for over 35 years



A+ Rating by  
Better Business Bureau

35+

Years in Business



Schedule 1  
Canadian Bank



Proud Supporter  
and Partner



Endorsed



@Homeequitybank

South Tower, 200 Bay St., Suite 3500, Toronto, ON M5J 2J1  
**chipadvisor.ca**