



Today's seniors are discovering... **Home is where the money is.**

Your home is where your heart is. It's also comforting to know your home is a substantial part of your personal wealth and an important asset that can benefit your retirement lifestyle.

So, what is the best way to tap into that asset? Manulife One provides an easy, effective and cost efficient way of accessing the equity you've built in your home.

One account is better than many

Manulife One combines all your borrowing, spending and income deposits into one single account. The account allows you to access up to 80% of your home's market value whenever you need it and provides a way to repay that debt faster than if you kept your savings and income in separate accounts.

Repaying what you borrow is simple

When your regular income is added to your Manulife One account, any debt is instantly reduced when the deposit is made. Your money is immediately working for you to reduce loan interest costs until you need it for your monthly expenses.

An attractive alternative to a reverse mortgage

Most reverse mortgages allow you to access your home's equity but can have restrictions that may make it

a difficult financial product to understand and use. If you are considering a reverse mortgage, be aware of high set-up fees, lower credit limits, mandatory withdrawals and a large interest charge when you sell your home.

With Manulife One, your first appraisal is free*, and there is no minimum withdrawal required – borrow only when (and if) you need it. Plus, with your income flowing into the account, there should be no additional interest payment required when selling your home.

Other Manulife One benefits include:

- Faster approval for credit limits of 50% (or less) of your home's market appraised value, i.e. a \$100,000 borrowing limit based on a home's market value of \$200,000.
- For seniors, 50% off Manulife One's single monthly administration fee which covers most of your banking transactions* and account inquiries.
- When you don't need to borrow, you'll earn high interest on every dollar you deposit – no minimum balance, no limit on the amount of banking you do.

**Your home is where your heart is –
but it can also be your best
financial friend.**



* Some conditions may apply



A better alternative to a reverse mortgage

| | Manulife One | Typical reverse mortgage |
|---------------------------------|--|---|
| Eligibility | 18 years of age and over | 60 years of age and over |
| Cost to open | None ¹ | \$2,000 to \$3,000 |
| Interest rates | Rates for Manulife One are typically lower than the rates available for reverse-mortgage products. | |
| Credit limit² | Typically 50% of the appraised value (Available to 80%) | 10% to 40% of the appraised value (Based on mortality assumptions) |
| Maximum amount | The <i>lesser</i> of a) \$3 million or b) 80% of the 1st \$1.5 million of value plus 50% of the residual value. | No maximum |
| Minimum amount | \$75,000 for 1st position (\$50,000 for 2nd position). But no draw-down required | \$20,000 ³ |
| Security position | 1st and 2nd position | 1st position only |
| Repayment | As much as the client would like. (If all is kept at variable rate) | <ul style="list-style-type: none"> • Can pay off entirely but typically penalties apply in first 3 years. • Maximum 1 interest payment per year. • Otherwise interest accrues until house sold or death. |

¹ Some exceptions may apply.

² With Manulife One, client withdrawals cannot exceed the maximum approved borrowing limit and you must pay any accrued interest and fees which would increase the total debt beyond the borrowing limit. This differs from a reverse mortgage, where a client may not be required to make deposits into the account.

³ If minimum draw down amount is <\$20,000 fees will apply.

Note: The monthly administration fee is \$7 for seniors (\$14.00 for account holders under age 65). Rates and fees are subject to change. Other costs could include additional legal costs for home purchases. Any costs over and above normal title search are the responsibility of the account holder.

For illustrative purposes only. (Source www.chip.ca)

