



# Grow your mortgage business

with Equitable Bank Reverse Mortgages

Diversify and grow your business by tapping into the reverse mortgage boom. Armed with product expertise, you'll gain an edge in this underserved market—while helping older homeowners access much-needed cash flow.

## Your opportunity by the numbers

**86%**

of Canadians will not be able to afford senior care or other unexpected costs<sup>1</sup>.

**90%**

of Canadians want to continue to live and age in their own homes<sup>1</sup>.

**55%**

of households will have to curb their lifestyle to avoid outliving their savings<sup>1</sup>.

## Here to help you to serve this growing need

Equitable Bank is on a mission to better serve you with innovative resources and products—and trusted relationships.



### Reverse mortgage calculator

Get an estimate & detailed financial illustration in minutes with our easy-to-use [calculator](#).



### Resource library

Attract clients with customizable marketing from our [resource library](#).



### Personalized service

We're with you every step of the way to ensure quick turnaround for you & your clients.

## The Equitable Bank difference

Unlock financial peace of mind for your clients—and opportunities for your business—with our suite of reverse mortgage solutions and competitive rates.

	<b>Flex</b> Our most popular solution with flexible advance options & great rates.	<b>Flex PLUS</b> For clients looking to access a little more of their home's worth.	<b>Flex Lite</b> For clients who want a one-time advance & low rate.
<b>Minimum age</b>	55	70	55
<b>Home value your client can borrow*</b>	Up to 55%	Up to 59%	Up to 40%
<b>Advance options</b>	<ul style="list-style-type: none"> <li>Initial advance</li> <li>Single/ad-hoc advances</li> <li>Scheduled advances</li> </ul>	<ul style="list-style-type: none"> <li>Initial advance</li> <li>Single/ad-hoc advances</li> <li>Scheduled advances</li> </ul>	<ul style="list-style-type: none"> <li>Initial advance (lump sum)</li> </ul>
<b>Minimum appraised home value</b>	\$250,000		
<b>No negative equity guarantee**</b>	Yes		
<b><u>Independent Legal Advice (ILA) required?</u></b>	Yes		
<b>Rates</b>	See Equitable Bank's rates at <a href="http://equitablebank.ca">equitablebank.ca</a>		
<b>Lending areas</b>	Cities and most large towns across ON, AB, BC, QC		
<b>Prepayment charge***</b>	<ul style="list-style-type: none"> <li>5/4/3 months' interest in years 1/2/3, respectively</li> <li>3 months' interest in years 4–10</li> <li>No charge in year 11 onwards</li> </ul> Note: years 6 onwards, prepay entire balance with no charge with 3 months' written notice		
<b>Set-up fee</b>	<b>\$995</b> (plus appraisal, ILA, and legal/closing costs)		
<b>Broker compensation</b>	<b>200 bps</b> (Up to \$40,000; deals >\$2M in advanced principal, commissions, and buy-downs are reviewed on a case-by-case basis)		

**Contact your sales representative or speak with a Reverse Mortgage Specialist at:**

**1-800-931-2840**

[reversemortgage@eqbank.ca](mailto:reversemortgage@eqbank.ca)

<sup>1</sup> Source: [Deloitte](#).

\* Subject to Equitable Bank's discretion, including any applicable lending guidelines.

\*\* Borrowers will never owe more than the fair market value of their home, subject to meeting their mortgage obligations. Must keep property taxes and home insurance paid and current, maintain property, and keep current all mortgage obligations. Excludes any fees and interest accrued after mortgage due date.

\*\*\* Other prepayment options may be available.