



Manulife One for Business, Canada's Most Flexible Commercial Mortgage

Mortgage Broker Referral Tool & Checklist

Manulife One for Business is a line of credit secured by a collateral mortgage on commercial property. Ideal prospects include business owners who: currently lease but plan to purchase; plan to purchase investment property; own their own business property and plan to grow.

Overview of Manulife One for Business

- We will lend up to 65% of Market Value*
- The size of the Main Account (which is the credit line) will vary by client and will be no more than 50% of Market Value
- Any borrowings in addition to the Main Account will be allocated to an amortizing sub-account.
- For example...

	Maximum Credit Line		Example of less than Maximum Credit Line	
	\$	LTV %	\$	LTV %
Market Value of Property	\$1,000,000		\$1,000,000	
Main Account (credit line)	\$500,000	50%	\$300,000	30%
Amortizing Sub-account	\$150,000	15%	\$350,000	35%
Total Loan	\$650,000	65%	\$650,000	65%

- No fixed amortization required on credit line portion; payment of interest monthly is acceptable
- Term reducing portion requires monthly payments of principal plus interest
- Total loan limits from \$250,000 (minimum) to \$3.0 million (maximum)
- Client will be responsible for certain legal, appraisal and setup fees

Timeframe

Processing generally takes 45 – 60 days once complete initial documentation is received

Key Benefits to your Clients

- Access to the equity in their building
- A flexible repayment plan which alleviates cashflow pressure
- Save on interest by paying down extra principal when cash is strong¹

Key Underwriting Criteria

Debt to Equity 2.5:1

DSCR 1.2 (20 year amortization, rate, etc...)

Minimum Net Worth no less than 50% of total credit exposure or \$500K, whichever is less

Minimum 680 Credit Score

Maximum TDS 40%

Key Features

- Floating rate main account
- Fixed rate, fixed term sub accounts
- Cheque writing, bill payments, Internet & telephone banking
- Debit card and Automated Banking Machine access available if client's ownership structure permits
- For fixed terms, prepay up to 20 per cent per year with no penalty
- Once you have repaid all debt, we'll pay you a competitive interest rate on every dollar in your account.

*Market Value is determined by Manulife Bank, taking into account appraised value, purchase price and other factors.

¹ You can pay down the entire credit line and up to 20% per year on any fixed terms with no pre-payment penalties.

The 4 Key Questions to Determine Whether to Refer a Client:

1) What type of business property do you own?

ELIGIBLE PROPERTIES²

- Office building
- Retail plaza, strip mall, shopping centre
- Light industrial/warehouse
- Multi-residential property (single title with five or more units)

INELIGIBLE PROPERTIES

- Environmentally sensitive business e.g., gas station, auto repair, autobody, dry cleaner
- Single use / hospitality e.g., parking lot, self-storage, car dealership, movie theatre, hotel, restaurant, bar, golf course

- Medium or heavy industry e.g., mining, manufacturing, agriculture
- Real estate development e.g., property under construction, speculative property, vacant land, leased land
- Not-for-profit organizations

2) Where is the property located?

APPROVED LOCATIONS FOR ALL ELIGIBLE PROPERTIES AND OWNERS:

BRITISH COLUMBIA

Abbotsford
Chilliwack
Kamloops
Kelowna
Nanaimo
Prince George
Greater Vancouver area
Vernon
Victoria
Courtenay

ALBERTA

Calgary
Edmonton
Fort McMurray
Grande Prairie
Lethbridge
Medicine Hat
Red Deer
ONTARIO
Barrie
Belleville
Brantford

Chatham-Kent

Guelph
Hamilton
Kingston
Kitchener-Waterloo
Cambridge
London
North Bay
Oshawa
Ottawa
Peterborough
Sarnia

St. Catharines / Niagara

Sudbury
Greater Toronto Area
Windsor

SASKATCHEWAN

Regina
Saskatoon

MANITOBA

Brandon
Winnipeg

QUEBEC

Granby
Saguenay
Saint-Hyacinthe
Drummondville
Montréal
Ottawa – Gatineau
Québec City
Saint-Jean-sur-Richelieu
Sherbrooke
Trois-Rivières

NEW BRUNSWICK

Saint John
Moncton
Fredericton

NOVA SCOTIA

Halifax

NEWFOUNDLAND

Saint John's

PRINCE EDWARD ISLAND

Charlottetown

APPROVED LOCATIONS FOR ELIGIBLE PROFESSIONAL ASSOCIATIONS ONLY:

BRITISH COLUMBIA

Parksville
Penticton
Qualicum Beach
Lake Country
Sooke

Colwood
Saanich
Brentwood Bay
Sidney
Langley
Duncan (island)

ALBERTA

Fort Saskatchewan
Spruce Grove

ONTARIO

Woodstock
Brockville

Orillia

Timmins
Cornwall
Stratford
Owen Sound
St. Thomas

Napanee
Erin
Fergus
Elmira
Innisfil
Grimsby
Thorold

Stittsville

Manotick
Sault Ste. Marie
Thunder Bay

QUEBEC

Victoriaville

ELIGIBLE PROFESSIONAL ASSOCIATIONS INCLUDE:

- Financial advisor (contracted with Manulife Financial)
- Accountant
- Architect
- Chiropractor
- Dentist
- Medical Doctor
- Engineer
- Lawyer
- Optometrist
- Physiotherapist
- Psychologist
- Real estate firm / agent (contracted with Manulife Bank)
- Veterinarian
- Optician

Manulife Bank Business and Insurance Lending Specialists:

see www.manulifebank.ca
& go to **Professional Advice.**

3) How long have you been in business? _____

If owner-occupied building housing an operating business, owner must have managed business for a minimum of 3 years.

If investment property, owner must have minimum 3 years experience managing investment properties.

4) What is the estimated market value of your building (how much are you looking to borrow)? _____

Minimum loan: \$250,000
Maximum loan: \$3 million

65% loan to value

Minimum market value for minimum loan: \$385,000
Minimum market value for maximum loan: \$4.6 million

² The decision to fund any specific building remains at the sole discretion of Manulife Bank. Manulife One for Business is offered through Manulife Bank of Canada. Manulife, Manulife Bank, the Block Design, the Four Cube Design, and Strong Reliable Trustworthy Forward-thinking are trademarks of The Manufacturers Life Insurance Company and are used by it, and by its affiliates under license.