



MORTGAGE PROTECTION PLAN FACT SHEET

1. **MPP Pays Claims** - MPP does upfront medical underwriting so that we can pay claims when they arise. Advise your clients that MPP will be contacting them to schedule a Tele-Interview.
2. **Private Mortgages** - As a mortgage professional you need to ensure you are making an offer of insurance available on your private mortgages as well. MPP Insurance application forms can be generated through our MPPBroker website if the deal has not been entered into Filogix.
3. **HELOC's** - MPP will not only insure the fixed portion of a mortgage but will also insure the revolving line of credit portion if a client so chooses.
4. **After Funding** - Clients can apply for MPP insurance even after their mortgage has funded. It's never too late to apply for MPP.
5. **Portability** - MPP is fully portable from lender to lender and property to property. Premiums will not go up for the full amortization of the mortgage, regardless of whether it's 25 or 35 years.
6. **Blend and Extend** - When clients refinance their mortgage and apply for an insurance "top up" we only price the topped up amount of the mortgage at their current age. Clients keep the full amount of their original insurance at their younger age (when they first applied). We then "Blend and Extend" the premiums into one lower payment. Your clients end up saving significant money over time. To notify MPP about "top ups" for existing clients just check the box "Replace Existing MPP Certificate" found on the bottom of the MPP application form under "Special Instructions".
7. **Disability Interest Rate Protection** - No matter how much your mortgage payment may go up over time due to increased interest rate changes, your mortgage payment will always be covered in full, regardless of how much your mortgage payment may increase over time.
8. **Disability Standalone** - Clients are not required to take Life insurance in order to apply for Disability. The Disability insurance coverage is offered on a standalone basis.
9. **Disability Non Taxable** - In the event of a disability, MPP will make the monthly mortgage payments. Since we pay the lender and not the client, these funds are not reportable to CPP, a private insurer (through work) and are NON taxable (it does not add to your income).
10. **Disability for BFS** - Self-Employed clients are often unable to qualify for Disability insurance due to income fluctuations and these clients need the insurance the most. With MPP clients are approved based on their health and MPP pays the mortgage payments in the event of a Disability, therefore, income is not a factor.

11. **Disability Own Occupation** – Some insurance companies will not pay a Disability claim as long as the individual is able to do any kind of imaginable job. MPP covers you for your own occupation in the event of Disability. This means, if you can't perform the functions of the job you normally do, MPP will not make you do a lesser job to avoid paying the claim.
12. **Disability Unlimited Offer** – There are no limits to the number of disability claims your client can make. Each disability will pay for a 12 month period. Our market research at MPP discovered that about 95% of people who filed a disability claim were back to work in 12 months. Therefore, our 12 month product covers the vast majority of disabilities for the length of time clients need to recover. It's also one of the most affordable DI products on the market.
13. **Interim Mortgage Payments** – In the event of death, often there can be delays getting the paperwork from doctors due to their hectic schedules. Regardless of how long it may take to get the necessary documents, MPP will start making the mortgage payments on behalf of the client until such time as the claim is paid. This feature is only available and offered through MPP.
14. **Active Immediate Coverage** – The value that you, as a mortgage broker, can offer your clients (that no one else can), is that you can have your clients protected effective immediately from the moment you submit the completed MPP application form along with banking. In a purchase situation with more than one party on the contract, as soon as subjects are removed your clients are required to fulfill the contract (even in the event of a death of one of the purchasers). Failure to complete on the purchase could result in a lawsuit against your remaining client.
15. **MPPYES** – Even if your client has a health concern or issue MPP will still offer some form of Life insurance coverage. MPP says, "YES"!
16. **MPP Lender Channel** – Did you know that some of the Lenders you currently use to place your mortgage business also offer MPP? The big difference is that if your client takes the MPP insurance product from the lender it is NOT portable. If your client takes the non-portable MPP product from the lender and wants to move to a different lender in the future, they must cancel their existing insurance and reapply all over again. As they get older, the cost of insurance becomes more expensive and if they have had any health issues arise they may no longer qualify for insurance coverage at all. This could cost you the mortgage deal. Give your clients the gift of future flexibility with a fully portable MPP product available through our Broker Channel.
17. **60 Day Money Back Guarantee** – MPP offers a full 60 Day Money Back Guarantee. If your client changes their mind they can simply call MPP for a full refund within 60 days.



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Have you ever wondered ...

How would you keep up with your bills if an accident or illness prevented you from working?

Did you know ...

- Nearly 2.5 million working-age Canadians were disabled in 2006 (Source: Statistics Canada, Participation and Activity Limitation Survey)
- According to the Canadian Life and Health Insurance Association, 1 in 3 people, on average, will be disabled for 90 days or more at least once before they reach age 65?
- In 2009, almost 15% of the Canadian population suffered some form of activity-limiting injury (Source: Statistics Canada)

*Disability is a leading cause of mortgage foreclosure.
Don't let it happen to you.*

Get Mortgage Protection Plan disability insurance, insured by the Manufacturers Life Insurance Company

- Covers your mortgage payments, up to a maximum of \$10,000 per month per person.
- One of the most affordable disability products on the market.
- Portable coverage that you can transfer from lender to lender, and/or home to home.
- Available to all mortgage borrowers & guarantors between 18 and 65 years old, including self-employed, seasonally-employed individuals, as well as part-time employees.
- We offer some form of protection to everyone who applies, regardless of your health.



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