



Help Your Clients Do More with Their Whole Life Insurance Policy

If your client is looking for quick access to tax-free cash¹, we offer three cash surrender value (CSV) products within our Equitable Bank Insurance Lending Solutions to leverage their whole life insurance policy.

The **Equitable Bank CSV FLEX Line of Credit** offers your client access to tax-free cash¹ while allowing the policy to continue to grow, and does not require principal or interest payments². This product allows your client to access up to a maximum of 90% of the CSV (evaluated on a case-by-case basis) and is available to Canadian residents that are 50 years of age or older who have a whole life policy with one of Equitable Bank's insurance partners.³

The **Equitable Bank CSV MAX Line of Credit** offers your client access to tax-free cash,¹ totalling 90% of the CSV, provided that monthly interest payments are made.² This product is available to Canadian residents that are age of majority and hold a whole life policy with one of Equitable Bank's insurance partners.

The **Equitable Bank Immediate Financing Arrangement (IFA)** offers access to up to a maximum of 100% of the premium of your client's policy (evaluated on a case-by-case basis), without requiring you to submit additional collateral. Canadian residents that are age of majority and hold, or are in the process of obtaining, a whole life policy with one of Equitable Bank's insurance partners are eligible to apply for this option.

Equitable Bank Insurance Lending Solutions

Help your clients access tax-free cash and pursue more of life's opportunities



Benefits

Equitable Bank **CSV FLEX** Line of Credit

Tax-free funds

Your client can take their financial planning to a new level by getting access to cash that's tax-free.¹

No payments required

Principal or interest payments are not required provided your client's loan remains in good standing.²

Access up to 90% of the CSV value of the policy

Your client may be eligible to access up to a maximum of 90% of the cash surrender value of their policy.³

Continued growth

Borrowing against the policy's CSV allows your client to keep their policy intact. They get access to cash without interrupting the growth of their policy.

Flexible options

With multiple funding options to obtain funds, your client gets what they want when they need it. Scheduled, ad-hoc or all at once—they decide what works best for them.

Trusted partners

Equitable Bank understands the value of expertise. That's why we've partnered with well-known Canadian insurers.

Equitable Bank **CSV MAX** Line of Credit

Tax-free funds

Your client can take their financial planning to a new level by getting access to cash that's tax-free.¹

Access 90% of the CSV value of the policy

Your client may be eligible to access 90% of the cash surrender value of their policy.⁴

Widely available

Canadian residents that are the age of majority are eligible to apply for this option. Equitable Bank provides lines of credit on smaller policies (minimum loan size is only \$15K).

Continued growth

Borrowing against the policy's CSV allows your client to keep their policy intact. They get access to cash without interrupting the growth of their policy.

Flexible options

With multiple funding options to obtain funds, your client gets what they want when they need it. Scheduled, ad-hoc or all at once—they decide what works best for them.

Trusted partners

Equitable Bank understands the value of expertise. That's why we've partnered with well-known Canadian insurers.

Equitable Bank **Immediate Financing Arrangement (IFA)**

Tax-free funds

Take their financial planning to a whole new level by getting access to cash that's tax-free.¹

No additional collateral required

Borrow back the premium without the requirement for additional collateral.

Access up to 100% of policy premium

Your client may be eligible to access 100% of the total annual premium of their policy.

Continued growth

Your client gets access to cash without interrupting the growth of their policy.

Widely available

Canadian residents that are the age of majority and have a life insurance policy with a minimum premium of \$100,000 are eligible to apply for this option.

Eligibility

Your client may be eligible for the Equitable Bank **CSV FLEX** Line of Credit if they:

- Are 50 years of age or over and a resident of Canada
- Have a whole life insurance policy with one of Equitable Bank's insurance partners
- Have adequate cash surrender value available in their policy

Your client may be eligible for the Equitable Bank **CSV MAX** Line of Credit if they:

- Are age of majority and a resident of Canada
- Have a whole life insurance policy with one of Equitable Bank's insurance partners
- Have adequate cash surrender value available in their policy
- Meet financial qualifications to ensure interest payments can be made

Your client may be eligible for the Equitable Bank **Immediate Financing Arrangement** if they:

- Are the age of majority and a resident of Canada
- Have a whole life insurance policy with a minimum annual premium of \$100,000 with one of Equitable Bank's insurance partners
- Meet financial qualifications to ensure interest payments can be made



With Equitable Bank Insurance Lending Solutions, your client can:

- Support their family by covering large expenses
- Expand their investment portfolio
- Plan for their retirement
- Grow their business with working capital
- Create an emergency fund



Simplified Application

- Minimal personal information required
- Reduced documentation for a faster underwriting process

Compensation

20 bps is paid monthly based on the minimum monthly balance on your client's line of credit, provided their account is in good standing. Each advisor has the option to opt out of compensation.⁵ Note this does not apply to the IFA option.

Advance Options

Your client can choose between four options:

Up-Front	A single one-time amount
Ad-Hoc	Upon request when needed
Monthly	Scheduled on a monthly basis
Combination	A mix of any options available



Talk to a Business Development Manager today for more information on Equitable Bank Insurance Lending Solutions

Equitable Bank

We offer a diverse suite of lending and savings solutions so that no matter what your client's aspirations are, we have the right options to help them achieve them.

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equitablebank.ca

1. Consult with your client to discuss their unique tax situation and the tax-free benefits of an Equitable Bank CSV Line of Credit or IFA.
2. Equitable Bank Insurance Lending Solutions offerings are demand credit facilities, meaning Equitable Bank can demand payment of all or part of the outstanding balance at any time. The outstanding balance on Equitable Bank CSV FLEX/MAX Lines of Credit must remain below 95% of the cash surrender value of their policy.
3. The amount of capital made available depends on the projected growth of the policy and the age of the borrower.
4. Credit limits are subject to deductions based on required premium payments.
5. Compensation is subject to change.

