Disclosure to Represented Borrowers

IMPORTANT INFORMATION ABOUT DISCLOSURE

As the mortgage broker representing you in this mortgage transaction, I must give you this disclosure to explain important information so you can make an informed decision before agreeing to borrow mortgage funds.

This disclosure package explains:

- **Suitability and material risks:** why any mortgage presented to you is suitable having regard to your needs and circumstances and considering any material risks.
- **Remuneration:** how much the mortgage brokerage gets paid, including money or other benefits received for recommendations and referrals.
- **Interests:** any actual or potential conflicts of interest that may exist or arise from this transaction.

For consumer mortgages (primarily personal, family, or household purposes), I must also give you specific financial information about mortgage terms and costs, including the total cost of credit. I will provide this to you in a separate document.

It is your responsibility to carefully read through this entire document and ask me any questions you have about the information.

PART A: DISCLOSURE OF SUITABILITY AND MATERIAL RISKS

I must take reasonable steps to make sure that any mortgage option I show you is suitable for your needs and circumstances as a borrower. I must also clearly explain any material risks in writing.

I have considered your needs and circumstances, the lenders that are available to me, and the mortgage products they offer, and I have determined the following mortgage(s), summarized below, are suitable.

Lender Name: ______________________________

Lender Information:

____

Key features and limitations of the mortgage:

____

Disclosure of material risks:

____

Explanation of the overall rationale for suitability of the mortgage based on your needs and circumstances and any other relevant factors (including exit strategy, if applicable):

____

Other mortgage options, if any, that were considered:

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PART B: DISCLOSURE OF REMUNERATION

The following disclosure shows you how much the mortgage brokerage expects to get paid, directly or indirectly, from providing mortgage services to you or on your behalf. This includes remuneration from referrals or recommendations to people like notaries, lawyers, banks, real estate agents, insurance agents, or any other person providing products or services related to mortgages, including other mortgage brokers or brokerages.

All payments for my services must be made to the mortgage brokerage, not to me directly. If I do not know the exact amount of remuneration I might receive, I will give you an estimate or explain how it will be calculated.

This Information Helps You Understand:

- Who gets paid
- How much they get paid
- Where the money comes from or goes to

Remuneration can include:

- Money or other benefits (such as event tickets or loyalty points)
- Commissions, fees, bonuses, or other rewards (such as volume bonuses paid out in the future)

Disclosure of Remuneration

The mortgage brokerage expects to receive the following remuneration:

- Form and amount of remuneration: ____________________
- Source of remuneration: ____________________

The mortgage brokerage will keep the following remuneration:

____

The mortgage brokerage will pay the following remuneration to another mortgage brokerage that helped arrange your mortgage, if applicable:

- Form and amount of remuneration: ____________________
- Name of mortgage brokerage: ____________________

As your mortgage broker, I expect to receive the following for helping to arrange your mortgage.

- Form and amount of remuneration:

  ____

- Source of remuneration:

  ____

If applicable, other important details about how the mortgage brokerage and broker are paid for helping to arrange your mortgage:

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If applicable, other important details about how the mortgage brokerage and broker are paid for any referrals/recommendations:

____

PART C: DISCLOSURE OF INTERESTS

Mortgage brokers and brokerages (if applicable) must disclose whether we, or any of our associates or related parties, have any interest in your mortgage transaction. Since relationships between parties involved in a mortgage transaction can sometimes lead to actual or perceived conflicts of interest, this information helps you understand any potential conflict of interest in the mortgage you choose.

I must disclose direct and indirect interests. A direct interest is any benefit that goes directly to a mortgage broker and/or brokerage. An indirect interest is any benefit that goes to an associate or related party of the mortgage broker and/or brokerage.

Associates and Related Parties are:

- Co-workers or business partners
- Family members (immediate and extended family)
- Companies or business entities they own or control
- Brokerage leadership, such as partners, officers, and directors
- Trusts or estates they are involved in
- Major shareholders of the brokerage or lender
- People who influence or are influenced by them

If the direct or indirect interest has no dollar value, I will clearly describe it so you understand what it is. If the interest has a dollar value, I will give an exact amount or an estimate.

NOTE: Disclosure of interests does not include any remuneration the brokerage receives directly from you, other parties to the mortgage transaction, or from other people I refer/recommend to you. That information is disclosed in Part B, above.

Description of any direct or indirect interest the mortgage broker or mortgage brokerage (if applicable) has or may acquire in this mortgage transaction:

Description of any direct or indirect interest that a related party or associate has or may acquire in this mortgage transaction as a result of their relationship with the mortgage broker or mortgage brokerage (if applicable):

Description of any other actual or perceived conflict of interest in this mortgage transaction:

PART D: ACKNOWLEDGEMENT AND SIGNATURES

This disclosure is required under sections 70 (Disclosure of Suitability and Material Risks to Borrower), 71 (Disclosure to Client of Remuneration), 72 (Disclosure to Borrower of Expected Remuneration), and 74 (Disclosure of Interests to Borrower) of the Mortgage Services Rules.

I understand that this disclosure must be true, plain, and not misleading. I further understand that, under the Mortgage Services Act, it is misconduct to make (or allow to be made) a false or misleading statement in any record, which includes omitting authorized or required information. I further acknowledge that if there is any substantive change to the information provided, I will promptly disclose this change.

Mortgage Brokerage Name: Date:

Mortgage Broker Name(s):

Mortgage Broker Signature(s):

Borrower Name(s): Date:

Borrower Signature(s):

This disclosure was provided by:

(select option)

◯ Email ◯ In-person ◯ Other (describe): ______________________

The mortgage brokerage must keep a copy of this disclosure form and provide it to BC Financial Services Authority upon request.

BC Financial Services Authority (BCFSA) is the legislated regulatory agency that works to ensure mortgage services licensees have the skills and knowledge to provide you with a high standard of service. All mortgage services licensees must follow rules that help protect consumers, like you. We are here to help you understand your rights. For additional information on mortgage services, or to ask us a question or file a complaint, visit us online at www.bcfsa.ca, email us at servicecentre@bcfsa.ca, or call us at 604 660 3555 or 1 866 206 3030. You can submit an anonymous tip through BCFSA's website.