



Introducing the WealthONE Participating Life Insurance Line of Credit Program

Agent Version

Q: What is a CSV (Cash Surrender Value) Line of Credit?

A: The CSV of a life insurance policy is a valuable asset and therefore clients can use it as collateral for a line of credit.

Q: How much can be borrowed?

A: Policy owners can borrow up to 90% of the cash surrender value of their insurance policy. When borrowing less than \$1,000,000, we have a special Quick-Approval process where they may be approved within 48 hours.

Q: What can they use the loan proceeds for?

A: They can choose to use the funds however they want. For example, make an investment, buy property, create an emergency fund, support a family member, etc...

Q: Can a corporate-owned participating life insurance policy be used as collateral?

A: Yes, it can!

Q: How does the CSV Line of Credit work?

A: The CSV Line of Credit provides clients with a set credit limit (min. \$100,000) at a floating rate based on Secured Loan Prime and the flexibility to draw funds at any time. They make interest-only payments on the monthly balance outstanding. If they meet certain qualifications, they can increase the credit limit in the future.

Introducing the WealthONE Participating Life Insurance Line of Credit Program

Agent Version

Q: Who are your ideal clients for this program?

A: Individuals or corporations good credit history, a net cash value of at least \$125,000* in their life insurance policies; policies should be in force for at least 24 months.

Q: What will the interest rate be?

A: Explore our pricing grid* and your client can select the right rate for them:

| Application | | With Credit Score Only | | | With Income or Net Worth Verification | | | With Income & Net Worth Verification | | |
|----------------|-------|------------------------|---------------|--------------|---------------------------------------|---------------|--------------|--------------------------------------|---------------|--------------|
| Amount | Fee | Base Rate | Standard Rate | Premium Rate | Base Rate | Standard Rate | Premium Rate | Base Rate | Standard Rate | Premium Rate |
| < \$250,000 | 0.3% | B+1.80% | B+1.10% | B+1.00% | B+1.05% | B+0.90% | B+0.80% | B+0.90% | B+0.75% | B+0.65% |
| < \$1,000,000 | 0.3% | B+1.70% | B+1.00% | B+0.95% | B+1.00% | B+0.80% | B+0.60% | B+0.85% | B+0.60% | B+0.30% |
| < \$2,000,000 | 0.15% | N/A | N/A | N/A | B+0.95% | B+0.65% | B+0.30% | B+0.60% | B+0.30% | B+0.20% |
| < \$5,000,000 | N/A | N/A | N/A | N/A | B+0.90% | B+0.55% | B+0.25% | B+0.60% | B+0.20% | B+0.15% |
| >=\$10,000,000 | N/A | N/A | N/A | N/A | B+0.85% | B+0.45% | B+0.20% | B+0.60% | B+0.10% | B |

*Effective on July 15, 2022

*B=WealthONE Secured Line of Credit Base Rate=4.95%

*Add 0.25% for exceptions granted to bank lending policy

*Add rate premium of 0.25% to all Corporate Policies

Q: Are there other costs or fees?

A: There is a fee of up to 0.3% of the credit limit.

Introducing the WealthONE Participating Life Insurance Line of Credit Program

Agent Version

Q: Who should I contact at Wealth One Bank for information and support?

A: Eastern Canada

Jason Zhang



647-978-1989

866-597-3668 ext. 8103

jason.zhang@wealthonebank.ca

Western Canada

Johnny Li



778-319-9726

866-597-3668 ext. 8204

johnny.li@wealthonebank.ca

Becoming a referral partner with WealthONE Bank: Download the [application form](#) and [agreement](#), fill them out and send to our business development manager in your region.

Q: What is the application process?

A: With client consent, send details of their insurance policy to your local WealthONE representative who will schedule a meeting with your client to review the program and begin to process their application.

