

## Financial Needs Analysis / Mortgage Diary Form

### Section A – Client information

Client 1		Client 2	
Given name: _____	_____	Given name: _____	_____
Family name: _____	_____	Family name: _____	_____
Gender: M / F	Date of birth: <u>    </u> mm / <u>    </u> dd / <u>    </u> yy	Gender: M / F	Date of birth: <u>    </u> mm / <u>    </u> dd / <u>    </u> yy
Phone: (H): _____ (W): _____	_____	Phone: (H): _____ (W): _____	_____
Income: _____ Average tax rate _____	_____	Income: _____ Average tax rate _____	_____
Status: Smoker / non-smoker	_____	Status: Smoker / non-smoker	_____
Dependants		Date of birth (mm/dd/yy)	Gender (M / F)
		/ /	
		/ /	
		/ /	
		/ /	

### Section B – Financial security at death

Goals and objectives	Temporary	Permanent
What are your concerns for your surviving family members or your business in the event of your death? Are these needs temporary or permanent?	✓	✓
<b>Client 1:</b>		
_____		
_____		
_____		
<b>Client 2:</b>		
_____		
_____		
_____		

When planning for financial security in the event of death, there are two major areas of concern: 1) covering immediate needs and 2) ongoing income for survivors.

**Immediate needs: Mortgage Renewal Date** \_\_\_\_\_ **Diary Date** \_\_\_\_\_

In the event of death of:	Client 1	Client 2
Last illness and burial expense		
Debt elimination (i.e., mortgage, credit cards, line of credit, loans)	+	+
Education fund	+	+
Emergency fund	+	+
Other*	+	+
Other*	+	+
<b>Total immediate needs</b>	<b>1 =</b>	<b>1 =</b>

\*Other: charities, gifts, income tax, administrative expenses, etc. License # 10134 / M08000478

**Referring Agent** \_\_\_\_\_ **Tel.** \_\_\_\_\_ **email** \_\_\_\_\_

**Fax to 416.410.1315 Victor Simone Tel. 416.410.1315 ext 4.**



## Annual survivor income needs

In the event of death of:		Client 1	Client 2
	Household gross income required		
<b>Less:</b>	Survivor's gross earned income	-	-
	Estimated CPP/QPP survivor benefits*	-	-
	Other assured income	-	-
	Subtotal of income needs required (enter 0 if negative number) <b>(a)</b>	=	=
	Convert to net dollars <b>(b)</b>	(a) x (1 – average tax rate of survivor*) =	(a) x (1 – average tax rate of survivor*) =
Number of years required in the event of death of:	Client 1	Client 2	
	<b>Total capital required to meet after-tax income replacement needs at death</b>		
	(b) x present value factor based on the number of years required <b>2 =</b>		(b) x present value factor based on the number of years required <b>2 =</b>

\* Consult federal/provincial government websites for more details.

### Present value table \*\*

Years	5	7	10	12	15	17	20	22	25	27	30	32	35	37	40
<b>Factor</b>	4.81	6.61	9.18	10.82	13.16	14.64	16.76	18.11	20.04	21.26	23.02	24.13	25.72	26.73	28.17

\*\* Based on five per cent rate of return after taxes, three per cent inflation.  
Note: if number of years falls between intervals, please round up.

## Current capital and life insurance

	Client 1	Client 2
Realizable assets (non-registered)***		
Existing life insurance (including mortgage insurance)****	+	+
CPP/QPP death benefit	+	+
<b>Total assets available</b>	<b>3 =</b>	<b>3 =</b>

\*\*\* Assets appropriate to liquidate in the event of death

\*\*\*\* Further existing policy information can be provided on back cover (required for Quebec).

## In the event of death

	Client 1	Client 2
<b>Additional protection needed</b>	<b>1 + 2 – 3 =</b>	<b>1 + 2 – 3 =</b>

**Recommendations/notes** This section should include any additional information about the need or recommendation.




1. Information about you (required)

CUSTOMER NAME(S) :

TELEPHONE:

EMAIL:

SIGNATURES \_\_\_\_\_

I acknowledge that the referring consultant may receive an incentive for this introduction.

2. Product Menu (Call us for other products not listed here)

Select

**CMB 24 to 48 Hours Close Mortgage**

You need it fast, or the bank said no. Call us and get the deal closed right away.

[ ]

**CMB Variable Rate Cap Mortgage**

You want to sleep at night, but save money in the short term with a variable rate. The CMB Variable Rate Cap gives you a competitive interest rate and you can lock in anytime at a rate determined at the time of your advance.

[ ]

**CMB No Down Mortgage**

You are having trouble saving, so let their new home help.

Fully qualified option with lending conditions, two lender options.

[ ]

**CMB Stated Income Mortgage**

**You don't show enough income, but you can afford the mortgage**

Two options available. Bankable "A type" and Hard to Approve Clients "B Type".

[ ]

**CMB Immigrants - New to Canada Mortgage**

Why try going from bank to bank, when a mortgage agent can shop it for you.

Non-Residents 65% LTV, Relocations 80% LTV, and 90% LTV Insured, 95% LTV fully qualified.

[ ]

**CMB Top-up Second Mortgage**

Your mortgage can't be approved for insurance, or you need more money than your bank will provide. Get your deal closed with a Top-up second.

[ ]

**CMB Secured Equity Line Visa**

Fully open line of credit, no annual fee, self-declared income letter, no tax returns.

[ ]

**CMB Commercial Mortgage Program**

Every deal is unique, so don't take their money till you called CMB to compare.

[ ]

3. Referror Information (required)

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_ Email \_\_\_\_\_

Send to \_\_\_\_\_ by Fax 416.410.1315 or Call 416.410.1315 ext. 4

C.M.B. Canada Mortgage Brokers Inc. 10134 / M08000478