



CSV Line of Credit Program from National Bank of Canada

For universal life policies with
BMO Life Assurance Company

For clients who wish to establish a personal line of credit using their BMO[®] Insurance universal life policy as collateral.

Opportunities for your client...

- Supplemental retirement income
- Home renovation
- Fund child's education
- Emergency cash
- Dream vacation
- Other investment opportunities

Maximum loan amount

Loans can be borrowed up to a maximum percentage of the Cash Value based on values in the investment accounts*:

- Fixed Income Accounts: **90%**
- Indexed Accounts: **60%**

* Subject to National Bank of Canada's credit approval and terms of the Loan Agreement. Other credit information may be requested by National Bank of Canada.

Advantages to your client

Simplicity.

Low Cost.

Accessibility.



Advantage #1: Flexibility

- Loans can be tailored for your client's own needs
- Repayment options
 - Client determines their own repayment schedule
 - Interest can be capitalized*
 - Loan paid off at death

* Subject to terms of the Loan Agreement

Advantage #2: Low Cost

Loan Rates

Personally-held policies **prime + 1.50%**

Corporately-held policies **prime + 1.75%**

Interest is calculated each month on the actual borrowed amount

Advantage #3: Accessibility

Three options for your client to access their line of credit:

- Cheques
- ABM client card
- Telephone or internet banking

BMO Insurance UL policies eligible for this Program

Life Dimensions plans

UL Investment Loan Plan

The Ultimate Dimension

Unique Life

What *YOU* need to do

Step 1

Obtain a CSV Line of Credit Kit by contacting your BMO Insurance Regional Sales Office or by accessing the Financial Concepts section of the Wave illustration software.

This kit includes the following:

- Partner's Guide
- Broker Enrollment Form
- CSV Line of Credit Application
- Security Agreement on Insurance products

What *YOU* need to do

Step 2

Complete and submit the Broker Enrollment Form to the National Bank at the following address:

**National Bank of Canada
Partnership Branch
Transit 1786-1
500 Place D'armes, 22nd Floor
Montréal Québec H2Y 2W3
Attn: Dedicated Insurance Team**

What *YOU* need to do

Step 3

Keep National Bank of Canada's Partner's Guide as a reference.

What *YOU and YOUR clients* need to do

Step 1

Complete: the CSV Line of Credit Application
(including the following information)

- Provide proof of income
- Proof of assets
- Confirmation of policy value

and, the Security Agreement on Insurance Products

Additional documentation is required for corporately held policies.
See National Bank of Canada Partner's Guide for details

What *YOU* and *YOUR* clients need to do

Step 2

Fax the application and accompanying documents to the National Bank at: **1-888-307-2997**

OR send them to the following address:

**National Bank of Canada
Partnership Branch
500 Place D'armes, 22nd Floor
Montréal Québec H2Y 2W3
Attn: Dedicated Insurance Team**

What *YOU* and *YOUR* clients need to do

Step 3

After receiving the credit decision, send the original loan package, including CSV Checklist to:

**BMO Life Assurance Company
60 Yonge Street
Toronto, ON, Canada
M5E 1H5
Attn: Dedicated Service Team**

What *YOU* and *YOUR* clients need to do

Step 4

BMO Insurance will complete the assignment of the policy and return all documents to National Bank who will then send your client a Welcome Kit including a confirmation of your client's chosen "access option" which can be any of the following:

- Cheques
- Client card
- Telephone or internet banking

What *YOU* should know

- Refer to the National Bank of Canada's Partner Guide for additional requirements when a policy is corporately held.
- Line of Credit is subject to National Bank of Canada's credit approval and terms of the Loan Agreement.
- Other credit information may be requested by National Bank of Canada.

Information contained in this document is for illustrative purposes and is subject to change without notice.

Insurer: BMO Life Assurance Company.

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