



## Know Your Client (KYC) & Client Risk and Suitability Profile

Client Name \_\_\_\_\_ File # \_\_\_\_\_  
Agent/Broker \_\_\_\_\_ Lender \_\_\_\_\_  
Co-Borrowers \_\_\_\_\_

Not all mortgages are designed for the same purpose, and your situation is not the same as everyone else's. To help us choose the right combination of lender, product and terms, we need to understand your immediate and future plans. Please help us prepare the most suitable options for you by filling out this important form. Some of this form may be pre-filled by the Agent/Broker

### What is the expected transaction type in regards to this application?

\_\_\_\_\_ *Pre-approval*    \_\_\_\_\_ *Home Purchase*    \_\_\_\_\_ *Transfer/Switch*    \_\_\_\_\_ *Refinance/Equity Take Out*

If refinance; funds required for? \_\_\_\_\_

### What type of mortgage are you interested in?

\_\_\_\_\_ *Fixed*    \_\_\_\_\_ *Variable*    \_\_\_\_\_ *Unsure/Open to options*

### Property to be occupied by?

\_\_\_\_\_ *Owner-Occupied*    \_\_\_\_\_ *Rental*    \_\_\_\_\_ *Second Home/Family*

### Financial Overview

Are there any suits or judgements against or pending against any borrower? \_\_\_\_\_ *Yes*    \_\_\_\_\_ *No*

Has any borrower ever gone through bankruptcy or consumer proposal? \_\_\_\_\_ *Yes*    \_\_\_\_\_ *No*

Are there any assets/liabilities presently involved in a marriage/separation agreement? \_\_\_\_\_ *Yes*    \_\_\_\_\_ *No*

Do any borrower own any other properties? (Including jointly) \_\_\_\_\_ *Yes*    \_\_\_\_\_ *No*

Is any borrower a co-signer or guarantor for any loans/leases/contracts for someone else? \_\_\_\_\_ *Yes*    \_\_\_\_\_ *No*

**Risk and suitability assessment? (1 = Strongly Disagree; 5 = Strongly Agree)**

|                                                                                             |   |   |   |   |   |
|---------------------------------------------------------------------------------------------|---|---|---|---|---|
| We are concerned about an unexpected change/expense impacting our ability to pay a mortgage | 1 | 2 | 3 | 4 | 5 |
| We am concerned about a job loss impacting our ability to pay a mortgage                    | 1 | 2 | 3 | 4 | 5 |
| We would make changes to our discretionary spending in order to afford a mortgage           | 1 | 2 | 3 | 4 | 5 |
| It is important that we have stability in our monthly payments/obligations                  | 1 | 2 | 3 | 4 | 5 |
| We have concerns about the impact of interest rate movements                                | 1 | 2 | 3 | 4 | 5 |
| We are knowledgeable about mortgages and how they work                                      | 1 | 2 | 3 | 4 | 5 |
| We are familiar with the calculation of mortgage prepayment penalties                       | 1 | 2 | 3 | 4 | 5 |
| Pre-payment options are important to us to pay off our mortgage faster/reduce amortization  | 1 | 2 | 3 | 4 | 5 |
| We are comfortable with fluctuations in the value of our home                               | 1 | 2 | 3 | 4 | 5 |
| We expect to sell the property prior to the maturity date of the mortgage                   | 1 | 2 | 3 | 4 | 5 |

**Contact Method (To be prefilled by the Agent/Broker)**

\_\_\_\_\_ Referral from a past client or well known referral source \_\_\_\_\_

\_\_\_\_\_ Referral from a new referral source \_\_\_\_\_

\_\_\_\_\_ Repeat client or known for at least 2 years

\_\_\_\_\_ I have had a physical face to face meeting with client(s)

\_\_\_\_\_ I have not met with client(s) and have dealt with them via email, phone, digital meet only

I certify that the statements above are true and correct to the best of my knowledge and understand that recommendations will be made regarding specific mortgage products and services based on the answers to the questions above. I understand that I am to have all associated material risks and mortgage features explained to me, as they pertain to my mortgage, and I have the opportunity to ask any and all questions in order to gain clarity and understanding of any mortgage product, whether recommended to me or not.

\_\_\_\_\_  
Client Full Name

\_\_\_\_\_  
Client Signature

\_\_\_\_\_  
Date

I certify that I have reviewed the client's answers above and have taken these into account while determining my recommendation to the client and will ensure all recommendations are solely in the client's best interest and suited for the client's situation. I understand that I am to provide full disclosure of the mortgage product to the client and properly explain the associated material risks and mortgage features as they pertain to the clients mortgage. I understand that I am to provide all opportunities for the client to ask questions in order to gain clarity on any mortgage product, whether recommended or not. I agree to make recommendations to the client in regards to required changes in order for the client to afford the mortgage and will fully explain the risks and potential harms if the recommendations are not followed.

\_\_\_\_\_  
Agent/Broker Full Name

\_\_\_\_\_  
Agent/Broker Signature

\_\_\_\_\_  
Date