



**Retire your mortgage  
long before you do**



**Manulife one**

# Manulife one – An Overview



Most Canadians manage their finances by:

1. depositing their income and other short-term assets into chequing and savings accounts, and
2. borrowing when they need to, through mortgages, lines of credit, personal loans, and credit cards.

Sounds simple enough. Unfortunately, they usually receive low or no interest on the money they deposit, while they pay high interest on the money they borrow.

Wouldn't it make more sense if the deposits and borrowings were combined? Why not have every dollar you earn paying down your debts until you need to spend that money?

Manulife ONE does just that – and more! It brings your mortgage, savings and income together into one multi-purpose “borrowing and chequing” account. Now, your income can instantly reduce what you have borrowed. As you pay bills and other expenses throughout the month, the amount you owe will slowly go back up, but you'll still be much further ahead. With Manulife ONE, every day that even a dollar of your income stays in your account, you have less debt and so, you pay less interest.

Does it work? A typical Canadian household could save \$20,000 to \$30,000 in interest and could pay off a 20 year mortgage in 13 or 14 years by doing nothing differently except switching to Manulife ONE. **Now, that's simple!**

Take a look at the example in this brochure.

## How Manulife ONE works

The idea behind Manulife ONE is simple: having your income and savings work harder to reduce your total debt faster.

With even one extra dollar of your income in your Manulife ONE account, you have less debt than you did before and so you pay less interest.

## Consolidate your debts

When you open a Manulife ONE account, we'll lend you up to 75% of the current market value of your home. You use this money to pay off the balance of your existing mortgage and any other outstanding loans you might have. Now you pay one low interest rate on every dollar you borrow. If your total borrowings are greater than 75% you may be eligible to borrow up to 90% of the value of your home if you pay a CMHC insurance premium\*.

## Put your savings to work

If you're tired of earning little or no interest on your chequing account, savings balances and short-term investments, Manulife ONE can help put that money to work for you. It applies those balances against your borrowings, instantly reducing your total debt . . . and saving you much more in interest costs than you'd likely ever make in interest earnings!

## Puts your income to work

By adding your regular income to your Manulife ONE account, you further reduce your debt the instant the

deposit is made. Your income is immediately working for you to reduce loan interest costs until you need it for your monthly expenses. With even one extra dollar of your income in your account, you have less debt than you did before and so you pay less interest.

## Convenience and flexibility

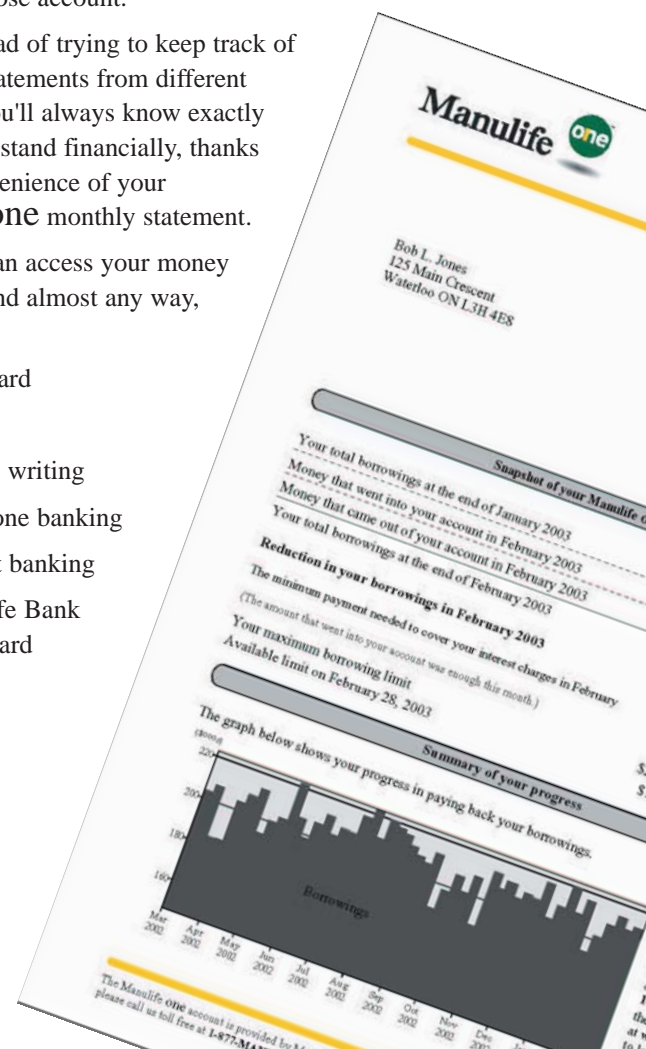
In one easy step, the key elements of your financial life - your mortgage, short-term savings, chequing account, credit cards,

loans and income - are all combined within a single multi-purpose account.

Now, instead of trying to keep track of monthly statements from different sources, you'll always know exactly where you stand financially, thanks to the convenience of your Manulife ONE monthly statement.

And you can access your money any time and almost any way, through:

- Debit card
- ABMs
- Cheque writing
- Telephone banking
- Internet banking
- Manulife Bank credit card



\*CMHC provides insurance protection for lenders called loan default insurance. The premium is paid by the borrower.

## Say "good-bye" to fixed payments

By depositing your income into the account, your payment is automatically covered. Plus, whatever money you have left over at the end of the month acts as a lump sum payment against your debt, without a penalty! And, you can always get at that money if you need it.

At the very least, you must deposit enough money each month to cover the interest costs.

## A "super" line of credit

While Manulife ONE was developed first and foremost to help Canadians be debt free faster, even without a mortgage you'll find benefits in using Manulife ONE!

In fact, you can open a Manulife ONE account if you don't have any debt at all. If you expect you'll need to borrow money in the future and you don't want the hassles of negotiating a loan each time, Manulife ONE is the answer.

It can simplify your finances. With its low interest rate and "super" debt pay-down capability, Manulife ONE helps you pay back those borrowings quickly and easily.

## High interest chequing account

Once the debt is gone, Manulife ONE offers you one of the highest short-term interest rates in Canada for every dollar you have in the account. The high interest chequing account is automatically applied every time you cross from your "super" line of credit to a positive balance.

## Free appraisal... Free title insurance

Any time a mortgage or secured line of credit is set up there are costs involved.

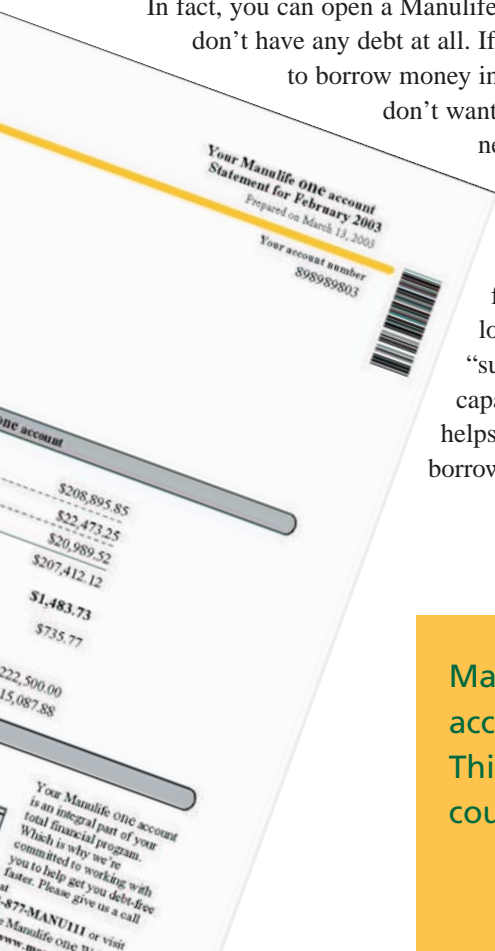
With Manulife ONE, the appraisal costs and use of our Title insurance program (assuming it is a straight forward title search, on a mortgage renewal – not a purchase) is covered by Manulife Bank.

However, Manulife Bank does not cover any penalties or fees that your current financial institution charges you for cancelling your mortgage early.

## Access to cash without surprises

An all-in-one borrowing and savings account is very active in terms of monthly transactions. We have a single low monthly administration fee so you can enjoy the cost savings of Manulife ONE and have access to cash through ABM withdrawals, direct payment purchases, cheque writing as well as Manulife Bank's Telephone and Internet Banking Services.

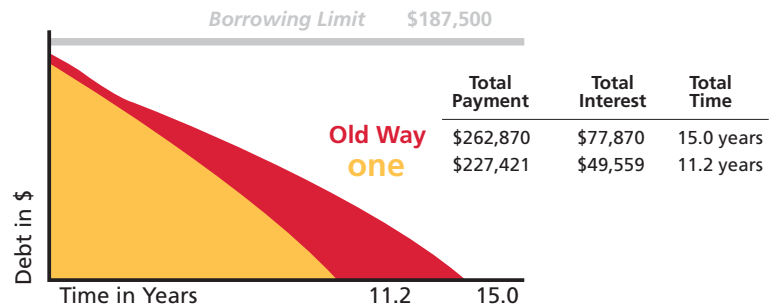
Manulife ONE is an all-in-one personal borrowing and chequing account that is changing the way Canadians manage their money. This revolutionary account makes your money work harder . . . and could save you thousands of dollars simply and easily.



# Example

The Cornells have a home worth \$250,000, with a \$160,000 mortgage. They also have a car loan, a small line of credit and two credit cards (see chart below) as well as some short-term savings.

They visited the Manulife **ONE** Web site, watched a short animated demonstration on how Manulife **ONE** works and then ran their numbers using the easy, confidential calculator. They discovered that by moving from their traditional mortgage – and old way of banking – to Manulife **ONE**, they could save \$28,311 and pay off their 15 year mortgage in 11 years and two months.



## Tom and Karen Cornell's financial details

	Amount	Interest Rate	Payment Term	Monthly Amount
Mortgage	\$160,000	6.25%*	15 yrs	\$1,364.93
Car loan	\$15,000	5.00%	48 mos	\$345.44
Credit cards	\$2,000	18.00%	24 mos	\$99.85
Line of credit	\$8,000	5.50%	36 mos	\$241.57
Savings account	\$8,000	1.75%		
Chequing account balance	\$1,000	.25%		
Income – combined				\$4,200
Expenses – not including debt payments				\$2,500
Number of days income remains untouched in account				10

Assumes all values remain the same throughout the time illustrated, including the Manulife **ONE** account rate of 4.5% (as of March 1, 2003). Rates are subject to change and are not guaranteed

\* Current mortgage changed to 5.5% at renewal in one year.

## The secret to Manulife ONE is: it's different!

It's like no other mortgage or account out there. Where else can you find a chequing account combined with your mortgage, to help you save thousands of dollars in interest? Where else can you combine all of your debts with all of your short-term savings to make managing your finances infinitely easier? Where else can you find an account that transforms into a high interest chequing account once the debt is gone but still provides the ability to borrow again whenever you need it?

Sound too good to be true? Well, the concept is already proven: in Australia, more than one-third of all new mortgages are set-up in plans similar to this. In Canada, Manulife ONE is the first and only such flexible mortgage account offered to Canadians.

**But it's much, much more than a mortgage. Take a look for yourself.**

**Review this brochure, visit our web site ([www.manulifeone.com](http://www.manulifeone.com)) or call your advisor.**

For more information call  
**1 877 MANU111**  
or visit our Web site  
**[www.manulifeone.com](http://www.manulifeone.com)**

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