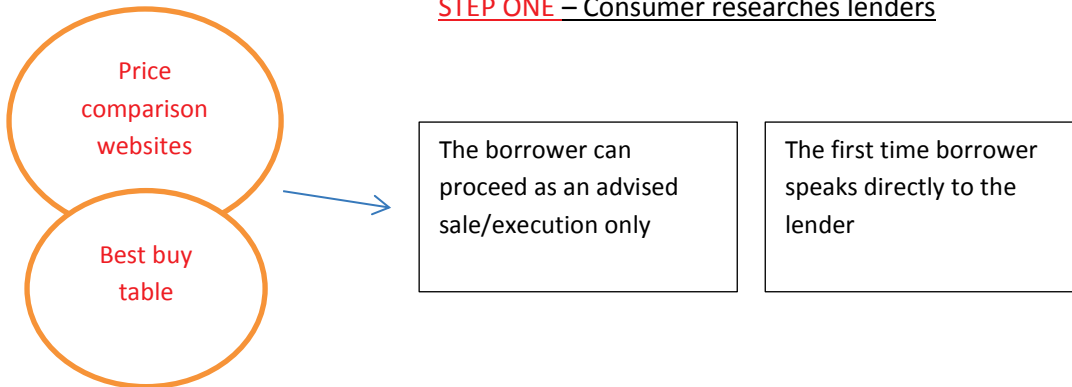
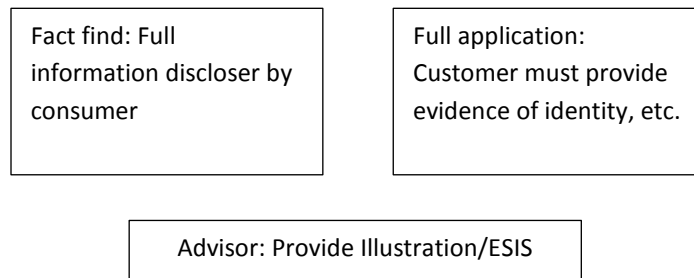


## Process for getting a mortgage – for a first time borrower

### STEP ONE – Consumer researches lenders

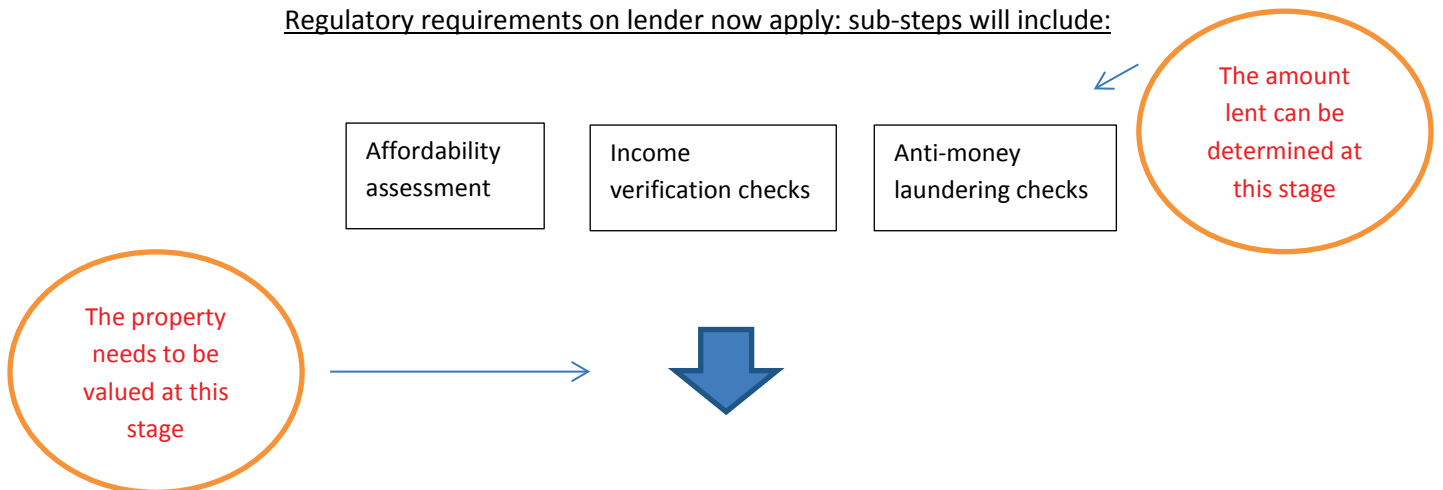


### STEP TWO – Borrower completes the necessary paperwork, including:

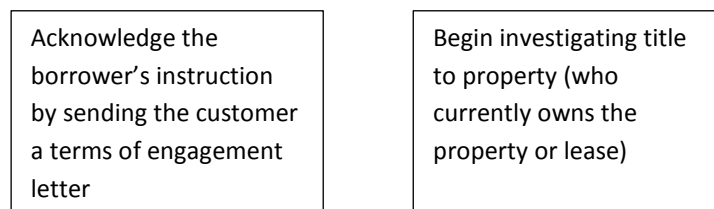


### STEP THREE – The lender is selected and the mortgage application starts

#### Regulatory requirements on lender now apply: sub-steps will include:



#### In parallel or soon after, the lawyer will begin the conveyancing process. Sub-steps can include:



STEP FOUR – Customer receives mortgage offer

Borrower/advisor receives the binding mortgage offer and associated documents – offer will last up to 6 months, depending on lender

Minimum seven day reflection period (regulatory requirement)

The borrower(s) sign all required documents and returns to lawyer/advisor

A lawyer then sets a completion date

The new loan can now proceed

The mortgage advisor ensures regulatory requirements are met

Lawyer reports on the title to the lender and requests funds

Inform all parties of the completion date

**Release funds**, pay the seller the balance due and pay intermediary, if applicable

**COMPLETION**