



MORE LIFE CARRIERS ADDED FOR CSV LENDING

To further enhance your ability to assist clients with their key borrowing needs and grow your practice, Equitable Bank has added **Manulife** and **Desjardins** to their eligible list of life companies.

Major lending is very referable by friends and family and can be a referral catalyst for advisors. Key points/re-cap of Equitable Bank's CSV program follows, with contacts at the end.

To discuss banking strategy for your practice: [Vic Raye](#)

1) ADVISOR SET UP

To submit line of credit applications / receive compensation:

- You will need to complete Equitable Bank's [Licensee Agreement](#) (click link)
- Return it to Equitable Bank, keep a copy for your files – IDC does not need a copy
- The form is pre-populated with IDC WIN in the MGA section

2) BACKGROUND equitablebank.ca

- Equitable Bank bills itself as **Canada's Challenger Bank™**
- Federally regulated Schedule I Bank
- Parent company Equitable Group is listed on the TSX
- ***No connection with Equitable Life – not related / affiliated in any way***

3) PRODUCTS

Equitable Bank webinar recording - April 28, 2021

[CSV Lending: Sales & Service Applications for Whole Life Policies](#)

Product details for CSV Flex, CSV Max Lines of Credit:

<https://www.equitablebank.ca/lines-of-credit/csv>

4) ELIGIBLE CARRIERS

****Whole life policies only, no UL****

- BMO Insurance
- Canada Life

- Desjardins
- Empire
- iA
- Manulife
- Sun Life

5) ADVISOR COMPENSATION

- **20 bp** annual trail paid monthly (1/12 of 20 bp)
Based on minimum monthly balance provided client account is in good standing

6) CONTACTS

- To proceed with a lending application, please contact Mike Pilz
- To discuss product details / process first, please contact one of his three colleagues
- **Dual-licensed Advisors:** Please check with your other firm(s) regarding any potential lending compliance

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Best Regards,

Vic