



Transcript – David Mayrand – Pay less interest

On screen:

Soft music plays in the background and the text “Stories of Financial Freedom with Manulife One” appears over the image of David Mayrand. David is smiling, standing behind a white chair. As he begins speaking, the scene changes to David sitting in the chair and speaking to the camera with his hands in his lap. A text box appears on the left side of the screen that reads, “David Mayrand, Mortgage Broker.”

David Mayrand:

My name is David and I’ve been a mortgage broker since 2003. What I like the most from what I do for a living is that we are helping people make their dreams come true, because we are using financing, which is basically a way to find money, to make their dreams happen.

On screen:

The camera zooms in on David’s face.

David Mayrand:

As brokers, we have access to a lot of different products, and Manulife One has the particularity of being really flexible, giving more options.

On screen:

The camera pulls back to show David sitting in the chair.

David Mayrand

And definitely I believe that Manulife One is one of the most modern products out there between any financial institution in Canada.

On screen:

The camera zooms in on David’s face.

David Mayrand:

The calculator on the Manulife website really helps you understand how the products will work for you based on your personal situation.

On screen:

The camera pulls back to show David sitting in the chair.

David Mayrand:

So it will give you comparison between ‘what if you keep going with your traditional mortgage’ and ‘what if I jump and adopt this solution and move forward with it.’

On screen:

The camera zooms in on David’s face.

David Mayrand:

One of the key points in Manulife One, which is a bit more technical, is that the interest is calculated on a daily basis so when you get deposits into your bank account, the deposit lowers your balance right away, which makes you pay less interest—at least you are not paying interest on that amount until you use that money.

On screen:

The camera pulls back to show David sitting in the chair.

David Mayrand:

Compared to a bank that will compound the interest semi-annually, they will just add the interest to the principal and your payment goes down—that's a reason why a standard mortgage principal in the first few years will go down very, very slowly. Manulife One from day one will start bringing your principal down if you use it properly.

On screen:

The camera zooms in on David's face.

David Mayrand:

Even if you are starting, if you have some financial habits and you are responsible with your money, of course Manulife One can be a good solution to start as well. It's just the marketing of banks basically directs you toward like rates and mostly payments, monthly payments that you'll make. While Manulife One solution is a bit different in that sense. But anybody who understands this, anybody who's managing their cashflow properly should benefit from this.

On screen:

The camera pulls back to show David sitting in the chair.

David Mayrand:

I would say that Manulife One can change someone's life basically, because if the client uses it properly, it can make their financial future way brighter.

On screen:

The camera zooms in on David's face.

David Mayrand:

If I had to describe Manulife One in one word, I would use versatile.

On screen:

The scene changes to a navy screen with the Manulife Bank logo and text that reads "Canada's most flexible mortgage" and "Contact Manulife Bank to learn more." At the bottom of the screen there is text that reads, "Manulife One is offered by Manulife Bank of Canada. This media is for information purposes only and is not intended to provide specific financial, tax, legal, accounting or other advice and should not be relied upon in that regard. Individuals should seek the advice of qualified professionals to ensure that any action taken with respect to this information is appropriate to their specific situation. Manulife, Manulife Bank & Stylized M Design, and Stylized M Design are trademarks of The Manufacturers Life Insurance Company and are used by it, and by its affiliates under license. David Mayrand received compensation from Manulife Bank of Canada ("Manulife Bank") for providing this testimonial. The opinions expressed within this testimonial are solely David Mayrand's and do not necessarily reflect the opinions and beliefs of Manulife Bank."