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## INDIVIDUAL MORTGAGE INSURANCE vs. MORTGAGE INSURANCE FROM LENDER

### **Mortgage Insurance From Lender**

- \*Acts like a Group Insurance Policy where you have no control
- \*Owned by the Lender who is also the beneficiary
- \*Mortgage is paid off at death of insured which might not be in the best interests of the beneficiary
- \*Coverage decreases as the mortgage decreases
- \*Premiums remain level as coverage decreases
- \*The insurance protection is not transferable and is limited to the mortgage you have for a certain property with a certain lender
- \*The insurance protection stops when the property is sold
- \*The insurance is not guaranteed renewable for a new mortgage and, if you should change financial institutions, you must provide new evidence of insurability
- \*Hard to obtain with certain medical conditions - more of a “template” approval process

### **Mortgage Insurance From Insurance Co.**

- \*Is a personally-owned life insurance plan where you have all the control
- \*Owned by you and you name your own beneficiary
- \*Beneficiary decides what to do with the proceeds which might be put to better use than paying off the mortgage. Remember, you are in control.
- \*Coverage remains level for the term purchased
- \*Premiums remain level along with coverage. In most cases, premium costs are less for more
- \*The insurance protection is portable – it stays in place when you change homes and mortgage lenders – can be used over and over again for mortgage protection
- \*The insurance protection stays in place even if the property is sold
- \*Insurance protection is guaranteed renewable to age 85 for term plans and life for lifetime plans but you decide how long you will keep it
- \*More flexibility in underwriting procedures enabling even those with health issues to obtain coverage

*To protect and benefit you, your family and your way of life now and into the future.*



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### **Mortgage Insurance From Lender**

\*You have a bank employee look after you who is not that well versed in insurance products nor licensed to sell same nor is able to compare other plans

### **Mortgage Insurance From Insurance Co.**

\*You use your own licensed insurance and financial advisor to arrange and service the policy who will ensure that you obtain the “right” plan for your needs. One policy could be used to cover all your life insurance needs at a lower cost

Respectfully yours

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