

Bank or Credit Union

"Mortgage Specialist"



- Employed & Paid by bank
- Not licensed mortgage brokers
- Trained to cross sell products
- Can offer only their own product(s)
- Cannot negotiate on your behalf

Licensed Mortgage Broker



- ✓ Unbiased Mortgage Advice
- ✓ Licensed provincially
- ✓ Negotiates on your behalf
- ✓ Compensated via Fee from lender **only** when you approve the mortgage
- ✓ Available during and after hours
- ✓ Access to **numerous** lenders:
Banks, Credit Unions & Monolines

