

# Business For Self

## Insured, Conventional and Alternative Mortgages

Our Business for Self (BFS) mortgage options help to ensure your self-employed clients have access to mortgage solutions tailored to their unique situations.

### 1. Program

	<b>BFS &gt; 2 Years BFS Business Bank Statement Program</b>	<b>BFS – Sagen ALT A</b>	<b>BFS &gt; 2 Years Income Conventional</b>	<b>BFS &gt; 2 Years Income ALT</b>
<b>Property type</b>	Owner occupied 1 - 4 units Second homes 1 - 2 units Vacation homes 1 unit Rentals 1 - 4 units	Max. 2 units, 1 owner occupied	Owner occupied 1 - 4 units	Owner occupied 1 - 4 units
<b>Lending areas and loan amounts</b>	Contact your <b>Business Development Manager</b> for more information.			
<b>LTV<sup>1</sup></b>	Owner Occupied ≥ 650 up to 75% Second homes up to 65% Rentals up to 75%	Up to 90% purchase	Up to 80%	Up to 65%
<b>Max. amortization<sup>1</sup></b>	Owner Occupied ≥ 650 30 years Second homes/vacation homes - 25 years Rentals - 25 years	Up to 25 years	Up to 30 years	Up to 30 years
<b>Min. credit score<sup>1</sup></b>	650 owner occupied 680 second homes/vacation homes and rentals	> 80% LTV - 650 ≤ 80% LTV - 680	600	500
<b>Max. GDS/TDS<sup>2</sup></b>	Owner Occupied, second homes/vacation homes Rentals - 39%/44%	39%/44%	39%/44%	55%/55%
<b>Lender fee</b>	1% for GDS/TDS above 39%/44%  Lender fee may apply for lower beacon scores with GDS/TDS below 39%/44%  Lender fee will be the greater of \$750 or 1%			1% for GDS/TDS above 39%/44%  Lender fee may apply for lower beacon scores with GDS/TDS below 39%/44%  Lender fee will be the greater of \$750 or 1%



## VALUE-ADDED FEATURES AND OPTIONS

### Pre-payment privileges<sup>2</sup>

- Increase payments by up to 15% once per calendar year.\*
- Pre-pay up to 15% of original principal once per calendar year.

\*Excludes variable rate mortgage products with variable payments.

## 2. Documentations<sup>3</sup>

Program	Description
<b>BFS &gt; 2 Years BFS Business Bank Statement Program</b>	<ul style="list-style-type: none"> <li>• Self-declared income and expense letter</li> <li>• Detailing the annual income and expenses of the business along with relevant legal business details, such as industry, nature of the business, legal name and tenure</li> <li>• Twelve months of business bank statements                             <ul style="list-style-type: none"> <li>• Will be analyzed to verify both income and expenses</li> <li>• Gross income and typical expenses should align with self-declared information</li> <li>• In all cases, the lower of the two will be used to calculate debt ratios</li> </ul> </li> <li>• Income and expenses for the business must be reasonable, based on factors such as the borrower profile, business profile and alignment between self-declared amounts and information gathered from bank statements</li> <li>• Notice of Assessment to confirm no income tax arrears</li> </ul> <p><b>Evidence of business existence for at least two years must be provided with one of the following:</b></p> <ul style="list-style-type: none"> <li>• Articles of Incorporation (required for a corporation)</li> <li>• REQ (Quebec)</li> <li>• Business registration</li> <li>• GST/HST registration</li> <li>• Business license</li> <li>• T1 Generals including the Statement of Business or Professional Activities (non-incorporated companies).</li> </ul>
<b>BFS – Sagen ALT A</b>	Follows guidelines established by Sagen, available at <a href="https://sagen.ca/ups/product-specific-underwriting-guidelines/">sagen.ca/ups/product-specific-underwriting-guidelines/</a> .
<b>BFS &gt; 2 Years Income Program</b>	<ul style="list-style-type: none"> <li>• Self-employed borrowers must have evidence of owning and operating an active business for a minimum of two years and provide a two-year history of earnings to support qualifying income</li> <li>• Income must be fully verifiable with most recent two years of complete tax returns (all schedules) and Notice of Assessments</li> </ul> <p><b>Incorporated Company additional requirements:</b></p> <ul style="list-style-type: none"> <li>• Most updated Articles of Incorporation</li> <li>• Most recent two years of business financial statements</li> </ul>

**B2B Bank works for brokers by providing dedicated local support and national coverage. With our knowledgeable national Business Development Team, experienced credit managers and competitive compensation, you have access to an impressive range of mortgage solutions.**

**For more information please contact your Business Development Manager or visit [b2bbank.com/mortgages](https://b2bbank.com/mortgages).**

<sup>1</sup>Debt service flexibilities, LTVs offered and amortization options are based on the assessment of the strength of the application. Satisfying the minimum credit score requirement alone does not automatically entitle the borrower to maximum LTV and amortization options or debt service flexibilities. <sup>2</sup>The pre-payment privilege is non-cumulative and is available after the first anniversary of the mortgage. <sup>3</sup>Additional information and documentation may be requested at B2B Bank's sole discretion for the approval of the loan. B2B Bank reserves the right to restrict approvals on applications that do not meet the Office of the Superintendent of Financial Institutions' (OSFI) defined Loan to Income (LTI) ratio.

All mortgages are funded by, registered in the name of, administered and serviced by B2B Bank. Debt service flexibilities are based on the overall assessment of the strength of the overall application. B2B Bank is a wholly-owned subsidiary of Laurentian Bank of Canada. B2B Bank acts solely in the capacity of lender and/or account administrator, and does not provide investment advice. Dealers, advisors and brokers, not B2B Bank, are responsible for determining the suitability of products and services for their clients and for informing them of any related risks. Any loan approval by B2B Bank should not be construed as an endorsement of any investment choice, program, or strategy. All loans are subject to credit approval and borrowed monies are due and payable regardless of the performance of the investments. B2B Bank products and services are only available through financial intermediaries. All mortgages, loans and lines of credit are subject to credit approval. Any illustration or example provided are for illustrative purposes only. ©B2B BANK and BANKING THAT WORKS FOR BROKERS are registered trademarks of B2B Bank. B2B Bank is a subsidiary of Laurentian Bank of Canada.