



**A bank is in the business of lending money...
insurance is our business!**

Questions you should ask before obtaining mortgage insurance...	AIG's Mortgage Solution	Your Mortgage Lender
<p>Can I choose my own beneficiary for the insurance proceeds? <i>Because the mortgage lender is the policy owner, they automatically become the beneficiary of all proceeds.</i></p>	YES	NO
<p>Can I apply for more coverage for other needs? <i>You can apply only for an amount equal to the initial mortgage through a mortgage lender.</i></p>	YES	NO
<p>Will my coverage remain level throughout the mortgage period? <i>The amount of coverage available through a mortgage lender is limited to the outstanding mortgage balance. This coverage amount decreases with each mortgage payment made, but your cost will remain the same.</i></p>	YES	NO
<p>Are my premiums fully guaranteed in the contract? <i>Premiums paid through a mortgage lender are on a group basis and therefore can be increased on a group basis if the experience of that group becomes unfavourable.</i></p>	YES	NO
<p>Could I pay less if I am in good health and don't smoke? <i>Most mortgage insurance available through banks consider only the age of the borrower to determine your cost of insurance. There is no preferred pricing for better health risks.</i></p>	YES	NO
<p>Does my coverage stay in force if I move or change mortgage lenders? <i>Mortgage insurance at most banks is not portable. If you move or change mortgage lenders, you must re-apply and qualify for new coverage with the cost based on your new age.</i></p>	YES	NO
<p>Can my coverage extend past my mortgage period? <i>Since mortgage lenders only offer coverage to protect the outstanding mortgage balance, once your mortgage is paid off, regardless of time, your insurance coverage will cease.</i></p>	YES	NO
<p>Can I convert my coverage to a permanent plan, even if my health has changed? <i>There are no conversion privileges with your bank's mortgage insurance.</i></p>	YES	NO
<p>Am I guaranteed to receive advice from a licensed insurance advisor? <i>Service representatives with mortgage lenders are not licensed insurance advisors, and therefore cannot offer expert advice regarding your insurance needs.</i></p>	YES	NO

In addition to the above-mentioned benefits of an individual insurance contract, AIG Life of Canada's Mortgage Solution is very cost competitive against mortgage lenders.