AKAL MORTGAGES

Know Your Client – Borrower

Name (First, Middle, Last) _____ **AKAL-**_____

Mortgage Payment that you're comfortable with?	From $_____ to $_____ per month		
Do you plan to move in the next 5 years?	☐ Yes	☐ NO	If Yes, when _____
Do you plan to change employers in the next 5 years?	☐ Yes	☐ NO	If Yes, when _____
Do you plan on having children?	☐ Yes	☐ NO	If Yes, when _____
Does current home meet your needs for next five years?	☐ Yes	☐ NO	If No, then why _____
Do you receive any kind of bonus or commission?	☐ Yes	☐ NO	If Yes, Annually or Monthly
Do you plan Pre- Payment to pay mortgage faster?	☐ Yes	☐ NO	If Yes, Annually or Monthly $_____

Which is most important to you:

☐ **Debt Repayment:** Paying mortgage off ASAP?

☐ **Cash Flow:** Lowest possible payment?

☐ **Mortgage Payment:** That fits your cash flow?

☐ **Interest Rate:** Low or lowest interest rate?

When it comes to your mortgage payment, would you say that you would like a mortgage payment that?

☐ Stays the same month to month?

☐ Might increase or decrease if there is the potential to same money?

If given the option to have a variable interest rate that is lower than a fixed interest rate, would you:

☐ Be willing to watch interest rates monthly to ensure that your mortgage has the best rate possible? OR

☐ Prefer a fixed interest rate that did not fluctuate and did not require regular attention?

Risk Tolerance: 1 2 3 4 5 6 7 8 9 10
(on a Scale of 1 to 10) 1 being Lowest risk tolerance and 10 being Highest risk tolerance.

Recommendation: By Mortgage BROKER/AGENT to BORROWER(S):

1. **Product:** Fix / Open / Variable / Secure Line of Credit / Other _____
2. **Term:** 1 /2 /3 /4 /5 /6/ 7/ 10 years / other _____
3. **Amortization:** Interest Only / 15 / 20 / 25 / 30 / 35 / 40 / other_____
4. **Prepayment**: 0%, 5%, 10%, 15%, 20%, 25% / other_____

******NOTE: SUBJECT TO LENDER'S QUALIFICATION CRITERIA, TERMS & CONDITIONS MAY CHANGE******

Mortgage Agent/Broker _____ Sign _____ Date _____

By signing below, borrower(s) certify that the information in this form is accurate and will be considered current unless we are notified otherwise. We are compliant with current PIPEDA legislation and our "Privacy Policy" can be viewed on our website at www.akalmortgages.com. Personal information will be held in the strictest of confidence and only released to third parties to fulfill our obligations to you or to comply with regulatory requirements or when required to do so by law.

Borrower's Name _____ Sign _____ Date _____

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