VELOCITY MORTGAGE

A Framework for Choosing the Right Mortgage for Your Life

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Mortgage Decision Workbook

Introduction

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INTRODUCTION

OBJECTIVE
Most Canadians choose their mortgage backwards. They start with rate.
This workbook starts with you — your life, your income, your behaviour, and your constraints.
By the end, you will know what mortgage structure fits your actual situation.

Before we start — consider this example:

Your mortgage is up for renewal. You are selling in one month. Two options:
Option A: 3% rate — penalty to break is $10,000
Option B: 8% rate — open term, no penalty

Option A: $300/month in interest + $10,000 penalty.
Option B: $800/month in interest + $0 penalty.

Which one do you choose?

This is why rate alone is never the whole picture.

The Mortgage Decision Pyramid

Your mortgage decision is not one question. It is five stacked layers, each building on the one below.

Level 1: Stability — How predictable is your life over the next 5 years?
Level 2: Income & Qualification — What can you realistically borrow?
Level 3: Behaviour — How do you actually handle money?
Level 4: Mortgage Design — What type of mortgage fits?
Level 5: Execution — Will this actually work when it matters?

How to Use This Workbook

- Answer every question honestly. This is a diagnostic, not a test.
- Do not skip sections. Each layer builds on the previous one.

- Write your answers down. Passive reading creates no clarity.
- Design for real-you, not ideal-you.

DISCLAIMER: This workbook is educational. It is not financial advice.
Before any mortgage decisions, consult with a licensed mortgage professional
who can review your complete financial picture and specific circumstances.

01

Mortgage Decision Pyramid — Level 1

Your Stability Window

SECTION 1: YOUR STABILITY WINDOW

VIDEO TIMESTAMP: Watch alongside Part 1 of the video — 2:16 to 20:56
https://www.youtube.com/watch?v=sndVt2Amz8Q&t=136s

OBJECTIVE

The most expensive mortgage mistakes happen when people misjudge their season.
Before thinking about rates or products, answer one question:
How predictable is my life over the next 5 years?
This section measures that honestly — not based on confidence, but on probability.

Confidence is psychological. Predictability is structural.
You can feel certain about your life and still have major open variables.
Design your decisions based on probabilities, not assumptions.

1.1 The Five-Year Realism Exercise

Write what is unlikely to change AND what could reasonably change. Be honest — structural reality, not hope.

UNLIKELY TO CHANGE IN NEXT 5 YEARS	COULD REASONABLY CHANGE
• ______________________________	• ______________________________
• ______________________________	• ______________________________
• ______________________________	• ______________________________
• ______________________________	• ______________________________
• ______________________________	• ______________________________
Examples: Same employer, same city, same family size, income stable	Examples: Relocation, promotion, career change, children, renovation, business start

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Final Reminder
If your right column is longer than your left, you are NOT in a stability season.
You are either Transitional (things are shifting) or Growth (active movement).
This changes everything about which mortgage structure fits.

1.2 Your Four Durability Factors

Stability is the combined result of four measurable areas. Work through each one.

Step 1 Income Durability — How likely is your income to stay the same?

Consider: promotions, retirement, job changes, commission variability, going back to school.

My income durability (1=likely to change, 5=very stable):

The income change most likely to happen:

Step 2 Location Durability — How likely are you to stay where you are?

Consider: downsizing, upsizing, moving for work, relocating for family.

My location durability (1=likely to change, 5=very stable):

The location change most likely to happen:

Step 3 Family Durability — How likely is your household to stay the same?

Consider: getting married, having children, aging parents moving in, relationship changes.

My family durability (1=likely to change, 5=very stable):

The family change most likely to happen:

Step 4 Strategic Durability — Are you staying on the same financial path?

Consider: starting a business, buying a rental, going back to school, major investment changes.

My strategic durability (1=likely to change, 5=very stable):

The strategic change most likely to happen:

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1.3 Your Season

STABLE	TRANSITIONAL
Life is predictable. Changes would genuinely surprise you.	Nothing is actively changing, but a lot of things could.
2+ years in similar situation, expecting to continue.	Comfortable but not fixed. Most upward-moving professionals are here.
Stability window: 5+ years	Stability window: 2-3 years

GROWTH	HOW TO TELL
Life is already moving. You know something is changing.	Ask: if life accelerates in 2 years, would my mortgage be in the way?
Dynamic seasons require optionality.	
	Stable: Probably not.
Stability window: 0-2 years	Transitional: Possibly.
	Growth: Almost certainly.

My current season is:

- ☐ Stable — Major changes are unlikely
- ☐ Transitional — Things could change but nothing is decided
- ☐ Growth — Life is actively moving

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1.4 Stability Window vs. Commitment Window

Your STABILITY WINDOW: How long your life is realistically predictable.
Your COMMITMENT WINDOW: How long your mortgage locks you in.

When your commitment window is longer than your stability window, that is where risk lives.
This is not about confidence. It is purely about structural predictability.

My stability window is approximately:

My mortgage term I am considering:

- ☐ Yes — my commitment window aligns with my stability window
- ☐ No — my commitment window is longer than my stability window (break risk exists)

1.5 Break Probability

- ☐ **High** — One thing has a high likelihood occurring, OR multiple possibilities combined
- ☐ **Medium** — A medium chance of one significant change, OR a few low-probability things combined
- ☐ **Low** — Nothing is particularly likely. Life looks structurally stable.

Section 1 Summary

My season:

My stability window:

My break probability:

Final Reminder

Mortgages do not break because of ambition.
They break because of overcommitment during a transitional or growth season.

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02

Mortgage Decision Pyramid — Level 2

Income & Qualification

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SECTION 2: INCOME & QUALIFICATION REALITY

VIDEO TIMESTAMP: Watch alongside Part 2 of the video — 21:04 to 44:32
https://www.youtube.com/watch?v=sndVt2Amz8Q&t=1264s

OBJECTIVE
Even a perfectly designed mortgage may not qualify.
Two people with identical incomes can qualify for very different mortgages.
This section shows you why, and how to understand your own qualification reality.

Think of it like airport security:
Your income is your passport.
Your debt ratios are your boarding pass.
The policy bucket determines which security line you stand in.

Same traveller. Very different experience.

2.1 Your Income Type

Check what applies to you:

- ☐ Fixed salary
- ☐ Hourly with consistent hours
- ☐ Salary plus bonus
- ☐ Commission-based
- ☐ Overtime-dependent
- ☐ Self-employed
- ☐ Rental income
- ☐ Dividends or investment income
- ☐ Multiple income sources

2.2 Income Friction

Income friction is the gap between what you earn today and what a lender is allowed to count.

If your income varies, lenders use a **two-year average** — last two years added together and divided by two. Not what you earn today.

Example: Year 1: $150,000 / Year 2: $190,000 / Year 3: $220,000

You feel like a $220,000 earner. That is your reality today.
Lender uses ($150k + $190k) ÷ 2 = $170,000 — a $50,000 gap.

For salaried with a documented promotion: new salary can be used immediately.
For variable/commission: the two-year average always applies.

Step 1 Income Friction Check

- ☐ No — my income is steady and well-documented
- ☐ Yes — my income is growing (lender uses the average, not my current trajectory)
- ☐ Yes — I am self-employed (lender uses net reported income, not cash flow)

My estimated two-year average income:

2.3 Self-Employment Reality Check

Skip to 2.4 if salaried.

For self-employed borrowers, lenders use **reported net income from tax returns** — not revenue, not cash flow. Tax planning that reduces reported income directly reduces borrowing capacity.

Reducing taxable income and maximizing borrowing capacity cannot both happen simultaneously.
Work with your accountant before applying — not after.

Reported net income — Year 1:

Reported net income — Year 2:

Two-year average:

- ☐ Yes — my reported income is intentionally lower due to tax strategy
- ☐ No — my reported income reflects what I actually earn
- ☐ Not sure — I need to review with my accountant

2.4 Policy Buckets

Different rules apply depending on which mortgage bucket you fall into. Understanding this can be the difference between a better rate and a worse one.

INSURED (less than 20% down)	INSURABLE (the forgotten bucket)
	20%+ down, under $1.5M, owner-occupied.
Both lender AND insurer must approve.	Qualifies for insurance — lender buys it.
You pay insurance premium (up to 4%).	You do NOT pay the premium.
Lower interest rates — lender risk is covered.	Often better rates than uninsured.
	Ask your broker — not all lenders offer this.

UNINSURED (20%+ down, does not meet insurable)	WHICH BUCKET ARE YOU IN?
Lender carries full risk — can mean higher rates.	< 20% down → Insured
But also more discretion with certain lenders.	
Big 5 banks often offer only insured + uninsured.	20%+ down, under $1.5M, owner-occupied → Likely Insurable (ask broker)
	Everything else → Uninsured
	Insurable pricing is often better than uninsured. Always ask.

- ☐ Insured (less than 20% down)
- ☐ Insurable (20%+ down, likely qualifies — confirm with broker)
- ☐ Uninsured (20%+ down, does not meet insurable criteria)
- ☐ Not sure — needs broker review

2.5 Qualification Snapshot

DISCLAIMER: Estimate for planning only. Actual qualification depends on documentation, lender policy, credit, property, and market conditions.
Consult with a licensed mortgage broker for accurate numbers.

Step 1 Calculate Your Maximum Housing Payment

In Canada, lenders allow 39% of gross income for housing costs and 44% for total debt.

Total before-tax annual income:

Divided by 12 — Gross monthly income:

× 0.39 — Maximum housing allowance:

Minus property taxes:

Minus condo fees (if applicable):

Minus heating ($100 if unsure):

= Maximum mortgage payment:

Step 2 Check Against Total Debt Ceiling

Gross monthly income × 0.44:

Minus car payments:

Minus student loans:

Minus credit balances × 3%:

= Remaining room for housing:

If this number is LOWER than Step 1, use this as your real limit.

Step 3 Estimate Your Maximum Mortgage

The Stress Test: You do not qualify at the rate you are offered.
You qualify at the greater of: your contract rate + 2%, OR 5.25% — whichever is higher.

Example: Offered 4%? You qualify as if the rate were 6% (4% + 2%).
This reduces your maximum borrowing power — by design.
Regulators want lenders to confirm you can handle payment increases.

At qualifying rate of 6% over 30 years: **$600/month supports $100,000 borrowed**

Maximum mortgage payment ÷ 600 × 100,000 =

Estimated maximum mortgage:

Comfortable target (85-90% of maximum):

2.6 Variable vs. Adjustable Rate

VARIABLE RATE	ADJUSTABLE RATE
Your payment stays the same.	Your payment changes when rates change.
The split between principal and interest changes as rates move.	Bank of Canada raises rates = your payment goes up.
When rates rise: more goes to interest.	Bank of Canada lowers rates = your payment goes down.
When rates fall: more goes to principal.	
	Unpredictable payment. Consistent paydown speed.
Predictable payment. Unpredictable paydown speed.	
	This is what most people mean when they say 'variable.'

When comparing variable products, always confirm: payment stays fixed (variable) or moves (adjustable).
This affects your stress fit assessment from Section 3.

Section 2 Summary

My income type:

My income friction level (Low/Medium/High):

My estimated two-year average income:

My likely policy bucket:

My estimated maximum mortgage:

My comfortable borrowing target:

Final Reminder

What you qualify for is what the lender determines.
Margin — the space between approval ceiling and comfortable payment — is your choice.
The smartest borrowers ask: how much pressure do I want in my life?

03

Mortgage Decision Pyramid — Level 3

Behaviour & Alignment

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SECTION 3: BEHAVIOUR & MORTGAGE ALIGNMENT

VIDEO TIMESTAMP: Watch alongside Part 3 of the video — 44:44 to 1:15:17
https://www.youtube.com/watch?v=sndVt2Amz8Q&t=2684s

OBJECTIVE
Ratios measure debt. They do not measure you.
Two borrowers can have identical income and identical approvals.
One builds stability. The other feels constant financial tension.
The difference is rarely the rate. It is behaviour.
Your mortgage does not interact with your intentions. It interacts with your defaults.

The Discipline Illusion:

Are you actually disciplined — or has your environment been disciplining you?
People feel disciplined because money auto-saves, transfers take effort, accounts stay low.
That is not discipline. That is environmental design.
The real test: what happens when those guardrails disappear?

LAYER 1: Money Wiring

Your financial autopilot. Not what you wish happened. Your defaults.

Step 1 Impulse Control

If $10,000 showed up in your account tomorrow, what would realistically happen first?

- ☐ Relief / Savings
- ☐ Investing
- ☐ Spending on something I have been wanting
- ☐ Paying down debt
- ☐ Honestly — it depends on the month

Mortgage flexibility amplifies this pattern.
A line of credit is an emergency fund to one person and lifestyle financing to another.

Step 2 Optimism Bias

Does your budget include randomness? Or do you assume next year will be cleaner?

- ☐ I budget for real life — surprises are planned for
- ☐ I tend to assume things will be more predictable going forward

> If a surprise shows up every month, it is no longer a surprise. It is a recurring expense.

Step 3 Lifestyle Creep

When your income rises, what actually happens?

- ☐ I create margin — I save or invest the increase
- ☐ My lifestyle expands gradually to match the new income

> I earn more so I can afford more mortgage — only true if lifestyle creep does not absorb the increase first.

Step 4 Execution Drift

How often do your financial plans survive contact with real life?

- ☐ Almost always — I follow through consistently
- ☐ Sometimes — life interrupts but I get back on track
- ☐ Rarely — plans sound good but drift in reality

> Nobody plans to drift. Examples: 'I will make lump sums.' 'I will not touch the HELOC.' 'I will invest the difference.'
> Your mortgage does not test you at signing. It tests you in your worst month.

My Money Wiring pattern (write it honestly):

LAYER 2: Access Behaviour

What happens when large sums of optional money become available?

Step 1 The Friction Principle

HIGH FRICTION (protects behaviour)	LOW FRICTION (amplifies behaviour)
Transfer requires effort	One tap or click to access
Must call broker to access	All-in-one mortgage
Separate savings accounts	Chequing and mortgage combined
Money is out of sight	Balance visible at all times
Pause happens naturally	Impulse has no speed bump

Step 2 The Drift Effect

If equity became easy to access, would it stay strategic — or gradually become lifestyle support?

- ☐ Stay strategic — I have a clear plan and would execute it
- ☐ Uncertain — depends on circumstances
- ☐ Become lifestyle — available money tends to get absorbed

> Most people do not destroy flexible products in one dramatic decision. They slowly repurpose them.
> Year 1: flexibility. Year 2: renovation. Year 3: car. Year 4: cash flow. Year 5: balance barely moved.
> The danger is not spending. The danger is reclassification.

LAYER 3: Stress Fit

Step 1 Signing-Self vs. Living-Self

Signing-you is calm, analytical, optimistic, and intentional.

Living-you is tired, busy, distracted, and under pressure.

Your mortgage actually interacts with living-you.

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Step 2 Types of Mortgage Stress

FIXED RATE STRESS	FLEXIBLE MORTGAGE STRESS
Exit stress	Discipline stress
What if I need to break this?	Will I drift off plan?
Penalty anxiety	Behavioural self-control pressure
VARIABLE RATE STRESS	LEVERAGE STRESS
Uncertainty stress	Risk stress
Will my payment go up?	Can I handle this pressure?
Volatility anxiety	Market/exposure anxiety

Stress is never removed. Only relocated.
Choose which kind of stress you can actually live with. Peace has economic value.

Step 3 Your Stress Fit Profile

What type of stress bothers you most?

- ☐ Exit stress — being trapped, large penalties
- ☐ Uncertainty stress — payment moving, rate volatility
- ☐ Discipline stress — maintaining the plan, drift risk
- ☐ Risk stress — leverage exposure, market pressure

If flexibility increased, it would feel:

- ☐ Empowering — I would use it strategically
- ☐ Risky — I would probably drift
- ☐ Neutral — I can handle either

If discipline were required, it would feel:

- ☐ Relieving — I work better with structure

- ☐ Frustrating — I resent restriction
- ☐ Neutral — either works for me

Section 3 Summary

I benefit most from:

- ☐ Guardrails — external structure protects my progress
- ☐ Flexibility — I need room to adjust and adapt
- ☐ Simplicity — fewer moving parts, lower cognitive load
- ☐ Control — I want agency over my decisions

My behavioural profile in my own words:

Final Reminder

Do not design your mortgage for ideal-you. Design it for real-you.
The right mortgage is not the one that works in your best month.
It is the one that survives your worst one.

04

Mortgage Decision Pyramid — Level 4

Your Structural Center

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SECTION 4: YOUR STRUCTURAL CENTER

VIDEO TIMESTAMP: Watch alongside Part 4 of the video — 1:15:17 to 1:34:08
https://www.youtube.com/watch?v=sndVt2Amz8Q&t=4517s

OBJECTIVE
Your Structural Center is the one thing your mortgage must protect above everything else.
You will identify and write it down here.
It becomes the final filter in The Decision Framework.

What Problem Are You Actually Solving?

If your mortgage felt wrong three years from now, what would most likely be the reason?

- ☐ My payment became unpredictable and stressful
- ☐ I felt trapped and could not exit without a huge penalty
- ☐ I needed capital for an opportunity and could not access it
- ☐ I had access to money and slowly drifted off my financial plan

The concern that feels most realistic:

The Four Structural Centers

Step 1 STABILITY — I need my mortgage to be predictable above everything else

- You calculate 'what if rates go up' more than feels comfortable
- Payment predictability is genuinely important to your budget and peace of mind
- Signing-you is calm. But living-you would check rates constantly.

WHAT STABILITY PROTECTS	WHAT STABILITY COSTS
Payment certainty	Flexibility to exit without penalty

Budget predictability	Savings if rates drop
Mental clarity	Adaptability if life changes
Forced principal reduction	Refinancing optionality
Peace of mind	

Example: A teacher with two kids and a tight budget. Variable math might work.
But the psychological load of rate uncertainty is real. Peace is worth paying for.

Step 2 MOBILITY — I need freedom to move when life changes

- Your career could move — promotions, transfers, other cities are real possibilities
- You are between life stages and 5 years feels like a long commitment
- You have been trapped in a commitment before and the feeling was worse than expected

WHAT MOBILITY PROTECTS	WHAT MOBILITY COSTS
Freedom to sell without large penalties	Certainty of payment
Lower exit cost if plans change	Sometimes slightly higher rates
Flexibility to adapt as life evolves	Ongoing monitoring required

Example: Software engineer with possible relocation in 3 years.
Locking into 5-year fixed is not about whether they can afford it.
It is about whether they can afford the penalty when the move happens.

Step 3 LEVERAGE — I need capital accessible for strategic deployment

- You are actively building an investment portfolio and need capital access
- You have a clear, disciplined plan for accessible equity — and it is not lifestyle

- You have demonstrated through actual behavior that you use capital strategically

WHAT LEVERAGE PROTECTS	WHAT LEVERAGE COSTS
Access to capital for investment	Behavioural discipline (non-optional)
Ability to move quickly on opportunities	Increased complexity
Capital efficiency and optionality	Risk of drift if discipline slips

Critical: Have you demonstrated through actual behavior — not intentions — that you use capital strategically?
If genuinely yes: This center fits. If the answer is 'I will this time': Reconsider.

Step 4 DISCIPLINE — I need structure that forces progress automatically

- Available money tends to get used, even when the plan was different
- Financial plans have drifted before — not from bad decisions, but because life got busy
- You design for real-you, not ideal-you — and you know they are different people

WHAT DISCIPLINE PROTECTS	WHAT DISCIPLINE COSTS
Forced equity accumulation	Flexibility to access equity
Protection from execution drift	Optional tools or components
Automatic financial progress	Short-term optionality

Example: A couple with good income and a busy life. They have had lines of credit before.
They do not have a spending problem. They have a friction problem.
The right mortgage removes the option to drift.

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Choosing Your Structural Center

Which primary risk would be harder to live with?

- ☐ Volatility stress ruining my peace → **Stability**
- ☐ Being trapped when life changed and paying a massive penalty → **Mobility**
- ☐ Watching an opportunity pass because capital was locked away → **Leverage**
- ☐ Slowly drifting off plan because the structure gave me too much rope → **Discipline**

Write It Down

> You will carry this into The Decision Framework. Write carefully and honestly.

My Structural Center is:

- ☐ Stability — I need predictability above everything else
- ☐ Mobility — I need freedom to move when life changes
- ☐ Leverage — I need capital accessible for strategic deployment
- ☐ Discipline — I need structure that forces progress automatically

In my own words, I chose this because:

The primary risk I am protecting against:

The trade-off I accept:

If my structural center is not honored, what goes wrong:

Section 4 Summary

My Structural Center:

What I am designing toward:

The primary risk I am protecting against:

The trade-off I accept:

Final Reminder

If uncertainty breaks you: Stability.
If being trapped breaks you: Mobility.
If a missed opportunity breaks you: Leverage.
If behavioural drift breaks you: Discipline.

05

Mortgage Decision Pyramid — Level 5

Execution Reality

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SECTION 5: EXECUTION REALITY — THE THREE-LEGGED STOOL

VIDEO TIMESTAMP: Watch alongside Part 5 of the video — 1:34:29 to 1:58:14
https://www.youtube.com/watch?v=sndVt2Amz8Q&t=5669s

OBJECTIVE

All four previous sections are about choosing the right mortgage.
But if you choose the right mortgage and cannot qualify for it, it does not matter.
A mortgage approval is not one yes-or-no decision. It is a system.
Systems fail at their weakest point.

The Three-Legged Stool:
Leg 1: YOU — employment, credit, debt, down payment source
Leg 2: THE PROPERTY — condition, type, marketability
Leg 3: TIME — approvals expire, things change

If one leg breaks, the whole thing falls.

Leg 1: Borrower Landmines

Step 1 Job Changes

Even a better-paying job in the same industry can trigger scrutiny. Never change jobs within 90 days of closing.

Step 2 New Debt

Approval was based on your debt picture at application. Any new car loan, financed furniture, or BNPL purchase changes your ratios.

Step 3 Weird Deposits

Any deposit over $5,000 requires an explanation. Document all sources clearly.

Step 4 Gifted Down Payments

Gifts are fine — but timing and documentation matter. International transfers require 90 days in your account.

Step 5 Support Obligations

Child and spousal support are treated as debt payments. Disclose them upfront — non-disclosure can collapse a deal at closing.

Leg 2: The Property Traffic Light

🟢 GREEN — Usually Fine	🟡 YELLOW — Scrutiny Required
Dated kitchens, ugly flooring, old paint,	Weak condo reserve fund
cosmetic wear, outdated bathrooms.	Private water or septic
	Leased land
Lenders care if it is marketable, not pretty.	Unique or hard-to-value property
Impact: All options available.	Impact: A-lenders only. 3-5 year term cap.
	Rate premium: 0.15-0.5%

🔴 RED — Serious Risk

Active insurance claims, structural cracks, mold,
knob & tube wiring, unfinished renovations, flood damage.

STOP. Find a specialized lender program that could move this to YELLOW or GREEN.
If no program exists: Do not proceed with this purchase.
This is a property problem. No mortgage structure solves it.

- ☐ Green — No issues, all lender options available
- ☐ Yellow — Some scrutiny required (note issue below)

☐ Red — Serious risk, specialist investigation required

Yellow/Red issue to address:

Leg 3: Timeline Fragility

> If you have not submitted documents, you are not pre-approved.
> A rate hold without documentation is not an underwriting approval. It is optimism with a deadline.

Long closing timelines (120+ days or new builds) create **approval strategy risk** — not automatically a term choice issue.

Work with your broker on a contingency plan. Do not assume a structure approved today survives 18 months.

Execution Checklist

Leg 1: Borrower

- ☐ No job changes in last 90 days
- ☐ No new debt taken on since application
- ☐ Credit score stable
- ☐ All deposits documented
- ☐ Down payment source explained clearly
- ☐ All income sources documented

Leg 2: Property

- ☐ Professional inspection completed
- ☐ Title is clear
- ☐ No major structural issues
- ☐ Insurance claim history reviewed
- ☐ (If condo) Reserve fund is adequate

Leg 3: Timeline

- ☐ Full underwriting approval (not just rate hold)

- ☐ Closing timeline is realistic
- ☐ Rate hold covers full timeline
- ☐ Lender has approved — not conditional pending verification

Contract Protection — Ask Before Signing

Step 1 Penalty Structure

What is the exact penalty formula if I break this mortgage?

Step 2 Portability

Is this mortgage portable? Under what conditions?

Step 3 Prepayments

How much can I prepay annually? Calendar or anniversary-based?

Step 4 Charge Type

- ☐ Standard charge — registered for exact amount, easier to switch lenders
- ☐ Collateral charge — registered for higher amount, harder to switch lenders

Final Reminder

Execution without scenario awareness is optimism.
Know your exit costs before you sign.

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06

Finding Your Mortgage

The Decision Framework

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THE DECISION FRAMEWORK

VIDEO TIMESTAMP: Watch alongside Part 5 (continued) — 1:58:14 to 2:02:03
https://www.youtube.com/watch?v=sndVt2Amz8Q&t=7094s

OBJECTIVE
You have worked through all five levels of the pyramid.
Now we use everything you learned to find your mortgage.
Complete the Profile Summary. Run the Disqualifiers. Find your flowchart.
Your flowchart ends with a concrete recommendation you can take to a broker.

Profile Summary

Season (Section 1):

Stability window (Section 1):

Break probability (Section 1):

Income type (Section 2):

Policy bucket (Section 2):

Behavioural profile (Section 3):

Property color (Section 5):

Timeline (Section 5):

Structural Center (Section 4):

The primary risk I am protecting against:

Step 1: The Three Disqualifiers

Step 1 Timeline Disqualifier

Are you selling or moving within the next 2 months?

YES → Endpoint: Open Mortgage. Stop here. No flowchart needed.
NO → Continue.

Are you selling or moving within the next 6-12 months?

YES → Variable rate strongly preferred throughout. Note it and continue.
NO → Continue.

Step 2 Cash Flow Disqualifier

If your mortgage payment increased by $100/month, would you be forced to sell?

YES → All variable rate options eliminated. Fixed rate only. Note it and continue.
NO → All rate types remain available. Continue.

Step 3 Behaviour Disqualifier

Do you struggle with spending money, have a history of gambling, or really struggle with impulse control when it comes to money?

YES → Readvanceable+HELOC combos eliminated. Conventional mortgage only. Note it and continue.
NO → All structures available. Continue.

Final Reminder

Disqualifier Conflict Rule: When disqualifiers conflict, the more severe constraint wins.

1. Selling within 2 months → Open Mortgage wins. Overrides everything.
2. Cash flow fragility → Variable eliminated. Overrides timeline preference.
3. Impulse/access risk → Readvanceable+HELOC eliminated.
4. Selling in 6-12 months → Variable preferred ONLY if cash flow is clear.
5. Structural Center → Applied only after all above are respected.

Step 2: Tier 1 — CAN THIS BE DONE?

Tier 1A: Qualification Check

- ☐ Self-employed using bank statement income
- ☐ Reported net income significantly lower than cash flow due to tax planning
- ☐ Self-employed for less than 2 years
- ☐ Income changed significantly in last 12 months

- ☐ Variable income with less than 2 years of history
- ☐ Consumer proposal or bankruptcy in past 5 years
- ☐ Debt load is high relative to income

Any box checked → Start with Flowchart A (Lender Fit First)
No boxes checked → Continue to Tier 1B.

Tier 1B: Execution Check

- ☐ Property has weak condo reserve fund
- ☐ Property has private water or septic
- ☐ Property is on leased land
- ☐ Property is unique, niche, or hard to value
- ☐ Property has active insurance claims, structural issues, mold, or knob and tube wiring
- ☐ Closing timeline is 120+ days or involves a new build
- ☐ Do not yet have full underwriting approval

Any box checked → Start with Flowchart D (Execution First)
No boxes checked → Continue to Step 3.

Step 3: Tier 2 — HOW SHOULD THIS BE DONE?

Tier 2A: Behavior Lens

- Your behavioural profile feels like the most important thing to get right
- Getting the structure wrong behaviourally would cause real problems regardless of rate

If this describes you → Start with Flowchart B (Behavior First)

Tier 2B: Season Lens

- Your timeline and life season feel like the clearest driver
- Getting the term wrong for your season would be the most costly mistake

If this describes you → Start with Flowchart C (Season First)

Primary Risk Test (if both feel equal)

- ☐ Behavioural mismatch feels worse → Start with Flowchart B
- ☐ Term mismatch feels worse → Start with Flowchart C

Step 4: Confirm Your Structural Center — Tier 3

My Structural Center (from Section 4):

I am designing toward:

The primary risk I am protecting against:

> This is your compass. Every flowchart ends with a Structural Center confirmation.
> You already did the work in Section 4. This is where it transfers.

Flowchart Navigation

START HERE IF...	REASON
Flowchart A: Lender Fit First	Qualification issues — income complexity or documentation
Flowchart B: Behavior First	How I handle money is my biggest risk
Flowchart C: Season First	Timeline and break probability drive everything
Flowchart D: Execution First	Property type or timeline fragility is my biggest concern

VELOCITY MORTGAGE

FLOWCHART A: LENDER FIT FIRST

OBJECTIVE

Use when income complexity or documentation is your primary constraint.
Lender fit determines which structures are actually executable — not just theoretically ideal.

Step 1 Are you self-employed?

YES — Self-Employed

Straightforward Self-Employed (2+ years, consistent income)

- Do you have 20%+ down?
  - YES — Is your claimed income (tax returns) close to actual earnings?
    - YES → Lender fit is not your constraint. Continue to A-SEASON.
    - NO (bank statement income) → Endpoint: 1-3 Year Fixed, Conventional. Caveat: Work with accountant to optimize claimed income. Revisit once tax returns support more options.
  - NO (less than 20% down) — Qualify for stated income program?
    - YES → Continue to A-SEASON
    - NO → STOP. Address down payment or income documentation first.

Layered Self-Employed (growing income, variable components)

- Can you document enough income history for a lender to build a reliable average?
  - YES → Continue to A-SEASON
  - NO → Specialist required. Default to Conventional. Continue to A-SEASON with this constraint noted.

Complex Self-Employed (aggressive tax planning, large gap between cash flow and reported income)

- Open to alternative or specialized lenders?
  - YES → Continue to A-SEASON. Conventional default unless specialist confirms HELOC availability.
  - NO → Must restructure tax planning first.

NO — Salaried/Employed

- Stable (2+ years): Lender fit is NOT your constraint. Consider switching to Flowchart B or C.
- Less than 90 days in current role: High scrutiny risk. Consider waiting.
- 90 days to 2 years: Moderate lender options. Continue to A-SEASON.
- Variable income (commission/bonus): Need 2+ year history for full lender access.

Step 2 A-SEASON: Season + Structural Center

Stable Season

STRUCTURAL CENTER / ENDPOINT	RATE NOTE
Stability → 5-Year Fixed, Conventional	Rate note: Stable season earns best rates.
Mobility → Variable or 3-Year Fixed, Conventional	
Leverage (guardrails) → 5-Year Fixed, Conventional	Bank vs. Non-Bank:
Leverage (flexible) → 5-Year Fixed, Readvanceable+HELOC	Low break prob → Bank fine (0.10% diff)
Discipline → 5-Year Fixed, Conventional	Med break prob → Non-bank worth 0.15-0.25%
	High break prob → Non-bank worth 0.25-0.5%

Transitional Season

STRUCTURAL CENTER / ENDPOINT	RATE NOTE
Stability → 3-Year Fixed, Conventional	Rate note: Shorter fixed costs more.
Mobility (guardrails) → 2-Year Fixed or Variable, Conventional	Accept as cost of transitional uncertainty.
Mobility (flexible) → Variable, Conventional	

Leverage (guardrails) → 3-Year Fixed, Conventional	Non-bank worth 0.15-0.25% for medium break prob.
Leverage (flexible) → Variable, Readvanceable+HELOC	
Discipline → 3-Year Fixed, Conventional	

Growth Season

STRUCTURAL CENTER / ENDPOINT	RATE NOTE
Stability → 2-Year Fixed, Conventional	Rate note: Short terms cost a premium.
Mobility → Variable, Conventional	Growth pace demands reset flexibility.
Leverage (guardrails) → 1-3 Year Fixed, Conventional	
Leverage (flexible) → Variable, Readvanceable+HELOC	Non-bank worth 0.25-0.5% for high break prob.
Discipline → 1-3 Year Fixed, Conventional	

VELOCITY MORTGAGE

FLOWCHART B: BEHAVIOR FIRST

OBJECTIVE

Use when how you handle money is your primary constraint.
Behavior is the most commonly ignored constraint in mortgage decisions.

PATH B1: I NEED GUARDRAILS

Readvanceable+HELOC combos are eliminated. Conventional only.

Volatility Stress + Guardrails

ENDPOINT BY STRUCTURAL CENTER + SEASON	RATE NOTE
Stability: Stable → 5-Year Fixed Conventional / Transitional → 3-Year Fixed / Growth → 2-Year Fixed	Rate note: Paying for certainty.
Mobility: Stable → 3-Year Fixed / Transitional → 3-Year Fixed / Growth → Variable or 1-3 Year Fixed	Non-bank worth 0.25-0.5% for high break probability.
Leverage (tension): Defer. Stable → 5-Year Fixed / Transitional → 3-Year Fixed / Growth → 1-3 Year Fixed	
Discipline: Same as Stability above	

Discipline Stress + Guardrails — No optional components

ENDPOINT	RATE NOTE
Stability / Discipline: Conventional, season-matched term	Rate note: Structure is worth paying for.

	Do not trade guardrails for a lower rate.
Mobility: Variable, Conventional (exit freedom, no HELOC)	
Leverage: CAUTION. Defer leverage. 5-Year Fixed, Conventional. HELOC only at renewal.	

Flexibility Stress + Guardrails

ENDPOINT	RATE NOTE
Which risk is worse: locked in OR drifting?	Variable without HELOC gives mobility without access temptation.
Locked in worst → 3-Year Fixed, Conventional	
Drifting worst → 5-Year Fixed, Conventional	
Growth season → Variable, Conventional	

PATH B2: I CAN HANDLE FLEXIBILITY

All options available including Readvanceable+HELOC.

Volatility Stress + Flexibility

ENDPOINT	RATE NOTE
Stability: Fixed (season-matched) + optional HELOC	Rate note: Fixed costs more than variable.
Mobility: Shorter fixed or Variable, Conventional	Worth it if volatility impacts your peace.

Leverage: Fixed + Readvanceable+HELOC (season-matched)	Peace has economic value.
Discipline: Fixed, Conventional (season-matched)	

Flexibility Stress + Flexibility

ENDPOINT	RATE NOTE
Stability: 3-Year Fixed or Variable, Conventional	Rate note: Variable saves 0.5-1%.
Mobility: Variable, Conventional or Readvanceable+HELOC	All season-matched.
Leverage: Readvanceable+HELOC (standalone or with term)	
Discipline: Fixed, Conventional (accept some lock-in for progress)	

Risk Stress + Flexibility — Can you handle variable rate movement?

YES — ENDPOINT	NO — ENDPOINT
YES — comfortable with volatility:	NO — rate movement creates real stress:
Stability → Fixed unless Season requires flexibility	Stability → 5-Year Fixed, Conventional
Mobility → Variable or Readvanceable+HELOC	Mobility → 3-Year Fixed, Conventional
Leverage → Variable, Readvanceable+HELOC	Leverage → 5-Year Fixed, Readvanceable+HELOC
Discipline → Variable, Conventional	Discipline → 5-Year Fixed, Conventional

VELOCITY MORTGAGE

FLOWCHART C: SEASON FIRST

OBJECTIVE

Use when your timeline and break probability drive everything.
Season determines how long you can realistically commit.
Structural Center determines what you are designing toward within that commitment.

STABLE SEASON

STRUCTURAL CENTER / ENDPOINT	RATE NOTE
Stability (guardrails) → 5-Year Fixed, Conventional	Rate note: Stable season earns the best rates.
Stability (flexible) → 5-Year Fixed, Conventional or Readvanceable+HELOC	
Mobility (guardrails) → 3-Year Fixed, Conventional	Bank vs. Non-Bank:
Mobility (flexible) → Variable or 3-Year Fixed, Readvanceable+HELOC	Low break prob: Bank fine. Only 0.10% difference.
Leverage (guardrails) → 5-Year Fixed, Conventional (HELOC at renewal)	
Leverage (flexible) → 5-Year Fixed, Readvanceable+HELOC or standalone	
Discipline → 5-Year Fixed, Conventional	

TRANSITIONAL SEASON

STRUCTURAL CENTER / ENDPOINT	RATE NOTE
Stability: 2-3 Year Fixed, Conventional (timing-dependent)	Rate note: Shorter fixed costs more.
Mobility (guardrails) → Variable or 2-Year Fixed, Conventional	Accept as cost of transitional uncertainty.

Mobility (flexible) → Variable, Conventional or Readvanceable+HELOC	
Leverage (capital needed) → Variable, Readvanceable+HELOC	Bank vs. Non-Bank:
Leverage (no capital needed) → Variable or 2-Year Fixed, Conventional	Med break prob: Non-bank worth 0.15-0.25%
Discipline (guardrails) → 3-Year Fixed, Conventional	
Discipline (flexible) → 2-Year Fixed, Conventional	

GROWTH SEASON

STRUCTURAL CENTER / ENDPOINT	RATE NOTE
Stability (guardrails) → 2-Year Fixed, Conventional	Rate note: Variable preferred.
Stability (flexible) → 2-Year Fixed or Variable, Conventional	Low penalties critical for growth exits.
Mobility (guardrails) → Variable, Conventional	
Mobility (flexible) → Variable, Conventional or Readvanceable+HELOC	Bank vs. Non-Bank:
Leverage (guardrails) → 1-3 Year Fixed, Conventional + broker capital plan	High break prob: Non-bank worth 0.25-0.5%
Leverage (flexible) → Variable, Readvanceable+HELOC or standalone	
Discipline → 1-3 Year Fixed, Conventional	

VELOCITY MORTGAGE

FLOWCHART D: EXECUTION FIRST

OBJECTIVE

Use when property type or timeline fragility is your primary constraint.
If your concern is about your profile (employment, income), that is Lender Fit → use Flowchart A.
Flowchart D focuses on: Property fitness + Timeline fragility.

GREEN PROPERTY

No issues. All lender options available. No term restrictions.
Continue to D-SEASON questions below.

YELLOW PROPERTY

YELLOW ISSUE / CONSTRAINT	RATE NOTE
Weak condo reserve → A-lenders only. Max 3-5 year term.	Rate note: Yellow properties cost 0.15-0.5% more.
Private water/septic → Specialist + inspection required.	
Leased land → Very limited lenders. Specialist only.	Readvanceable+HELOC may be unavailable.
Unique/hard-to-value → A-lenders or specialist appraisers.	Confirm with specialist lender.

🔴 RED PROPERTY → STOP.
Find a specialized lender program that could move this to YELLOW or GREEN.
If no program: Do not proceed with this purchase.
This is a property problem. No mortgage structure solves it.

D-SEASON: Season + Structural Center

Green + Stable Season

GREEN + STABLE	GREEN + TRANSITIONAL/GROWTH
Stability (guardrails) → 5-Year Fixed, Conventional	Green + Transitional:
Stability (flexible) → 5-Year Fixed or Readvanceable+HELOC	Stability → 3-Year Fixed, Conventional
Mobility → Variable or 3-Year Fixed, Conventional	Mobility → Variable or Readvanceable+HELOC
Leverage (guardrails) → 5-Year Fixed, Conventional	Leverage → Variable, Readvanceable+HELOC
Leverage (flexible) → 5-Year Fixed, Readvanceable+HELOC	Discipline → 3-Year Fixed, Conventional
Discipline → 5-Year Fixed, Conventional	
	Green + Growth: Use Flowchart C endpoints

Yellow + Any Season (Term capped at 3-5 years)

YELLOW ENDPOINT	TIMELINE NOTE
Stability → 3-5 Year Fixed, Conventional	Timeline Fragility Check:
Mobility → Variable or 3-Year Fixed, Conventional	
Leverage → 3-Year Fixed, Conventional (HELOC if lender confirms)	0-60 days + full approval → Proceed
Discipline → 3-5 Year Fixed, Conventional	60-120 days + delays? → Flag with broker
	120+ days / New build → Approval strategy issue.
	Work with broker on contingency plan.

	Long timeline ≠ shorter term automatically.

VELOCITY MORTGAGE

ENDPOINT REFERENCE GUIDE

Endpoint	Best For	Structural Center	Key Trade-off
Open Mortgage	Selling within 2 months	Any	Pay premium for zero exit cost
Variable, Conventional	Mobility, short-medium term	Mobility / Discipline	Accept payment uncertainty
Variable, Readvanceable+HELOC	Growth, leverage, disciplined	Leverage / Mobility	Accept complexity + volatility
1-3 Year Fixed, Conventional	Complex income, high growth	Any (lender-constrained)	Frequent resets
3-Year Fixed, Conventional	Transitional, medium break risk	Stability / Discipline / Mobility	Balance certainty + reset
3-Year Fixed, Readvanceable+HELOC	Transitional + leverage + disciplined	Leverage / Mobility	Balance access + reset
5-Year Fixed, Conventional	Stable, low break risk	Stability / Discipline	Best long-term rates
5-Year Fixed, Readvanceable+HELOC	Stable + leverage + disciplined	Leverage / Stability	Best rates + access
Readvanceable+HELOC (standalone)	Growth, active investors	Leverage	High discipline required

FINAL STEP: BANK VS. NON-BANK

Variable Rate Endpoint:

Bank or non-bank does not significantly matter. Focus on rate and product features.

Fixed Rate Endpoint:

YOUR BREAK PROBABILITY	GUIDANCE
High break probability	Non-bank worth 0.25-0.5% more Transparent contract-rate penalties vs. posted-rate IRD at major banks.

Medium break probability	Non-bank worth 0.15-0.25% more Reasonable chance of breaking. Some penalty protection worth it.
Low break probability	Bank fine. Only 0.10% difference. If unlikely to break, penalty calculation matters less.

Many major banks use posted-rate-style IRD calculations — fixed-rate penalties can be very expensive if you break early.
Many non-bank or monoline lenders use transparent contract-rate penalty calculations.
The higher your break probability, the more important this distinction becomes.
It can be the difference between a $3,000 penalty and a $15,000 one.

HOW TO NEGOTIATE YOUR BEST RATE

OBJECTIVE

Once your structure is right, negotiating your rate is the final step.
Most people negotiate backwards. Here is the right approach.

Common mistake: Take one offer to the other side and ask them to match or beat it.
This forces them to beat it by the minimum — not give you their best.

Better approach: Tell both sides upfront.
'I want your best rate. No matching games. Whoever gives me the best rate wins.'
One shot forces the floor rate immediately.

Step 1 Compare Apples to Apples Before Negotiating

- Are the penalties the same? (Posted-rate IRD vs. contract-rate)
- Are there restrictions on refinancing?
- Can you move the mortgage without selling?
- Does this lender offer a line of credit if relevant?
- Is the prepayment privilege the same?

Step 2 Your Negotiation Checklist

- ☐ Gone to both my bank AND a mortgage broker
- ☐ Asked both for their best rate upfront — no back-and-forth
- ☐ Compared penalties, not just rates
- ☐ Confirmed portability and prepayment terms are equivalent

VELOCITY MORTGAGE

YOUR MORTGAGE DECISION

OBJECTIVE

Based on your work through this framework, this is where it comes together.
Complete this summary. Take it to your mortgage broker.
This is the conversation starter, not the final answer.

My Likely Mortgage Structure

Mortgage Type:

- ☐ Conventional Mortgage (fixed or variable, primary debt vehicle)
- ☐ Mortgage + Readvanceable+HELOC Combo (conventional + flexible access)
- ☐ Readvanceable+HELOC Standalone (maximum access, high discipline required)
- ☐ Open Mortgage (selling within 2 months)

Rate Type:

- ☐ Fixed Rate (locked payment, predictable budget)
- ☐ Variable Rate (payment moves with rates, typically lower, easy exit)

Recommended Term:

- ☐ Open (selling within 2 months)
- ☐ 1-3 Year Fixed (complex income, very high growth, high break probability)
- ☐ 3 Year Fixed (transitional season, medium break probability)
- ☐ 5 Year Fixed (stable season, low break probability)
- ☐ Variable (mobility or lower rates outweigh certainty)

Lender Type:

- ☐ Bank lender (low break probability, standard products)
- ☐ Non-bank/monoline lender (medium-high break probability, better exit terms)

My Approximate Qualification

Estimated maximum mortgage (from Section 2.5):

Comfortable target range:

DISCLAIMER: These are estimates for planning purposes only.
Actual qualification depends on documentation, lender policy, credit, property, and market conditions.
Consult with a licensed mortgage broker:
Jeff Dinsmore, Velocity Mortgage | FSRA #10315
jeff@velomortgage.ca | 519-574-7308 | velomortgage.ca

My Alignment Check

This mortgage structure supports my situation because:

The primary constraint I am solving for:

If my situation changes as expected, I could:

- ☐ Exit with reasonable penalty
- ☐ Restructure with my lender
- ☐ Refinance with another lender
- ☐ Carry it as-is

I feel confident about this choice because:

07

Bonus — For When You Are Ready

Advanced Strategies

SECTION 7 (BONUS): ADVANCED STRATEGIES

VIDEO TIMESTAMP: Watch alongside Part 6 of the video — 2:03:06 to end
https://www.youtube.com/watch?v=sndVt2Amz8Q&t=7386s

OBJECTIVE
This section is for borrowers asking: How do I use debt strategically?
Advanced strategies do not punish ignorance. They punish misalignment.
Only proceed here if you have completed Sections 1-6.

The four bus stops:

Stop 1: Pay off your mortgage as fast as possible
Stop 2: Invest the difference
Stop 3: Make your mortgage tax-deductible (Smith Maneuver)
Stop 4: Rental properties

Get off at the stop that makes sense for you.

7.1 The Core Insight

When advanced strategies fail, the math is usually correct. The spreadsheet worked. The product functioned as designed.

The human layer failed.

Advanced mortgage strategy is not a math problem. It is a human systems problem.
Advanced strategy does not create weakness. It magnifies it.

7.2 Stop 1: Pay Off Fast

Accelerated payments = 13 months of payments in 12. Extra goes directly to principal.

2.0 version: put any additional money (bonuses, savings) directly on the mortgage.

3.0 version: add a line of credit where you park savings temporarily on the mortgage.

4.0 version: all-in-one mortgage — all income flows through the mortgage account.

> Trade-off: Once money is on the mortgage, it is less accessible.
> The psychological relief of a shrinking balance is real and valuable.
> If the all-in-one makes you feel permanently in debt: that is behavioural data.

7.3 Stop 2: Invest the Difference

Instead of extra principal payments, invest. Historically the market returns 9-10% annually vs. a 4-5% mortgage rate.

> Most people sell at the worst possible time and buy at the worst possible time.
> If you cannot commit to riding out a 40% drawdown without selling: the math does not apply to you.
> If within 3-5 years of needing the money: time horizon is too short.

7.4 Stop 3: Tax-Deductible Mortgage (Smith Maneuver)

In Canada, borrowed money used for income-producing investments can create deductible interest.

How it works: As you pay down mortgage principal, reborrow that amount through a readvanceable HELOC and invest it in a taxable account. That borrowed amount becomes tax-deductible.

> Requires a readvanceable mortgage product.
> Investment must be in a non-registered taxable account (not TFSA or RRSP).
> Work with an accountant before implementing.
> This strategy adds leverage. Make sure your behavioural profile supports it.

7.5 Stop 4: Rental Properties

The most important number: **cash flow** — revenue minus ALL expenses.

> If it does not cash flow, do not buy.
> Vacancy rate matters. A duplex is safer than a single unit.
> Leverage works both ways: 5% down means a 5% price drop eliminates your equity.
> Real estate is not passive income. Even with property management, you are an operator.

7.6 The Alignment Test

- ☐ Stable income with 2+ year track record
- ☐ Strong liquidity reserves (6+ months)
- ☐ Demonstrated discipline with money
- ☐ Clear long-term plan
- ☐ Spouse or partner alignment
- ☐ Professional support: accountant, broker, advisor

If you answered No to more than one: stick with conventional mortgage.
Misalignment plus leverage does not create a smaller mistake. It creates a larger one.

08

Sign Intentionally

Final Commitment

VELOCITY MORTGAGE

FINAL COMMITMENT

OBJECTIVE

You have completed this workbook.
You now understand mortgage decisions at a level most borrowers never will.
Before you sign anything, complete this final page.

Before You Sign Anything

- **Review your Structural Center.** Does your chosen mortgage protect the primary risk you identified?
- **Check the three-legged stool.** Are all three legs solid?
- **Get professional review.** Take this workbook to a licensed mortgage broker.
- **Ask the hard questions.** Penalty formula? Exit costs? Portability? In writing.
- **Sleep on it.** If something feels off, it probably is.

Your Final Sign-Off

My Structural Center is:

☐ Stability ☐ Mobility ☐ Leverage ☐ Discipline

The primary risk I am protecting against:

Mortgage type: ☐ **Conventional** ☐ **Readvanceable+HELOC** ☐ **Open**

Term: ☐ **Open** ☐ **1-3yr** ☐ **3yr** ☐ **5yr** ☐ **Variable**

Rate: ☐ **Fixed** ☐ **Variable**

Lender: ☐ **Bank** ☐ **Non-bank/Monoline**

I will move forward when:

☐ I have reviewed this with a mortgage broker

☐ All my questions are answered in writing

- ☐ The structure matches my Structural Center
- ☐ The three-legged stool is solid
- ☐ I feel confident, not just pressured

Date I reviewed this workbook:

Date I consulted with a professional:

Smart people make terrible mortgage decisions.
Not because they are reckless. Not because they are unintelligent.
But because they trust someone else to make a decision about a life they do not actually live.

You are no longer in that category.

The goal was never to find the cleverest mortgage.
It was to build one that survives ordinary life.
Because ordinary life is where real mortgage decisions succeed or fail.

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Bring this workbook. Let’s build your mortgage together.
519-574-7308 | jeff@velomortgage.ca

Jeff Dinsmore | Velocity Mortgage | FSRA #10315 | velomortgage.ca

DISCLAIMER: This workbook is educational. It is not financial advice, legal advice, or a commitment.

Before making any mortgage decisions: Consult with a licensed mortgage broker.

Obtain full documentation of all terms, rates, penalties, and conditions.

Verify all assumptions with your lender in writing.

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Mortgage decisions are binding legal and financial commitments.

Get professional guidance. Sign intentionally.