

DOWNSIZING PAY OFF DEBT/TRAVEL/PORTFOLIO RETENTION

Their Story

- > John Campbell is a semi-retired engineering consultant, with some income.
- > John and Martha are looking to downsize from their large infill home to a retirement villa so that they can improve their lifestyle, have a smaller property to maintain and incorporate some traveling into their daily routine, while they are still able.
- > John and Martha would like to purchase a new retirement villa (\$450,000) in the same community as many of their friends. This would give them the convenience of being near their social circle.
- > John and Martha, like many Canadians, accumulated debt over the years. They have accrued over \$350,000 in debt.
- > With their growing debt and the cost of the villa they want to purchase, they need \$800,000 to afford the villa and clear their debt.
- > The couple met with their Financial Planner Jim, who gave them many options to consider, including a CHIP Reverse Mortgage from HomEquity Bank.



The Campbells

**Mr. John Campbell (67) and
Mrs. Martha Campbell (72).**
Calgary, AB

Status:
Married

Home Value:
\$700,000

Their Financial Solution:
CHIP Reverse Mortgage

“CHIP gave my clients the financial freedom to travel and live the life they always wanted.” ”

The Approach

- > After Jim outlined all of the benefits, John and Martha chose to sell their home and take out a CHIP Reverse Mortgage. Proceeds from the sale financed the new home in the retirement villa and the CHIP funds were used to pay-off their debt.
- > Their home sold at \$700,000 and they were able to afford the new retirement villa at \$450,000. They also wanted to clear their existing debt of \$350,000, which left them \$100,000 short of doing so.
- > Through their CHIP Reverse Mortgage, they received an advance tax-free loan of \$165,000, which was funded on the closing date of their new villa. Since the funds received were tax-free, this didn't negatively impact their OAS.

The Conclusion

- > The Campbells were able to buy their retirement villa and live in the same community as their close friends.
- > The CHIP Reverse Mortgage gave the Campbells the ability to completely pay off their accumulated debt and still improve their lifestyle with an increased cashflow.
- > Jim (Financial Planner) was also able to help the Campbells preserve their existing investment portfolio.
- > With no regular payments required, John and Martha Campbell can now live stress-free in their new retirement villa and even plan some vacations with their friends.

Learn more about our products



- > Keep your home
- > No regular payments
- > Relieve financial stress
- > Enjoy retirement
- > Take control



- > Provide additional income
- > Preserve investment portfolio
- > Lower your tax liability long term*

* Always consult your accountant or financial advisor.

For more information, please contact me.