



# When others find excuses, Pillar finds a way.

WE OFFER THE BROKER NETWORK A VERSATILE ALTERNATIVE TO BANKS.

Residential mortgages for:



Rural properties



Self-employed individuals



Construction



Debt consolidation

## **FLEXIBLE MORTGAGE SOLUTIONS FOR BORROWERS WHO DON'T FIT THE MOLD**

- ✓ Rates start at 6.99%
- ✓ I-2 year terms
- ✓ Flexible amortization schedules
- ✓ Past credit problems
- ✓ Discharged bankruptcy
- ✓ Irregular cash flow



**PILLAR**  
FINANCIAL SERVICES INC.



## Construction

Don't let the rigidity of bank programs put a halt to your next construction project.

Our flexible Pillar Blueprint construction financing program provides competitive, flexible mortgages for those planning on building or renovating their home.

- ✓ Max 80% LTV
  - ✓ Ontario wide
  - ✓ 2% fee with 100 BPs to broker
  - ✓ Up to 65% advance on raw land value at registration
  - ✓ No requirements or limits on number of draws
  - ✓ Up to 1% monthly interest accrued only on amount drawn
  - ✓ Interest deducted from following draw
- Fully open for repayment with no penalty

**Construction Draw Calculator:** determine the estimated draw amounts for each of the stages: <http://www.robinsonsgroup.com/pillar/resources/construction-draw-calculator/>

- ✓ Max 80% LTV
- ✓ No LTV reductions for:
  - Well and septic
  - Low becon scores
  - Self-employment
- ✓ First mortgages
- ✓ Ontario wide
- ✓ 1 to 2 year terms
- ✓ Rates from 6.99%
- ✓ Vacant land, agriculture considered
- ✓ Property, story and client scores determine pricing and



## Rural Residential

While many alternative sources of capital are unwilling to lend outside of larger urban centers, we see rural properties and individuals as an opportunity.

Having grown over the past 3 decades in the rural village of Sharbot Lake, nearly half of Pillar's mortgage portfolio is proudly based in rural Ontario.



## Self-Employed

The changing lending environment has made it increasingly difficult for self-employed individuals to secure mortgage financing.

With our common-sense approach, Pillar underwriters listen to the full-story and verify information to get the deal done. Our short terms with flexible amortization schedules allow the pricing and exit strategy to work for your clients and their long-term financial well-being.

- ✓ Max 80% LTV
- ✓ First mortgages
- ✓ Ontario wide
- ✓ 2% fee with 100BPs to broker
- ✓ 1 to 2 year terms
- ✓ Rates from 6.99%
- ✓ NOA's required to show no taxes owing
- ✓ Irregular cash flow welcome
- ✓ Property, story and client score determine pricing and LTV accordingly

### Lending for:

- ✓ Discharged bankruptcies
- ✓ Debt consolidation
- ✓ Paying out taxes owing
- ✓ Paying out consumer proposals
- ✓ Irregular cash-flow

### Our solutions:

- ✓ Not driven by beacon score
- ✓ We listen to the full story to determine the best plan
- ✓ We will not put the borrower in a worse situation
- ✓ Rates from 6.99%
- ✓ Max 80% LTV
- ✓ Ontario wide



## Debt-Consolidation

Difficult financial situations happen to the best of us. At Pillar, we specialize in finding solutions.

A beacon score does not represent a client's character, so our underwriters dig deeper to understand where a client is coming from and help them move forward in the right direction.

**Pillar underwriters know the importance of character, credit, collateral and cash flow.**

**Unlike most lenders, we also believe in common sense.**

**It is our philosophy to never do a deal if it puts your clients in a worse position.**

The process we undertake when reviewing an application:

- 1 Does the story make sense?
- 2 Can we verify the story?
- 3 Will we be putting the borrower in a better position for the long-term?
- 4 Is our investor's capital being used prudently on this opportunity?
- 5 What is the exit strategy?

#### **Visit [Pillarfinancial.ca](http://Pillarfinancial.ca) to:**

- ✓ Submit mortgage inquiry
- ✓ Read insights blog for mortgage brokers and your clients
- ✓ Sign up for monthly mortgage broker newsletter
- ✓ Download resources such as The Pillar Blueprint for Construction Financing, Construction Budget, Progress report, cost template, approved appraiser list, underwriting client documentation requirements, and more!

#### **Contact Us:**

Pillar's team of underwriters are available every business day to review deals within 48 hours upon receipt of a complete application.

FSCO Administration License # 11209  
FSCO Brokerage License # 10119

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**Let's talk: 1-877-279-2116**