**Know Your Client Template | Renewal**

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| Client Name(s):  | Click or tap here to enter text. |
| Mortgage Amount:  | Click or tap here to enter text. |
| Mortgage Maturity Date:  | Click or tap here to enter text. |
| Current Rate:  | Choose an item. |
| Current Lender:  | Click or tap here to enter text. |
| Current Mortgage Type (Open/Closed):  | Click or tap here to enter text. |
| Is this an owner occupied or rental property?  | Choose an item. |
| What is the remaining amortization?  | Click or tap here to enter text. |
| Current credit score? (Clients may not know this, but it doesn’t hurt to ask)  | Click or tap here to enter text. |

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| **Questions to Ask** | **Client Response** |
| Has your life situation changed since the start of your last mortgage the term?  | Choose an item. |
| Do you understand the difference between a mortgage amortization and term?  | Choose an item. |
| What are the client’s options at the end of their mortgage term? (The current Lender should provide them with that info)  | Click or tap here to enter text. |
| Do you understand the difference between a closed and open term mortgage?  | Choose an item. |
| What term length would you like to renew for? Do you plan on selling your home in the near future?  | Click or tap here to enter text. |
| Are you interested in a variable or fixed mortgage? (Discuss the pros & Cons of both)  | Choose an item. |
| Do you want to make any pre-payments?  | Choose an item. |
| Do you need to borrow more money (for home renovations, to consolidate debt, buy an investment property? (this is to assess if they need to refinance instead of simply renewing)  | Click or tap here to enter text. |

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| **Initial Documents Requested** | **Received** |
| Most recent mortgage statement |[ ]
| List of Debts to payout (if a renewal turned to refinance) |[ ]
|  List of Debts to payout (if a renewal turned to refinance)  |[ ]
| Photo ID  |[ ]
| Broker/Agent Consent Form (From the Lender to be signed by the client – this is to negotiate and reach out to the lender on the client’s behalf)  |[ ]