



# Important Changes from ING DIRECT

Coming December 10, 2011

ING DIRECT is excited to announce the launch of our HELOC product later this month. In preparation for this new product launch, we'll be changing the way our mortgages are registered. All new mortgages submitted on or after **December 10, 2011** will be registered as a Collateral Charge. We are committed to providing the best Client experience possible and are dedicated to making this transition as seamless as possible for you.

## Important Facts You Need to Know

- Fixed and Variable Rate Mortgage interest will still be calculated semi-annually
- The Collateral Charge will allow ING DIRECT to simplify and reduce documentation by having only one charge
- We'll register the charge for 100% of the property value, reducing potential legal fees for Client(s) needing additional funds in the future
- Once HELOC is launched, we will be introducing a "Refinance Program"

The Collateral Charge for ALL mortgages is effective **December 10, 2011** going forward. Any deals submitted before this date will be registered as a Standard Charge.

If you have any questions, please don't hesitate to contact your Dedicated Regional Sales Manager.

The ING DIRECT Broker Team