



July 26, 2010

All Mortgage Brokers licensed in Saskatchewan

Re: Holding out as a mortgage broker and acting in the client's best interest

This is a notification to all Mortgage Brokers in Saskatchewan.

The Superintendent of Insurance and Financial Institutions ("Superintendent") has recently been made aware that some Mortgage Brokers in Saskatchewan are soliciting clients through court records of recent bankruptcy or consumer proposal filings. Mortgage Brokers are then cold calling the individuals and recommending refinancing their homes rather than declaring bankruptcy. The Superintendent cautions that by doing so Mortgage Brokers may not be acting in the best interest of their clients and this method of soliciting business may, in certain circumstances, be viewed as inappropriate and subject to review by the Superintendent.

Mortgage Brokers are required to act in the best interest of clients and not put the client in a situation that would benefit the Mortgage Broker to the detriment of the client.

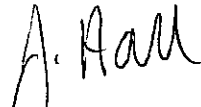
The Superintendent has also become aware that some Mortgage Brokers soliciting refinancing business may be holding themselves out through the use of abbreviated titles (e.g. "AMP") or other titles (e.g. "Expert in Debt Consolidation") rather than identifying themselves as a Mortgage Broker.

Please be advised that when speaking with prospective and existing clients, the Superintendent is of the view that all Mortgage Brokers and their employees should indicate to their prospective and existing clients that they are in fact a Mortgage Broker or an employee of a Mortgage Broker. Using only an abbreviated title such as "AMP" without also disclosing that you are a Mortgage Broker or using other titles in the course of soliciting or dealing with clients is not transparent and does not inform the person of your capacity as a Mortgage Broker to provide advice or seek the person's business.

Mortgage Brokers must act professionally, honestly and accurately portray their position and expertise to clients. Failure to do so may cause the Superintendent to review the Mortgage Broker's licence for suitability.

If you have any questions regarding holding out or acting in the client's best interest, please feel free to contact Michael Redler at (306) 787-5438 or via email at michael.redler@gov.sk.ca.

Yours truly,

A handwritten signature in black ink, appearing to read "J.M. Hall". The signature is written in a cursive style with a large, looped initial "J" and "M".

J.M. Hall

Superintendent of Insurance and Financial Institutions
Saskatchewan Financial Services Commission