

# Invest in Pioneer West MIC Shares for a Bright Financial Future!

## Why Choose Pioneer West MIC?

Pioneer West Mortgage Investment Corporation (MIC) is your gateway to a high-yield, low-risk investment opportunity. Our shares are part of a government-regulated pooled fund, offering flexibility and consistent returns. We distribute 100% of our net income as dividends to our shareholders, with a current projected annual yield of 8.00% to 9.00%.

# **Tax-Efficient Investing**

Our shares are eligible for RRSPs and TFSAs in Canada. This means your income is protected from income tax until withdrawal (RRSPs) or even completely tax-free (TFSAs). Plus, we handle reinvestment on your behalf, making it a hassle-free experience.

# **Superior Performance**

Our shares have consistently outperformed traditional securities. With an actual 18-year yield of 289. 72% and an average 18-year annual yield of 7.88%, our long-term growth has been outpacing the markets.

## **Benefits of Mortgage Investment**

Mortgages offer higher returns than bonds or GICs, with lower risk due to real estate security and personal guarantees. Our shares provide access to this lucrative asset class, typically out of reach for private individuals.

# **Trustworthy Management**

Our management team, Pioneer West Acceptance Corporation, brings expertise in underwriting, collections, and portfolio management. We're a proud member of the Better Business Bureau (BBB) and Mortgage Professionals Canada (MPC), ensuring strict adherence to ethical standards.

### **Investment Process**

Subscribing to our shares is through an Offering Memorandum, available upon request from Drake Financial Ltd., our exempt market dealer and investment promoter. Representatives are available to review the investment opportunity at your convenience.

## **Contact Us**

Reach out to us at info@pioneerwest.com or call us at 604-987-1420. Visit our web site at www.pioneerwest.com for more information

Disclaimer: The information provided is for informational purposes only and should not be considered as financial, accounting, legal, or tax advice. Investors should consult with their own advisors before making any investment decisions.



#### Pioneer West Mortgage Investment Corporation

Second Quarter, 2024

Volume 18 Issue 1

# Pioneer West Mortgage Investment Corporation

It seems we have come to the end of rapidly rising interest rates and the economy and real estate market have shown great resiliency. Last fall we wrote about the turbulence and uncertainty in the economy due to the rising rate and low unemployment. At the time we recommended a careful approach to investing recommending GICs and MIC shares.

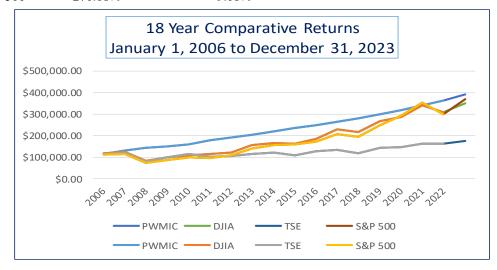
Now spring is in the air, and it feels like we can recommend a slightly more aggressive portfolio mix now that rates have poised to start a slow easing cycle and the economy remains strong. In turbulent times we recommend MIC shares and they weather economic storms well, and in economic upswings we recommend MIC shares as over the long haul they outperform most typical asset classes.

#### Get a superior return with traditional security!

You can be cautious and still have your investments outperform the stock market!

Actual 18 Year Yield Average 18 Year Annual Yield

	Actual 18 Year Yield	Averag
PWMIC	289.72%	7.88%
DJIA	251.35%	8.30%
TSE	74.10%	4.31%
S&P 500	270.18%	9.08%



This graph shows the end of year dollar value of \$100,000 invested on January 1, 2006 in PWMIC shares, the DJIA, the TSE, and the S&P 500 based on their individual yields each year and when compounding is taken into effect Pioneer West MIC shares provided a nice stable long term growth rate outpacing the markets.

#### Inside this issue:

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### Special points of interest:

- December 2022 New Housing starts in BC – 54,055, up 5.6%
- Vancouver MLS sales 28,903 in December 2022, down 34.3% year over year
- 1 Year Treasury Bill rate June 2022 - 2.47%
- Pioneer West is a proud member of the Better Business Bureau (BBB)
- Members and supporters of Mortgage Professionals Canada Code of Ethics

# Pioneer West MIC shares are RRSP/TFSA eligible investments

When you invest in Pioneer West MIC you receive shares that are eligible investments for RRSP's and TFSA's in Canada. Income received in your RRSP is protected from income tax until you withdraw it, so reinvestment of your

quarterly dividend compounds your return. Income received in your TFSA is also protected from income tax and can be withdrawn without any tax implications. Holding these shares in your RRSP or TFSA is very efficient from a tax point of view since Pioneer West can do this reinvestment for you.

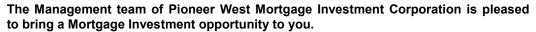
Not all Trustees offer administration of mortgage investments. Pioneer West is an authorized agent for Olympia Trust Company and can assist you in the transfer process from your current administrator.



Holding these shares in your RRSP is very efficient from a tax point of view—

# What are Pioneer West MIC shares?

Mortgages have traditionally been the preferred investment for banks; in fact, Government regulations for Trust companies and Banks require that a large percentage of their assets be based in either conventional or insured mortgages. Mortgages offer higher rates of return than bonds or GICs and are reasonably low risk due to the real estate security and personal guarantee pledged. Private individuals do not typically have the financial means to invest in mortgages given the capital requirements.



Pioneer West Acceptance Corporation was founded in 1995 and is a leader in the alternative mortgage market, sourcing and administering a large portfolio of residential and commercial mortgages. It is one of the fastest growing mortgage brokerage firms in Western Canada with offices in Vancouver and Calgary and plans for further expansion. Pioneer West Acceptance Corporation manages Pioneer West Mortgage Investment Corporation and its management team brings expertise in underwriting, collections and portfolio management using proprietary systems and leading technology and is now offering you an opportunity to participate in mortgage investment by way of Pioneer West Mortgage Investment Corporation. (MIC).

Pioneer West MIC offers shares in a government regulated pooled fund whereby BC residents can invest any amount at any time and receive a pro-rata quarterly interest payment with the flexibility of redemption as outlined in the official Offering Memorandum. 100% of a MIC's net income, verified by external audit, is paid out to the shareholders as a dividend. Alternative mortgage interest rates are typically higher than rates the banks offer resulting in higher potential returns to investors. Banks are known to be conservative lenders and their "one product shopping" doesn't meet all demands. Banks are not equity lenders. Herein lies the opportunity.

The current projected annual yield is 8.00% to 9.00%.



"...(we) provide the investor with an above average return investment secured with real estate in an upward and growing market."

# Feature Law Firm—Redpoint Law LLP.

Redpoint Law LLP is a west coast law firm providing legal services to Pioneer West from their offices in downtown Vancouver. Client service is a priority at Redpoint Law LLP. Their ultimate goal, shared by both the lawyers and staff, is to meet or exceed your needs and expectations. This is exactly in line with the business practices of Pioneer West.

**Redpoint Law LLP** Timothy J. Lack, Senior Counsel and Partner, has counselled and represented Pioneer West and it's lenders for many years with loans ranging from conventional residential mortgages to complex commercial and real estate development multi-lender transactions. They advise Pioneer West on appropriate security structure and prepare all types of loan documentation, including real property mortgages, personal property security, guarantees, syndicated loan agreements and all related documentation.

• Client service

 Client service is a priority at

 Redpoint Law LLP

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# Ethics in the Forefront;



**Pioneer West Acceptance Corporation** meets all BBB Accredited Business Standards of participation and Better Business Bureau membership standards and is authorized to display the BBB Standards seal. The company complies with BBB Accredited Business standards including the Code of Online Business Practices. The company has agreed to work with its customers and the BBB to resolve com-

plaints that might arise. Should you have a problem with the business, use the form at www.bbb.org to tell us.

Finding a mortgage professional can be a daunting task. At Mortgage Professionals Canada (MPC), our objective is to connect consumers with mortgage industry professionals. Our 7,800 members represent over 90% of Canada's mortgage activity and are part of the largest network of mortgage professionals in the country. The members of MPC include mortgage lenders, brokers, insurers and other industry stakeholders. Choosing a MPC member provides you with the added security of knowing you're dealing with a mortgage representative bound by a strict Code of Ethics. Through our communication programs, our members are kept current on important industry issues and changes that affect the way they handle your business. Many of our members take advantage of

professional development opportunities by attending some of the continuing education conferences and events designed to keep them informed of the latest industry advancements.

"At Pioneer West, membership with MPC is mandatory for all our Mortgage Professional's" - Dave Stewart, President



#### What is the value of the Accredited Mortgage Professional (AMP) designation?

The AMP is the national designation for mortgage professionals in Canada. Launched in January 2004, the AMP designation was developed as part of MPC's ongoing commitment to increasing the level of professionalism in Canada's mortgage industry through the development of educational and ethical standards. The AMP designation sets a single national proficiency standard for Canada's mortgage professionals

# Drake Financial Ltd. Exempt Market Dealer & Investment Promoter for Pioneer West

Drake Financial Ltd. is an exempt market dealer in Abbotsford, BC and has advised investors in exempt market products for many years.

Subscription to the Pioneer West Mortgage Investment Corporation is by Offering Memorandum only, which can be requested from Drake Financial Ltd. If you would like one of our representatives to come to your home or office and review this investment opportunity please call 604-855-3526.



### Pooled funds offer less risk and plenty of convenience

**Investing in a mortgage pool reduces risk**. All mortgages are registered at the appropriate Land Title Registry, providing the necessary legal security. And the impact on the overall return due to any one mortgage default is minimized.

**Investing in a mortgage pool saves time and provides peace of mind**. There is very little investment of time required by investors, who receive simplified quarterly accounting. The portfolio is fully managed by Accredited Mortgage Professionals, responsible for all facets of the Company's operations for the duration of the investment, including client origination, underwriting risk analysis, full disclosure and mortgage pricing, instructions to solicitors and general portfolio administration.



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"We'll tell you things the banks don't want you to know"



# Meet the management team;

**David W. Stewart, President**—One of the founders of Pioneer West Acceptance Corporation, Dave holds a Master's degree in Organizational Management and a Bachelor's degree in Technology. He has held several senior positions both in commercial and residential lend-



ing and management including Commercial Account Manager at Northland Bank and Toronto Dominion Bank

Norman Holmes, Vice President—One of the founders of Pioneer

West Acceptance Corporation, Norm holds a Bachelor of Leadership degree, an Accredited Mortgage Professional designation, and a diploma in Financial Planning, with over 15 years of supervisory and Senior Managerial experience with numerous financial institutions including Household Finance and Trust.











You Connect With Us At...

# Meet our Administrators



Office Administrator

**Sherry Stewart**—Sherry took over the administration department in 2007 after spending 9 years in health care administration where she ran the cash inventory and bookkeeping services at Lions Gate Hospital Sherry has a passion for excellence and has built a strong team in administration.



Accounting Services

Louis Lu—Louis manages the bookkeeping and liaises with Management and the auditors for Pioneer West Mortgage Investment Corporation

you with all ninistrative

Assisting you with all your administrative needs

## Proven Financial Performance

# 18 Yr Average Return 7.88%

2023 Return 7.56%	2022 Return 6.80%	2021 Return 6 30%
2020 Return 6.40%	2019 Return 6.82%	
2017 Return 6.13%	2016 Return 5.77%	2015 Return 7.00%
2014 Return 7.00%	2013 Return 7.00%	2012 Return 7.00%
2011 Return 11.78%	2010 Return 7.00%	2009 Return 5.50%
2008 Return 10.00%	2007 Return 12.74%	2006 Return 14.40%

\*The products and services of Pioneer West and its affiliates are only offered in jurisdictions where they may be lawfully offered for sale and are subject to the terms of applicable agreements. Any product or service mentioned in this material is available only in accordance with local law and only where it may be lawfully offered for sale. The information in this material does not constitute an offer or solicitation by anyone in any jurisdiction in which an offer or solicitation cannot be legally made, or to any person to whom it is unlawful to make a solicitation. Nor does this material provide advice, recommendations or provide determinations of suitability in respect of proposed purchases or sales of any securities to any person. The information in this material is for informational purposes only and is not intended to constitute financial, accounting, legal or tax advice and should not be relied upon in that regard.