

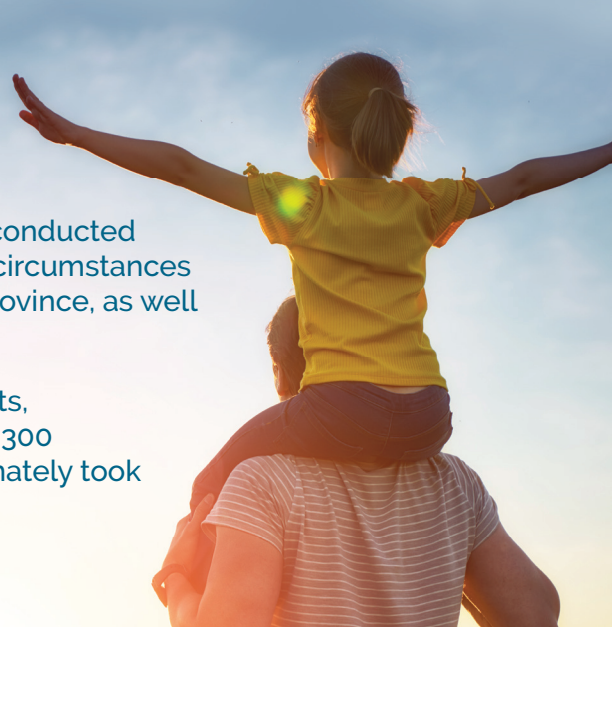
2019

British Columbia Consumer Debt Study

With the 2019 BC Consumer Debt Study, the seventh annual study conducted by Sands & Associates, we aim to learn more about the events and circumstances that contribute to and cause debt problems for consumers in our province, as well as the ultimate impacts of these situations.

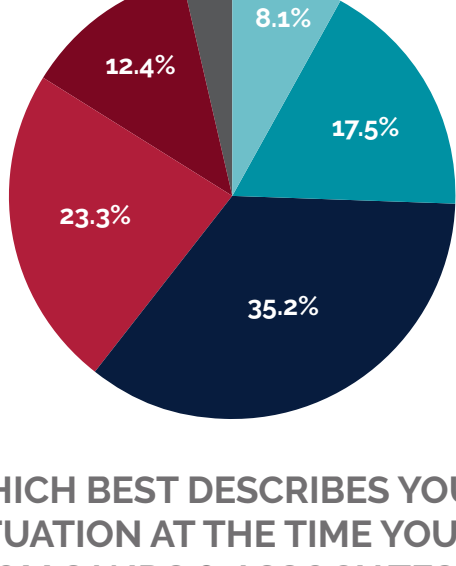
The only annual study of its kind, focused exclusively on BC residents, Sands & Associates received detailed survey responses from over 1,300 consumers in the province who faced financial challenges and ultimately took action using legislated debt solutions.

For the full report, visit www.sands-trustee.com/debtstudy



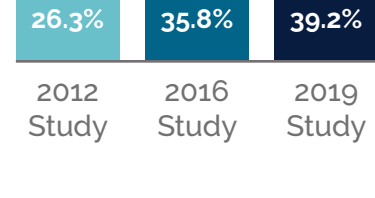
DEMOGRAPHICS

AGE RANGE AT ONSET OF DEBT RELIEF PROCESS

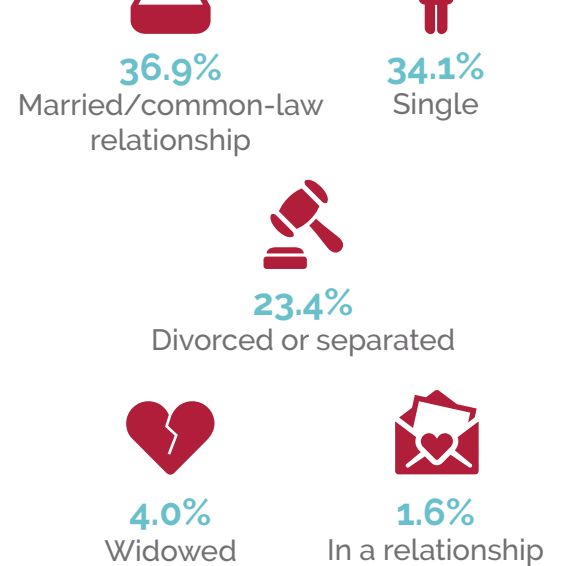


8.1% 18-30
17.5% 31-39
35.2% 40-54
23.3% 55-64
12.4% 65-74
3.5% 75+

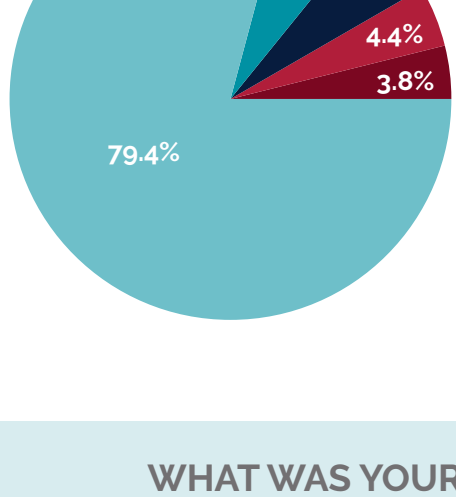
PROPORTION OF BC CONSUMER DEBT STUDY RESPONDENTS AGED 55 AND OVER



MARITAL STATUS



WHICH BEST DESCRIBES YOUR HOUSING SITUATION AT THE TIME YOU SOUGHT HELP FROM SANDS & ASSOCIATES?



79.4% Renting
6.6% Living at home with parents or other family
5.8% Sharing a rental unit with roommates
4.4% Homeowner
3.8% Other

WHAT WAS YOUR PRIMARY INCOME SOURCE AT THE TIME YOU SOUGHT HELP FROM SANDS & ASSOCIATES?



54.3% Employment income from full-time work



14.7% Retirement pension income (private or public pensions, CPP, OAS, etc.):



9.2% Employment income from part-time work

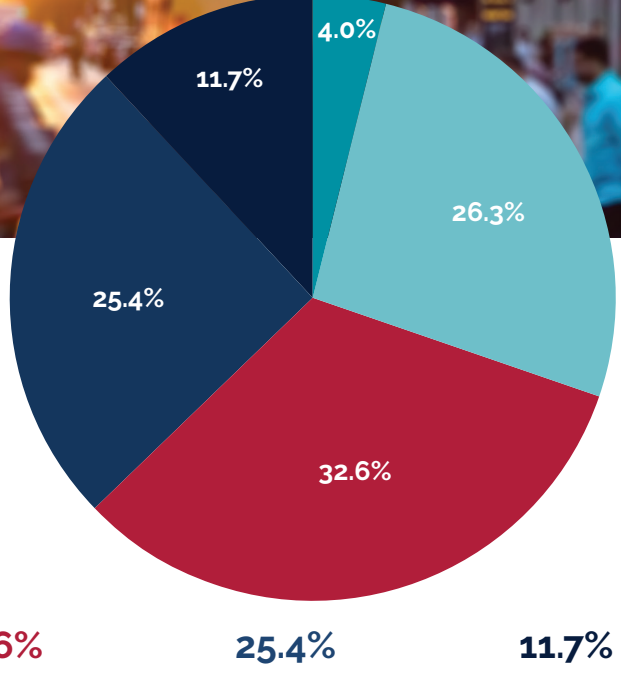


8.2% Self-employment income

Top 4 Responses

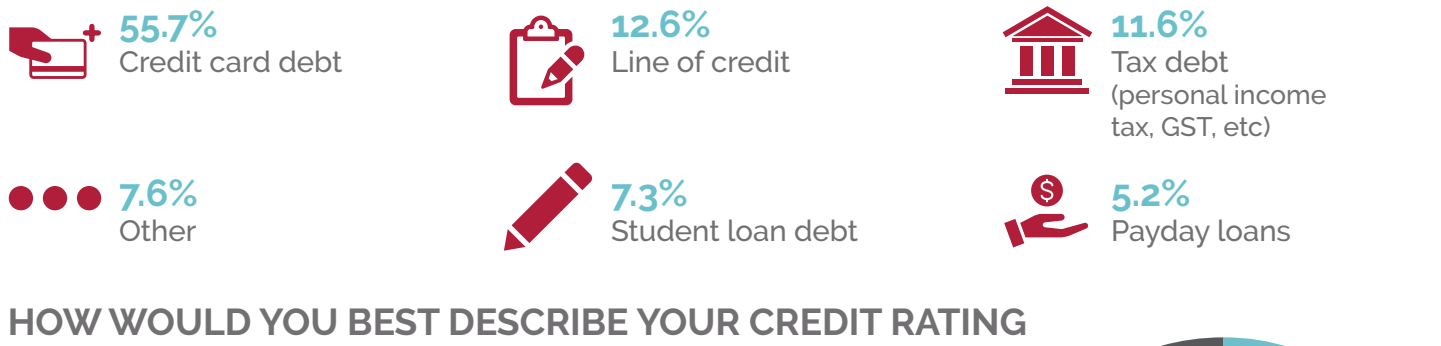
CONSUMER DEBT ANALYSIS

HOW MUCH DEBT DID YOU HAVE WHEN YOU STARTED YOUR DEBT RELIEF PROCESS WITH SANDS & ASSOCIATES? (Excluding your vehicle loan and/or mortgage)

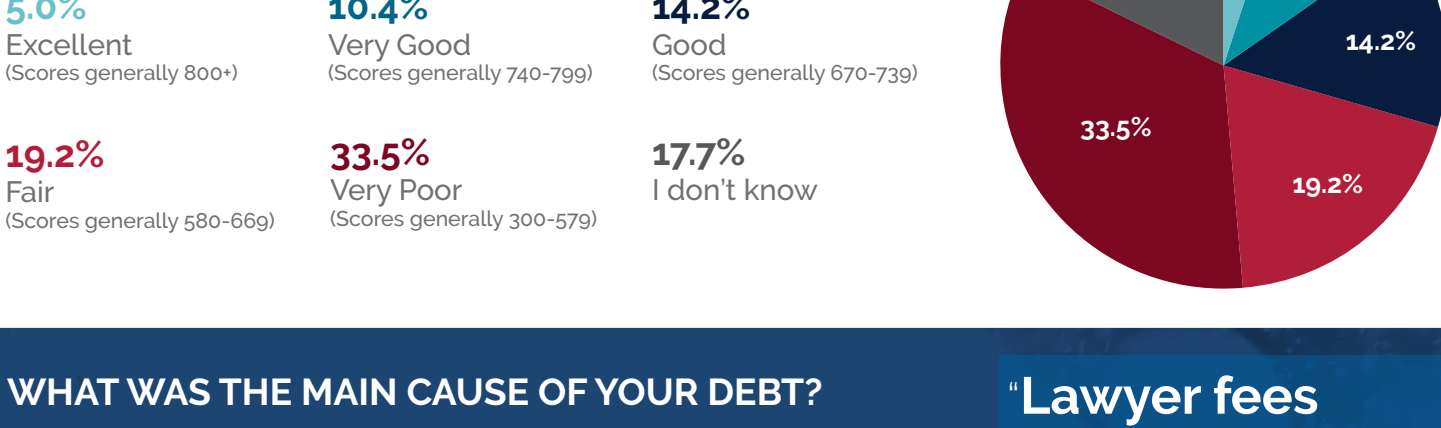


4.0% Less than \$10,000
26.3% \$10,000-\$24,999
32.6% \$25,000-\$49,999
25.4% \$50,000-\$99,999
11.7% \$100,000 or more

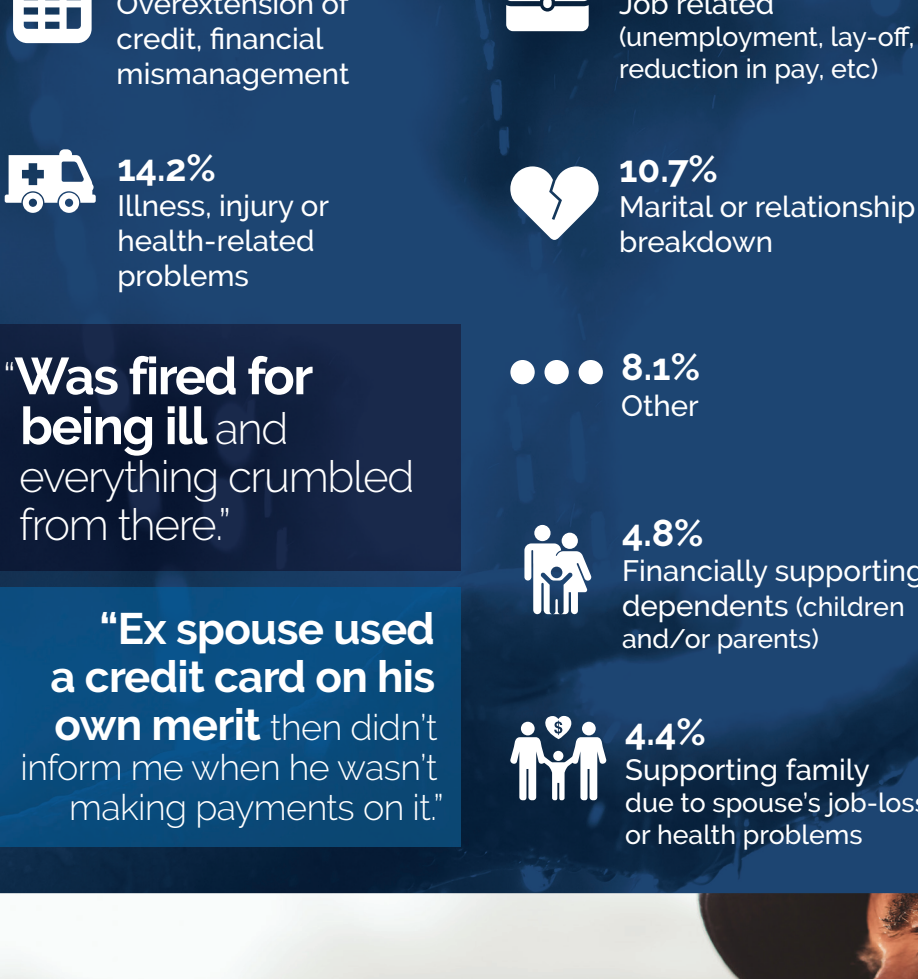
WHAT WAS THE MAIN "TYPE" OF DEBT YOU HAD? (Excluding your vehicle loan and/or mortgage)



HOW WOULD YOU BEST DESCRIBE YOUR CREDIT RATING AT THE TIME YOU STARTED YOUR CONSUMER PROPOSAL OR PERSONAL BANKRUPTCY?



WHAT WAS THE MAIN CAUSE OF YOUR DEBT?



"Lawyer fees for custody."

"When I was injured I was forced to basically use my credit cards then upon my return to work my wage was less than expected so I ended up in a vicious cycle..."

"Was fired for being ill and everything crumbled from there."

"Ex spouse used a credit card on his own merit then didn't inform me when he wasn't making payments on it."

BEHIND THE DEBT

HOW DID YOU KNOW YOUR DEBTS WERE BECOMING A PROBLEM? (Choose all that apply)



"OTHER" RESPONSES INCLUDED

"Withdrawing RRSPs yearly to pay off credit cards."
"Used the Government of Canada's website calculator to see how long it would take me to pay down my debt the way I was currently doing it - it would have been 30+ years (assuming I didn't collect any more debt) that was eye opening"
"Getting more in debt paying minimum payments."
"When my interest rate went from 3% to 28% on some of my loans. When that happened I knew I would never get out of it."
"I could only pay my groceries or anything else. I could only pay my payments and rent."
"Applying for a line of credit increase (line of credit was already maxed out) and was hoping to consolidate my debt to attempt to start paying it off, but it got denied."
"Despite making large payments and never failing to make more than the minimum payment to credit cards the interest rates were so high I couldn't make much headway on the balances."

DEALING WITH DEBT

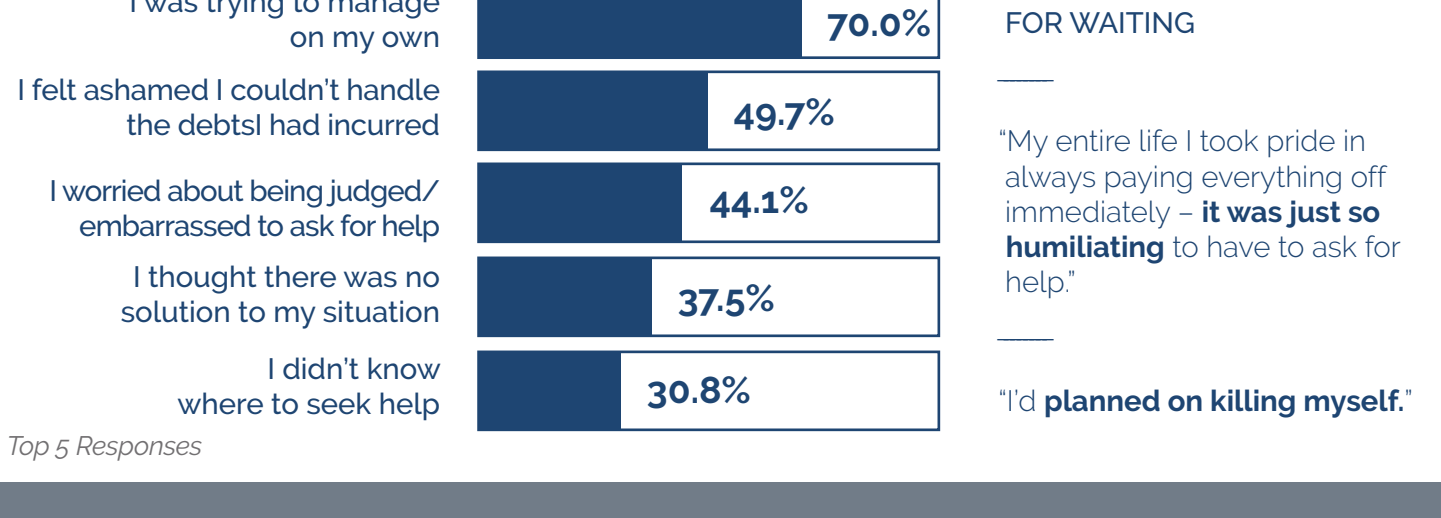
HOW WOULD YOU SAY BEING IN DEBT AFFECTED YOU? (Choose all that apply)



DO YOU FEEL THE STRESS OF DEBT RESULTED IN YOU EXPERIENCING ANY OF THE FOLLOWING? (Choose all that apply)



WHAT WERE THE REASONS YOU WAITED TO SEEK PROFESSIONAL DEBT HELP? (Choose all that apply)



"OTHER" REASONS FOR WAITING
"My entire life I took pride in always paying everything off immediately - it was just so humiliating to have to ask for help."

"I'd planned on killing myself."

IF YOU COULD OFFER ADVICE TO SOMEONE TRYING TO DEAL WITH THEIR DEBTS OR FACING A SIMILAR SITUATION, WHAT WOULD IT BE? (Highlight of responses received)

"At the very least inquire about your options as early as you can. Surrender your pride and talk to someone who you can be completely honest with; it will help you be honest with yourself."
"Don't try to do it alone. Seek the help you need. You will find that the people don't judge they just want the best outcome for you and your family."
"To reach out to those who can help with some guidance and support. Don't be embarrassed because debt can happen to anyone. It's best to get a handle on things and take the help to avoid stress."
"It is the best thing that I could have done, and it will also be the best thing you can do as well... Pretty much instantly my stresses went away and I was truly happy for the first time in many years. Just make the call, they will not judge you, only help you understand that everything is going to be okay."
"Do it! It is worth being able to sleep and not thinking about how MY debt was affecting my life. This was a huge burden taken off my shoulders. I understand the effects on credit ratings-which is a short-term issue and small price compared to being able to restart my life. It is a second chance!"
"Recognize that you are not a failure when things out of your control cause financial difficulties. Take accountability for your bad choices and learn from your mistakes. Get help before the feelings of hopelessness set in."
"Don't lose hope; you are not alone. There is nothing to be ashamed of. Talk about it. There is help if you need it. You just need to seek it. Above all learn from the experience and help or guide someone with the knowledge you have gained and share it with someone who may be experiencing a similar situation."
"Go NOW, don't wait! I would tell them that insolvency is not just for big huge debt loads and that if you go sooner you will be free from the burden of debt sooner as well. There is so much shame and embarrassment around debt that I kept digging the hole deeper trying to pay it off myself and the creditors kept winning with all of their penalties and interest, and new creditors were also winning when I was taking out more credit to try and pay off the old credit."
"Once you discover such help is available, suicide isn't and should be the answer!"
"To face things head on and accept the situation. The debt is not going anywhere and the sooner you tackle it the better, whatever solution suits you."

KNOWING IS NOT OWING.

Learn about Consumer Proposals and other debt management options.



Visit us online www.sands-trustee.com or call us for a FREE consultation 1.800.661.3030