



GALE TRACEY AMP- YOUR MORTGAGE PLANNER FOR LIFE

News To Help You Save Time And Money

# THE DREAM HOME MAKER!

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*Designed around you.™*

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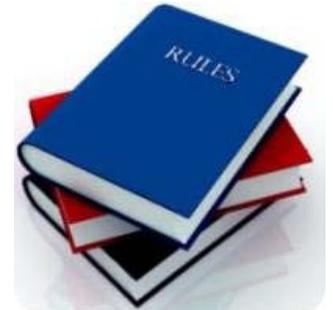
## Quote of the Month

*I don't understand why Cupid was chosen to represent Valentine's Day. When I think about romance, the last thing on my mind is a short, chubby toddler coming at me with a weapon.*

**~Author Unknown**

## Buy or refinance now before new mortgage rules kick in.

If you've been thinking about buying a house or taking equity out of your current home, now's the time to do it. The federal government has introduced new mortgage rules that will make buying less affordable and refinancing less flexible. The goal is to help at-risk Canadians reduce their record high levels of household debt. But if you're an average, financially-sound buyer, you too will feel the impact.



Beginning on March 18<sup>th</sup>, the maximum amortization on a government-backed insured mortgage will be reduced from 35 years to 30 years. This means you won't be able to spread your mortgage over as many years, so your monthly payments will be higher. On the upside, your total interest costs will be lower.

Also on March 18<sup>th</sup>, the maximum amount of equity you can extract from your home when you refinance will be reduced to 85% of the value of the property, down from 90%. If you were counting on a large refinance to fund renovations or investments, you now have less room to maneuver.

And as of April 18<sup>th</sup>, the government will no longer insure lines of credit, which will make them harder to get. If you already have a line of credit secured against your house, consider yourself lucky.

If you've started shopping for a new home, now's the time to act. By getting mortgage approval before March 18<sup>th</sup>, you'll be able to enjoy lower monthly payments by extending your amortization. Similarly, if you've been meaning to refinance to enhance the value of your home, purchase a revenue property or start investing for retirement, you may qualify to receive a higher amount if you get approved before March 18<sup>th</sup>.

As your local mortgage advisor, I'd be happy to sit down with you, explain how the new rules affect you, and help you achieve your goals before time runs out. Call me today for a free consultation! You'll be glad you did.

## Client News

Here are the new and loyal repeat clients who we've assisted with their mortgage needs in the last month! We'd like to welcome and thank you publicly, and send you our best wishes!

**Karen L. of Surrey, B.C., “Beautiful new townhouse” Repeat loyal client!**

Brad B. of Delta, B.C., “Great new rate!” Repeat loyal client!

**Kristy M. & Tony D. of South Surrey, B.C., “More time for family!” Repeat loyal clients!**

Dell & Carol L. of Surrey, B.C. “Getting their ducks in a row!” Repeat loyal clients!

**Al Mc. of Pitt Meadows, B.C. “New road ahead!” Repeat loyal client!**

Darryl G. of Surrey, B.C. “All mine!” Repeat loyal client!



THANK YOU!

*We love giving recognition to our new friends and our wonderful existing clients who are kind enough to refer their friends and relatives to us! We're all helping each other, which is the whole point of all this! Right?*

## Seasonal Article of the Month

### What NOT to give your lover on Valentine's Day.

Believe it or not, here's a list of actual Valentine's gifts people gave to their “significant other” – with embarrassing, not-so-warm-and-fuzzy results:

Wrong for either him or her:

- Gag gifts, like novelty underwear and ties. If there's one day of the year to make a statement that's heartfelt instead of funny, this is it.
- Expandable waistband pants.
- Gifts related to hobbies, like golf, fishing, sewing, etc. (tells them you're anxious to send them off into their own little world where they can do their thing while you go out and do yours).
- High-tech bathroom scale.
- Fitness classes, DVDs or books.
- Generic gifts from the drugstore, like cheap heart-shaped chocolates or stuffed toys. Says “I love you so much I thought of you while picking up my prescriptions.”
- Padded toilet seat cover.
- Lovemaking manual. Says he, she or both of you is inadequate (not a good idea, even if it's true).

Especially wrong for her:

- Do-it-yourself hair removal kit.
- Subscription to Sports Illustrated.
- A romantic novel. Why encourage her to spend time alone fantasizing about other men?
- Two tickets to a cage fight.
- Cosmetic surgery certificate.
- Kitchen gadgets, cleaning supplies, vacuum cleaner.
- Cookbooks or cooking classes (what are you trying to say?).
- Flowers from a gas station (especially if they smell like gas).
- Unless she's a “unique case”, you may want to think twice about giving her sexy lingerie. She wants to feel loved and special, and this kind of a gift is likely to make her feel like she's your sex object.



## Financial Freedom Tip of the Month

### Why it's \$mart to accelerate the repayment of your mortgage.

Here are two ways to save BIG by putting a little extra money down on your mortgage.

Consider making accelerated bi-weekly payments. This is where you divide your monthly payment in half, but instead of making two payments per month (24 per year), you make payments every two weeks (26 per year). This example is based on a \$300,000 mortgage at 4.99% over a 5-year amortization (the 35-year term is only available until March 18<sup>th</sup>, 2011). As you can see, the extra cost per month is minimal, but the savings are huge!

Payment Frequency	Payment Amount	Additional Amount Paid Each Month	Amortization Remaining after First 5 year Term	Balance After First 5 year Term	Mortgage is Reduced by
Monthly	\$1,502.39		30 years	\$281,825.52	
Accelerated Bi-weekly	\$751.20	\$126.86	23 years 10 months	\$273,201.35	6 years 2 months AND \$8,624.17

Or consider making a lump sum payment. Let's say you have a \$150,000 mortgage at 5.45% over a 5-year term (25 year amortization). You get a \$15,000 bonus at work and apply it to your mortgage at the beginning of the third year.

	No Prepayment	\$15,000 Prepayment (at start of 3rd year)
Principal	\$150,000	\$150,000
Interest paid at end of 5 years	\$38,354.90	\$35,807.90
Interest savings		\$2,547.00
Years to pay off	25	20.80

If you'd like to find out exactly how much you can save on your mortgage, call me today!

## Holistic Health Tip of the Month

### Top 5 Immune Boosting Supplements.

1. **Spirulina.** This water plant is an excellent source of carotenes which are essential for proper immune functioning. It also prevents defective DNA from turning into cancer cells, helps to correct bone marrow function, reduces inflammation of cells, and helps strengthen auto-immune responses.
2. **Coenzyme Q 10.** Normally associated with anti-aging skin care, CoQ10 reduces the damage of oxidative stresses. Taken as a food supplement, it strengthens the immune system and helps prevent cancer and cardiovascular diseases.
3. **Garlic.** This essential vegetable is highly effective at fighting oxidative stress caused by free radicals. Garlic also has strong antibacterial and antiviral properties which ward off infection. Since its potency is significantly reduced by heat, it's best eaten raw.
4. **Flax Seed Oil.** The richest source of Omega 3 fatty acids, with 55-65% Omega 3 and 15-25% Omega 6. These essential fatty acids increase food utilization, normal brain function, energy production, the transport and metabolism of cholesterol, metabolic rate, and oxygen uptake. They also slow the growth of cancer cells and replenish skin oils to combat dryness and wrinkling.
5. **Acidophilus.** This is a group of probiotics that improve digestion and nutrient absorption, and reduce the risk of colon cancer, colorectal cancer and other diseases linked to unhealthy colon microflora. Acidophilus also helps digest peptides that cause plaque in the brain, which is a symptom of Alzheimer's disease.

## Quiz Question of the Month

### February Trivia

Who was the original Cupid?

- a) The son of Venus (Goddess of Love, also known as Aphrodite).
- b) The Greek God of wine.
- c) The brother of King Neptune.
- d) The Aztec God of chocolate.

### How does this contest work?

The first person to respond with the correct answer will win a FREE Dinner at the VAULT Restaurant or Washington Avenue Grill, \$25 value!

### How do I submit my answer?

To respond with your answer, email us at: [gale.tracey@mtgarc.ca](mailto:gale.tracey@mtgarc.ca) or fax 1-866-280-9427 in your answer. The contest deadline is February 28, 2011.

## Resource of the Month

**Selling? Find out how much your home is worth for free.**



Knowing precisely what your home is worth can make all the difference when it comes time to sell your home. With over 22% of local MLS® listings expiring before they are sold, it is important that you price your home accurately. The correct selling price of your home is the highest price that the market will bear – no more, no less.

The last thing that you want to do is set your price based on guesswork, rumor, greed, or even by having someone promise you an inflated price just to secure a listing. Pricing your property in this manner can cause buyers to be wary of your property, even if you reduce your price at a later date.

That's why I strongly advise that you contact me to obtain my recommended list of Real Estate professionals for a Free Market Evaluation. As a trusted real estate professionals, they will provide you with a comprehensive market analysis of comparable properties sold and offered for sale in your neighborhood. With this current market data, you will be able to determine what your home might sell for if you decided to put it on the market. The more information given, the more accurate the evaluation. **And remember, there is no cost or obligation for this valuable service.**

## Answers to Last Month's Quiz

January's flower is:

- a) Violet
- b) Narcissus
- c) Carnation
- d) Chrysanthemum

*Answer: c) Carnation*

## ANNOUNCING LAST MONTH'S WINNERS!

Congratulations to **Tor K.** of Langley for winning January's quiz contest! He has won a FREE dinner at The Vault Restaurant. Enjoy!

# K I D S

Valentine's Day Maze

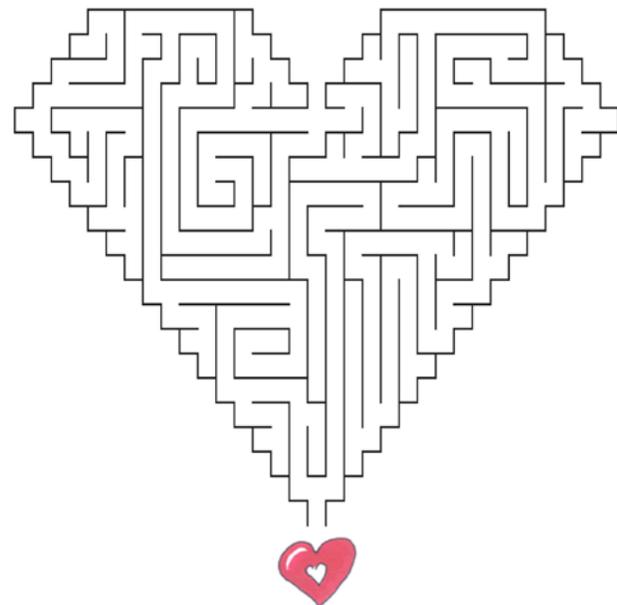
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**“Free Info” Request Form**

As you can see, we’ve got a growing selection of free reports that are jam-packed with valuable tips and proven strategies to help you and your friends and family avoid costly financial pitfalls. If you’d like us to rush you one or more of these free reports, please fill out the reply form below and submit it by fax: 1-866-280-9427 or snail mail it to: 5710-182<sup>nd</sup> Street, Surrey, BC V3S 4M6.

Have you gained value from this newsletter? If so, we want to invite you to “pay it forward” by giving the **GIFT of a FREE SUBSCRIPTION** to your friends, co-workers, relatives, business acquaintances, etc. Simply fill out the info on the “Subscribe-a-Friend” form at the bottom of this page, and we’ll send them a free subscription. As a courtesy to you, we’ll also enclose a special note along with their first issue telling them that you asked us to surprise them with this free gift. And of course, they can contact us any time if they’d like to cancel. If you’ve been enjoying our newsletter, this is your hassle-free opportunity to share it with the people you care about - for FREE!

**“Do You Have All the Information You Need To Make An Informed Decision About Buying, Selling, or Refinancing Your Home?”**

**YES! Please send the FREE Report(s) I’ve selected below:** To Get Your Free Copy of Any Of These Reports Simply Call me at 604-575-1843 or email me at gale.tracey@mtgarc.ca Check Off The Ones You Want On This Form And Mail/Fax It In!

[ ] “11 Questions to Ask BEFORE Getting A Mortgage!”

[ ] “15 Home Buyer Mistakes and How to Avoid Them!”

[ ] “Escape Debt Prison: How to Instantly Erase All Your High Interest Debts!”

**YES! I’d like your trusted advice and counsel about:** \_\_\_\_\_ Getting a Mortgage \_\_\_\_\_ Refinancing \_\_\_\_\_ Other

**Your Contact Information:**

First Name \_\_\_\_\_ Last Name \_\_\_\_\_ Best time to contact \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ Province \_\_\_\_\_ Postal Code \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ Email \_\_\_\_\_

**Don’t forget to send in your Client Quiz answer to win a FREE DINNER! Submit your answer by fax, mail or email.**

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Full Name \_\_\_\_\_ Address \_\_\_\_\_

City \_\_\_\_\_ Province \_\_\_\_\_ Postal Code \_\_\_\_\_

Please use the back of this form if you need more room. Remember to submit your Quiz answers to win a FREE dinner!