



GALE TRACEY AMP- YOUR MORTGAGE PLANNER FOR LIFE

News To Help You Save Time And Money

THE DREAM HOME MAKER!

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Quote of the Month

"It takes but one positive thought when given a chance to survive and thrive to overpower an entire army of negative thoughts."

- Robert H. Schuller

What to look for in a mortgage beyond just a "good rate".

Sure, a low mortgage rate is important. But choosing your mortgage and lender based on rate alone can be a mistake. Here are some other things to consider that can save you significant money and frustration.



- **Amortization.** This is the length of time it takes to pay off your mortgage. It's tempting to choose a longer amortization because that keeps your payments low. But lengthening your amortization means you're paying off your mortgage more slowly, so you end up paying much more in interest. Choosing the correct amortization for your needs can help you become mortgage-free much sooner!
- **Term.** This is the length of time your rate is locked in. Short or variable terms generally have a lower interest rate than longer terms. But before you choose a term, consider where interest rates are going and how secure your financial situation is. Can you afford a sudden rise in payments, or do you need the security of payment stability over the long term?
- **Flexibility.** Give some thought to what your situation and needs will be in five or ten years. Is there the chance you'll get transferred? If so, maybe you should consider a portable mortgage. What if you get a raise and want to pay down your mortgage more quickly? In that case, you'll wish you'd chosen one with low prepayment penalties. It's essential to consider these possibilities before you lock yourself in!
- **Proactive service.** With some lenders, once you've closed the deal, you don't hear from them again until renewal time. But a reputable mortgage professional will stay on top of your mortgage on a regular basis, always looking for ways to help you pay less interest and become mortgage-free sooner.

Finding the lowest rate can be easy. But if you'd like some help adding these other vital factors into the equation, please contact us. We're happy to offer a free mortgage analysis to make sure you're taking the shortest possible route to financial security!

Financial Freedom Tip of the Month

10 things they don't teach you about money in school (Part 2).

Here are more tips about money for kids. For tips 1-5, see last month's newsletter.

6. **Recognize what money really buys.** Sure, money buys stuff. But the best thing money buys is control over your time, so you're free to choose what to do and how to live.
7. **Debt is a dangerous drug.** There are some good uses of debt, like buying a house that appreciates in value. But borrowing for luxuries instead of waiting until you can afford them is an addictive habit. The pleasure wears off much sooner than the pain of interest payments.
8. **Have the courage to change your mind.** When we're young, confidence often develops faster than ability. As a result, we tend to think we've got things all figured out. But as we gain experience, we begin to discard old beliefs and replace them with new truths. Be open to changing your mind.
9. **Live with less and save the rest.** There's no need to become a miser. But if you can live within—rather than beyond—your means, you'll always have money left over to save and invest for future prosperity.
10. **Listen to advice, then make up your own mind.** When someone gives you financial advice, it may be right for you and it may not. Think about it, test it out, get other opinions, then decide which direction works best for you. Remember, it's your life!



Holistic Health Tip of the Month

The "apple-a-day" principle: the secret to vitality is in your daily routine.

Ever try to read a book all in one sitting? That could be difficult and unpleasant. But if we read one chapter each day, we can finish that book over a few weeks and enjoy the whole experience.

Trying to make a change in our lives or accomplish a new goal is kind of like that. If we try to do the whole thing all at once, it's scary, unpleasant and easy to fail. But if we break that change or goal into small daily pieces that can be performed over the long term, suddenly everything becomes a lot more pleasurable and achievable!

Let's say we want to get healthier. Instead of enforcing a totally new diet or fitness regime all at once, we could start by eating an apple a day. Or eating more greens. Or doing 10 minutes of stretching every day. Eating one apple a day sounds easy, and it is! But it does two very important things. Because it's easy, that motivates us to actually do it. And because we do it every day, it becomes a routine. Suddenly it's part of our life—we just don't feel right if we don't get our apple!

Once you take this small first step, you can gradually add another routine—and another!—until you achieve your overall goal of a healthier, more vital life.



Quiz Question of the Month Easter Trivia Question

A pysanka is an ornate Easter egg decorated using the wax-resist method. Pysankas are an Easter tradition in which country?

- a) Greece
- b) Netherlands
- c) Ukraine
- d) Portugal

How does this contest work?

The first person to respond with the correct answer will win a **\$25 Gift Card** to **THE VAULT** Restaurant!

Resource of the Month

Buying a home? Don't make any offers until you protect yourself with this vital information...

Buying a home is a major investment no matter how you look at it. But for many homebuyers, it's an even more expensive process than it needs to be because they fall prey to common and costly mistakes. As a result they either pay too much for the home they want, or worse, lose their dream home altogether. It's unfortunate, but true.

As your consumer advocates, we've prepared a robust, comprehensive homebuyer resource entitled, "*The Ultimate Homebuyer Success Kit*" -- an absolute must for first-time buyers.

Here's just a portion of what you'll get in your kit:

- Free "15 Home Buyer Mistakes" Guide
- \$200 Off Your Closing Costs Coupon
- Free Home Appraisal Coupon (\$300 Value)
- Free Credit Booster Consultation (\$100 Value)
- Rolodex of First Class Service Providers for All Your Home Buying Needs
- And much, much more!

To get your free homebuyer success kit, call me today at 604-575-1843. This offer is only valid while supplies last. Call today!

Answer to Last Month's Quiz

The shamrock may be the symbol of St. Patrick's Day. But what is the symbol on the Irish coat of arms?

- a) Shamrock
- b) Harp
- c) Celtic Cross
- d) St. Patrick

ANSWER: b) Harp

How do I submit my answer?

To respond with your answer, email me at: gale.tracey@mtgarc.ca. The contest deadline is Apr 30.

ANNOUNCING LAST MONTH'S WINNERS!

Congratulations to **Brittany B.** of Surrey for winning last month's quiz contest! She has won a **FREE** dinner at the **VAULT** Restaurant. Enjoy!

K I D S

O

Spring Sudoku

R

Every row, column and mini-grid must contain the letters **S P R I N G**.
Don't guess - use logic



N

E

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	I			G	
S					G
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