



GALE TRACEY AMP- YOUR MORTGAGE PLANNER FOR LIFE

News To Help You Save Time And Money

# THE DREAM HOME MAKER!

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Universal  
Mortgage  
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## Top 5 home renovations for return on investment.

Making improvements to your home can increase its value, especially if you're thinking of selling soon. However, some improvements deliver a higher return on investment than others. Here are five renovations that have the potential to yield up to four times what they cost!



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1. **Wood Deck.** A well-designed deck constructed of attractive wood with low-maintenance finish can extend your home's living space into the garden. Add the right furniture and cooking area, and you've basically added an extra room at a fraction of the cost.
2. **Rental Suite.** Nothing adds as much value to a home as ongoing revenue. By converting your basement or second level into rental accommodation, you not only help pay down your own mortgage, you also attract value-conscious buyers. But make sure the work is done to professional standards and meets all municipal codes and zoning regulations.
3. **Kitchen Upgrade.** If you're looking for a high-return renovation that's more affordable than adding a suite, look no farther than your kitchen. Sometimes all that's necessary is updated fixtures, finishes and paint. Replace dated, inefficient light fixtures and faucets. Add new countertop and hardware to your cabinets. If the cabinets need replacing, consider inexpensive pre-made cabinetry as opposed to custom design. Replace tired linoleum with ceramic tile. And remember, new appliances are a persuasive selling feature!
4. **Flooring.** New hardwood floors are noticed immediately and create a perception of luxury. If your home already has wood floors, simply refinish them. Not only does this cost less, but heritage wood is in higher demand.
5. **Bathroom Upgrade.** This is the room that potential buyers rate second only to the kitchen. Again, update fixtures, finishes and paint. If your home only has one bath, look for creative ways to add a second without compromising bedrooms. Innovative contractors can shoehorn a 3-piece bathroom into certain closets or under staircases. Just watch your home value go up when it has two baths instead of one!

### Quote of the Month

*"Great works are performed, not by strength, but by perseverance."*

- Samuel Johnson



*Owning a home was something we had only dreamed about. After being refused a mortgage by our bank more than once we were ready to give up. Gale Tracey made our home owning dreams a reality. Now we're living our dream. Thank you Gale!*

- L & D of Surrey, BC

## Client News

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

**Elise & Tim K., Maple Ridge, BC – No Townhouse for them! – referred by Jeff Shapka, Prudential Sterling Realty**

Bill & Sandy L., Surrey, BC – Renos for Retirement! – repeat Loyal Client!

**Melani W., Coquitlam, BC – 3 Year Plan! – referred by Joanne Scott, Re/Max Sabre Realty**

Brian C., South Surrey, BC – All mine! – repeat Loyal Client!

**Clint & Jill S., Surrey, BC - Ready for a Reno! – 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

### Healthy avocado oil mayonnaise recipe.

Most mayonnaise recipes use highly-processed canola, safflower or other vegetable oils that include a lot of chemicals. For a healthy alternative, try this delicious mayo!

#### Ingredients:

- 1 whole free-range egg (room temperature)
- 1 yolk from a free-range egg (room temperature)
- 1.5 tbs of fresh-squeezed organic lemon juice
- 1.5 tsp Dijon mustard
- Sea salt to taste
- 3/4 cup avocado oil

#### Instructions:

- Combine egg, lemon, mustard and salt in blender at medium-high speed for 30 seconds.
- Continue blending while slowly pouring in oil.
- Store in a sealed glass jar in fridge for up to two weeks.



### **A REALTOR YOU CAN TRUST!**

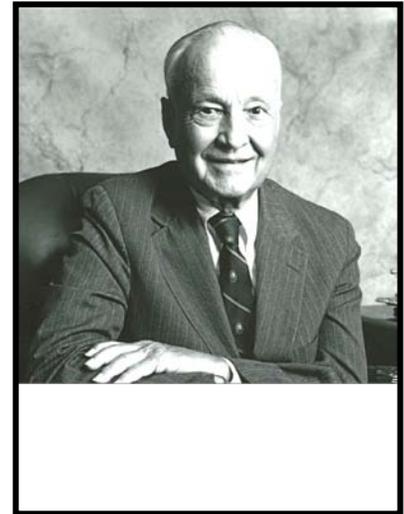
If you're considering buying or selling please call me if you would like a referral to a professional, experienced, trustworthy Realtor. I've dealt with several realtors in the Surrey, Langley/Tri-Cities areas for over 13 years and can guarantee you will be happy with the results from all of these "Over Achievers". Why call a stranger, when you can be referred to a professional I "know" "like" & trust"!

## Financial Freedom Tip of the Month

### Sir John Templeton's secret to becoming a billionaire.

We've all heard about the wealth accumulation rule called "pay yourself first". Basically, it involves taking a set amount from your monthly pay and putting it into savings. If you decide to "pay yourself" 10% every month, you'd be saving 10% of your income to invest for future prosperity.

But billionaire Sir John Templeton had an even more powerful idea called the 50/50 rule. He decided that for every dollar he spent, he'd have to invest an equal amount. So every time he bought a car, TV, vacation or house, he'd have to set aside the same amount for future prosperity. This method is obviously a lot more difficult than "paying yourself first". With the 50/50 rule, before you buy a \$20,000 car, you'd have to put another \$20,000 into investments. Not only does that encourage you to cut back on unnecessary spending, it forces you to save and invest a huge amount of money.



Of course, getting to the 50/50 rule may take a few years as you slowly change your spending and saving habits. But once you're there, you're almost guaranteed to be amassing large quantities of money which are further multiplied by prudent investing. And before long, you'll be several steps closer to achieving the financial independence Sir John Templeton is famous for!

## Holistic Health Tip of the Month

### The "Low Fat" Myth: how eating more fat can actually make you skinny.

Ever notice how many packaged foods are labeled "low fat"? This has been going on for many years, but somehow the obesity epidemic just keeps getting worse. Why do people keep gaining weight on "low fat" foods? Because fat isn't what makes you fat!

Our bodies need essential fatty acids for the absorption of vitamins, maintenance of skin and hair, and proper cell function. But when we go on a "low fat" diet, we cut out a lot of good fats and replace them with carbohydrates in the form of grains, sugary fruits and starchy vegetables. Carbohydrates like these are easier for our body to convert into energy, so it eventually starts to prefer them and stores all that surplus energy as fat.



On the other hand, when we eat the right kind of fat, our body has to work harder to convert it into energy. So less surplus energy is produced and less fat is available for storage. But this is only true for certain kinds of fats. Make sure to choose fats from meats, butter, coconut oil, avocado, olive oil, sesame oil, macadamia nut oil and fish. But avoid hydrogenated fats and trans fats.

By cutting back on starchy, sugary carbohydrates and eating more of the right fats, we can lose weight and enjoy improved health!

**Quiz Question of the Month**

**August Trivia Question**

Which of the following celebrities was NOT born in August?

- a) Martha Stewart
- b) Barack Obama
- c) Sidney Crosby
- d) George Clooney

**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



**How to keep your kids from being enslaved by school debt.**

Currently, a post-secondary education in Canada can cost as much as \$20,000 per year, including tuition, books and living expenses. That means the price tag for a four-year degree can be as high as \$80,000. If you want to help make sure your kids don't start their work lives enslaved by debt, now's the time to start planning. Here are some popular ways to save for their education.

- **RESP.** The contributions you make to your child's Registered Education Savings Plan grow tax-free. Since your child will have little or no income as a student, withdrawals are often tax-free too. Best of all, the government partially matches your contributions with Canada Education Savings Grants (currently up to \$7200 per child), and if you have a modest income, you might also benefit from the Canada Learning Bond. If your child decides not to go to school, you can transfer the money to a sibling or to your RRSP.

- **Non-registered savings.** If you want greater flexibility, you can simply start your own education investment plan, using GICs, bonds, mutual funds, etc. This lets you contribute as much as you like and use it any way you want. You can still get some tax relief by setting up an in-trust account so you can split income with the beneficiary, your child.

- **Smart mortgage strategies.** Your mortgage can also help fund your child's education. You can free up money for your yearly RESP contribution by taking advantage of many mortgage lenders' "skip a payment" feature. Or when the time comes, you can do an equity take out to cover tuition fees so you end up paying affordable mortgage rates instead of expensive consumer loan rates. For more tips and ideas on how to use your mortgage strategically, call me today at **604-575-1843!**

**Answer to Last Month's Quiz**

What is July's birth flower?

- a) Chrysanthemum
- b) Daisy
- c) Larkspur
- d) Poppy

ANSWER: c) Larkspur

*Thank you to all those participants who sent in their answers. Try again this month!*

**How do I submit my answer?**

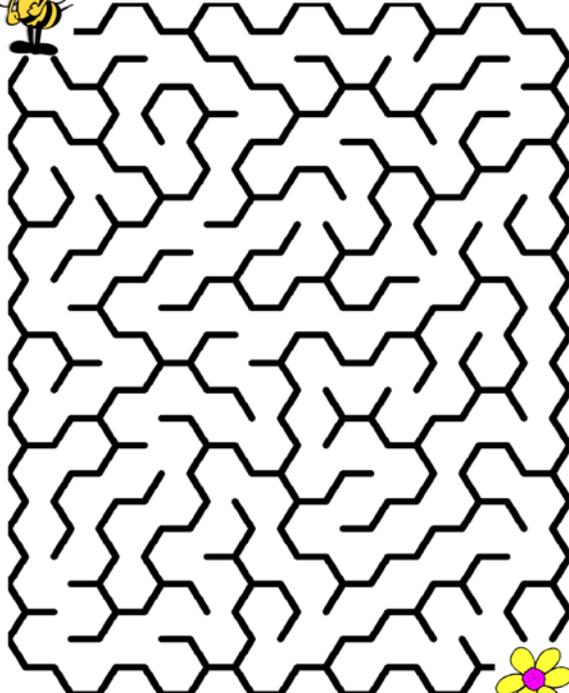
To respond with your answer, email me at: [gale.tracey@mtgarc.ca](mailto:gale.tracey@mtgarc.ca). The contest deadline is Aug 31st.

**ANNOUNCING LAST MONTH'S WINNERS!**

Congratulations to **Andrea and Chris H.** of Surrey for winning last month's quiz contest! They have won a FREE dinner at the VAULT Restaurant. Enjoy!

**K I D S**

**O**  *Help the bee get to the flower*



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