



GALE TRACEY AMP- YOUR MORTGAGE PLANNER FOR LIFE

News To Help You Save Time And Money

THE DREAM HOME MAKER!

Ph: (604)575-1843 • Fax: 1-866-280-9427 • Email: gale.tracey@mtgarc.ca • www.ownyourdream.ca



Universal
Mortgage
Architects

Ph: 604-575-1843

5 smart ways to use your raises or bonuses to achieve financial freedom.

Let's say you've been fortunate enough to get a raise or bonus at work. Congratulations! The question is what are you going to do with it? You could treat yourself to the latest flat screen TV, a new wardrobe or a tropical getaway. But while your enjoyment of such purchases might last several months, their financial value will drop to zero very quickly.



Instead of craving instant gratification, which gives you short-term pleasure, why not use that money to create wealth that will deliver even greater pleasure for decades to come? Here are some possibilities:

1. Make a down payment on a revenue property. Do some research and seek out expert advice to help you choose the right property. If you choose wisely, your rental income will cover your mortgage payments and you'll end up with substantial equity—which you can use to invest in a second property!
2. Make a lump sum payment on your mortgage. Using a few thousand dollars to reduce the principal can slash the amount of interest you have to pay AND help you become mortgage-free much sooner.
3. Maximize your retirement plan contributions. Not only will you enjoy a more abundant retirement tomorrow, you'll save substantial tax dollars today!
4. Pay down credit card and other debt. If you regularly carry a monthly balance on your card, you could be paying upwards of 20% interest. Or maybe your line of credit has grown out of control. The sooner you pay them off, the more money you'll have to invest in your future.
5. Invest in professional development. Take a course, upgrade your degree, or attend a conference that will help advance your career and permanently increase your earning power.

If you need advice about revenue properties, mortgage strategies, secure investments or paying down debt, we'd be happy to help. Together with our trusted local financial planning partners, we can put together a comprehensive mortgage/investment plan to help you achieve financial freedom.

Inside This Issue...

5 Smart Ways to Use Your Raises or Bonuses 1

Client News 2

Father's Day Funnies 2

5 Creative Ways to Reduce your Taxes 3

The Calcium Myth 3

Quiz of the Month 4

Quote of the Month

"Start by doing what's necessary; then do what's possible; and suddenly you are doing the impossible."

- Francis of Assisi

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!

Darlene M., Surrey, BC "Getting ducks in a row!" – Repeat Loyal Client

Kieran & Deanna B., Vancouver, BC "Our Island Retreat!" – Referred by Holly Collin.

Stacey B., Pitt Meadows, BC "A new home for baby!" – Referred by Kim Robbins, Realtor, Re/Max Sabre Realty

Jean-Marc & Shane L., Port Moody, BC "Our first home!" – Referred by Dee Hnatko, Realtor, Re/Max Sabre Realty

Stephen & Grace K., Surrey, BC "No more strata fees!" - Referred by Brenda Cheng, Realtor Re/Max Sabre Realty

***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

Father's Day Funnies

Make Dad's day extra happy with some family-friendly humor!

Q: How do fathers exercise on the beach?

A: By sucking in their stomachs every time they see a bikini go by.

Things you'll never hear a father say:

- "You know what? I'm lost. Looks like we'll have to stop and ask for directions."
- "Son, here's my credit card and the keys to the car—go crazy!"
- "Your Mother and I are going away for the weekend. You might want to consider throwing a party."
- "I don't understand what you want a job for. I make plenty of money for you to spend."

Daughter: "Dad, can I please have another glass of water?"

Dad: "But I've given you ten glasses of water already."

Daughter: "I know. But the bedroom is still on fire!"

Q: Does your Dad always snore?

A: No, only when he's asleep.

Used to be that fathers shook their children gently and whispered, "Wake up, it's time for school." Today, kids shake their fathers violently at 4 a.m., shouting, "Wake up, it's time for hockey practice!"

Q: What did your Dad do after offering a hand with your homework?

A: He started clapping.



Financial Freedom Tip of the Month

5 creative but legal ways to reduce your taxes.

If these tips are appropriate for you, they'll help you save taxes, increase your savings and build financial security.

1. If you have securities that have appreciated, consider donating them to a charity. Not only does this eliminate the tax on the capital gain, you'll receive a donation tax credit as well.
2. If your child is enrolled in a sport or physical activity that involves a registration fee, keep the receipt so you can claim the Children's Fitness Tax Credit.
3. When you need to travel to a conference or client meeting, combine that trip with a vacation. This lets you deduct the unreimbursed business expenses from the total cost of your vacation.
4. If you have a mortgage and substantial non-registered investments, consider liquidating some investments, use the funds to pay down your mortgage, then extract equity to purchase new investments. Borrowing money from your home to make investments makes your mortgage interest tax deductible.
5. Since some investments are taxed at higher rates than others, put highly-taxed investments—like GICs and bonds—into RRSPs and Tax Free Savings Accounts (which now have an annual contribution limit of \$10,000). Dividends are taxed at a lower rate, so they should go into your non-registered account.

If you'd like more valuable tax tips, I can introduce you to one of my trusted local tax experts. Call me today.



Holistic Health Tip of the Month

The Calcium Myth: why milk and calcium supplements can actually weaken your bones.

Our parents always told us to drink lots of milk for strong bones. But recent studies point out that the countries that consume the most dairy have the highest fracture rates, while countries that consume little dairy have fracture rates 50-70% lower.

It turns out our bodies need more than calcium supplements and dairy products. Yes, calcium is an essential nutrient, but only when combined with about 16 other nutrients. By itself, it's largely unusable. And the trouble with dairy calcium is that the protein in milk acidifies our blood, which actually causes our body to leach calcium from our bones.



To maintain our body's natural pH level, we're much better off getting our calcium from fruits, vegetables and grains than from meat, fish and dairy. Not only are fruits, vegetables and grains a good source of calcium and other bone-building nutrients, they're also low in acid and high in alkaline. This means your body doesn't have to rob calcium from your bones in order to balance its pH.

Taking calcium supplements isn't effective because they don't contain the other necessary nutrients and don't balance your pH. Eating dairy for calcium isn't effective because it causes your body to steal calcium from your bones. The only effective source of calcium is fruits, vegetables and grains, so eat them every day!

