



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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Quote of the Month

"Success is a science; if you have the conditions, you get the result."

- Oscar Wilde

What is the "posted rate" and why should you care?

The posted rate is the mortgage rate that Canada's big banks have posted (or displayed) for the public to see. Because these rates are often advertised, customers assume they're the best rates the banks offer. But nothing could be further from the truth!

Posted rates are actually the MAXIMUM rate the banks charge for a mortgage. Here are some ways to avoid paying this ridiculously inflated rate:

- **Just ask.** In many cases, all it takes to get a slightly lower rate is to ask. But this is hard to do if you're a first-time buyer or have special requirements and you're nervous about getting approved.
- **Negotiate.** Ideally, negotiating will result in a much better deal. But since banks are shrewd, seasoned negotiators and you're new to this and probably a little unsure, you may not be very successful.
- **Rely on a mortgage expert.** As your local mortgage specialist, I'm a master negotiator who can get you a much better rate, even if you're a first-time buyer or have unique needs. Even better, I have access to specialized lenders who don't play the "posted rate" game and always offer lower rates.



One of the sneakiest ways banks get you to pay posted rates is by sending you an Auto Renewal notice when your term expires. All you have to do is sign the form, and your renewal is taken care of without any legwork. But of course, you're signing up for the posted rate which will cost you way more over the long term.

The nastiest way posted rates are used is when you pay out your mortgage early. The big banks always use "posted rate" to calculate your pre-payment penalty, which again costs you thousands of dollars extra.

All of these costly pitfalls can be avoided simply by giving me a call. At no cost to you, I'll ensure you get the lowest available rate on a new mortgage or renewal, and help you avoid artificially high pre-payment penalties. Call me at 604-575-1843 or email me at galetracey@mtgarc.ca today!

Client News

***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?***

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!

Paul & Tracy T., Surrey, BC, "Great new home with a mortgage helper!" – Repeat Loyal Clients

Chang & Kwan J., Surrey, BC, "Getting ducks in a row for a well-deserved retirement!" – Repeat Loyal Client

Craig A., Surrey, BC, "Going, going...almost GONE!" – Repeat Loyal Clients

"PLEASE DON'T KEEP ME A SECRET!" The next time you are in a conversation with a friend, family member or neighbour and they mention a mortgage, would you feel comfortable introducing me so I can help them? Give me call at 604-575-1843. You'll be glad you did. I will send you a \$100 gift card to the store of your choice. (Transaction must complete)

Seasonal Article of the Month

10 things most people don't know about St. Patrick's Day.

Your friends will be "green" with envy when you quote these fascinating facts about St. Patrick's Day:

1. It's only a public holiday in Republic of Ireland, Northern Ireland, Newfoundland and Labrador, and Montserrat.
2. Every March 17th, the city of Chicago dyes the Chicago River green.
3. To commemorate the 200th anniversary of St. Patrick's Day celebrations in Australia, the Sydney Opera House was illuminated with green lights in 2010.
4. St. Patrick wasn't born in Ireland. He was born in Britain around 385 AD.
5. The day doesn't mark St. Patrick's birth. March 17th is believed to be the date he died.
6. There were no snakes in Ireland, so St. Patrick didn't drive them out. The "snakes" are thought to symbolize the pagans he converted to Christianity.
7. St. Patrick used the shamrock to explain how the holy trinity worked.
8. The first St. Patrick's Day parade was not in Ireland, but in New York City in 1762.
9. St. Patrick's Day is often thought of as an excuse for drinking. However, in Ireland it was a religious holiday and the pubs were closed for the day. This law was overturned in the 1970s.
10. There are more Irish in the US than there are in Ireland! While Republic of Ireland's population is about 4.5 million, the 2003 US Census reported that more than 34 million Americans had Irish ancestry.



Financial Freedom Tip of the Month

7 ways to create wealth with real estate.

It's no coincidence that most wealthy people got rich by owning real estate. Here are some ways to create financial security with revenue properties:

1. **Benefit from inflation.** Inflation's only bad if you don't own an asset that's gaining value. If property values rise and rents rise, so do your profits!
2. **Generate cashflow.** This should make your mortgage payments for you. Once your mortgage is reduced or paid off, all this cash can be invested for retirement.
3. **Reduce taxes.** The expenses of operating a revenue property are tax deductible.
4. **Asymmetric risk and reward.** This is another way of saying that you put down a small sum of your own money, borrow the rest, then as the property increases in value, your equity position rises substantially. The bank takes most of the risk, while you enjoy most of the reward!
5. **Self-management.** If you have the time and skills, you can save money by managing the property yourself.
6. **Asset appreciation.** You may initially take on a lot of debt when you buy a revenue property. But it's "good debt" that will generate investment-grade returns over time.
7. **Inexpensive source of funds.** Once you've built up some equity, you can access it at inexpensive mortgage rates to fund new investments.



If you'd like more tips on how to use your mortgage to generate wealth with real estate, please call me today.

Holistic Health Tip of the Month

Human Growth Hormone (HGH): anti-aging miracle or mistake?

Human growth hormone (HGH) is produced in the pituitary gland and promotes growth in children and adolescents. Once we reach adulthood, HGH levels decline. People with pituitary disease experience significant HGH declines, which can lead to increased body fat and decreased muscle mass and bone density. Since these are also symptoms of aging, it was thought HGH might work as an anti-aging therapy.

Some studies of HGH demonstrated it could result in weight loss, fat loss and increased lean body mass. This led athletes to start using it, a practice now banned. Many people also started taking HGH hoping it would help slow aging. Generally, this involves daily injections, which are expensive.



While many users report feeling better and leaner thanks to HGH, there are serious potential side effects. In some people, it causes swelling, joint pain, carpal tunnel syndrome, insulin resistance and increased risk of diabetes. Some studies even suggest HGH may promote cancer growth.

The bottom line is that HGH has not been adequately studied as an anti-aging therapy. The long-term risks and benefits in healthy people aren't fully known. If after thorough testing, your doctor diagnoses you with HGH deficiency and prescribes HGH therapy, you're safe to use it. But if you're simply looking for a way to reverse aging, it may not be worth the risk.

Quiz Question of the Month

St. Patrick's Day Trivia Question

What is the National Dish of Ireland?

- a) Shamrock Salad
- b) Guinness
- c) Irish Stew
- d) Lucky Charms

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

Moving? Use this helpful little checklist for a stress-free move!



Whether you're moving out of a home or an apartment, moving somewhere local or to another province, a Moving Checklist is an essential tool for planning and peace of mind. It's no small task packing your things, deciding whether to rent a truck or hire a mover, and keeping the whole process organized. To help you in this, we have prepared a **free printable moving checklist** that takes you step-by-step – from what to do two months in advance (like arranging the transfer of medical records and scheduling utilities) to the weeks following your move (like completing your change of address checklist).

To request your free moving checklist, call us today at **604-575-1843** or email me at galetracey@mtgarc.ca

***Disclaimer:** Every move is different. While planning your move, decide how detailed you want your checklist to be and make the appropriate changes. We don't guarantee everything you'll need to consider is on this list.*

Answer to Last Month's Quiz

Which of these celebrities was born on February 14th?

- a) Justin Bieber, Canadian Pop Star
- b) Simon Pegg, British Actor
- c) Keira Knightley, British Actor
- d) Michelle Obama, Wife of US President

ANSWER: b) Simon Pegg, British Actor

How do I submit my answer?

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

ANNOUNCING LAST MONTH'S WINNERS!

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

K I D S

Unscramble the letters to find the words in our

St Patrick's Day Anagram

Hidden Word (circled letters):



R	a c h k m o r s	_____
N	a d e i l n r	_____
E	a b i n o r w	_____
R	d g l o	_____
R	c k l u y	_____
R	a c i k p r t	_____
R	a e k n s s	_____
R	e e g n r	_____
R	d e e g l n	_____
R	a c h m r	_____