



**GALE TRACEY AMP- YOUR MORTGAGE PLANNER FOR LIFE**

**News To Help You Save Time And Money**

# THE DREAM HOME MAKER!

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## Quotes of the Month

*“What do you get when you cross poison ivy with a four-leaf clover? A rash of good luck.”*  
 ~Author Unknown

*“Never iron a four-leaf clover, because you don't want to press your luck.”*  
 ~Author Unknown

## The advantages of a readvanceable mortgage.

A readvanceable mortgage is an innovative home financing product that combines the benefits of a fixed or variable rate mortgage with a home equity line of credit. By combining the two products, every time you pay down the principal of your mortgage, that equity is instantly available through your line of credit—without having to apply for a higher borrowing limit.



There are several advantages to a readvanceable mortgage:

- If you're planning to invest in a revenue property, it lets you have instant access to your home equity for a down payment without having to apply for an additional loan. Some readvanceable mortgages even allow you to finance the down payment for more than one property, so your existing mortgage becomes a strategic tool in helping you amass revenue-generating assets.
- Unlike people in the US, Canadians have never been able to deduct their home mortgage interest. However, a readvanceable mortgage allows you to adopt an investment strategy that gives you just that: tax deductible mortgage interest. In this strategy, every time you make a mortgage payment, you automatically withdraw that additional equity from your home and invest it in stocks, bonds, mutual funds or revenue properties. Of course, when you borrow money for investments like these, the interest is tax deductible. So if you borrow money from your home equity to make investments, your mortgage interest becomes tax deductible!
- You can pay less interest over time. Some readvanceable mortgages include a bank account component, so every time your paycheque is deposited, the increased balance of your bank account automatically pays down your mortgage—even if it's just for a few days before you need the money for other purposes. Over time, these mini lump sum payments can save thousands of dollars in mortgage interest!

If you're interested in exploring the advantages of a readvanceable mortgage, I can advise you on which ones can fit your needs best. Talk to me today!

## 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 8 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"!



## 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!

**Jeff L. of Surrey, B.C., “Ducks in a row!” (Repeat loyal client)**

Marc & Amara of Coquitlam, B.C. “Down, down down!”(Repeat loyal clients)

**Mel L. of Surrey, B.C. “Getting organized!” (Repeat loyal client)**

Army R. of Langley, BC., “All good bud!” (Repeat loyal clients)

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

### The origins of St. Patrick's Day.

St. Patrick was a Christian missionary who was born in Roman Britain in the fourth or fifth century. The date of his death, March 17th, is now known as St. Patrick's Day.

When he was about sixteen and living in Wales, Patrick was captured and sent to Ireland, where he lived as a slave for six years before escaping back to his family. Several years later, he returned to Ireland as an ordained bishop and lived the rest of his life there. According to legend, Patrick banished snakes from Ireland, however, evidence suggests that post-glacial Ireland never had any snakes.



By the 7th century, Patrick had become known as the patron saint of Ireland, and St. Patrick's Day was made an official feast day in the 17th century. The day is a public holiday in the Republic of Ireland, Northern Ireland, and in Newfoundland and Labrador.

The Charitable Irish Society of Boston organized the first St. Patrick's Day in North America. The first recorded parade in New York was by Irish soldiers of the British Army in 1766. By 1848 that city's St. Patrick's Day parade had become one of the largest in the world. One of North America's other long-running St. Paddy's Day parades has taken place every year since 1824, in Montreal.

## **Financial Freedom Tip of the Month**

### Assets vs. Doodads: Why the Rich Get Richer and the Middle Class Get Deeper In Debt.

If you look closely at the behavior of the rich vs. the middle class, you see a major difference in their attitudes to spending and debt. Middle class people tend to buy big screen TVs, SUVs, vacations, fashionable clothes and other “doodads”, and go deep into debt to pay for it. But when rich people are still on their way up, they skimp on the doodads and only use debt to invest in assets.



The rich are very much aware that all those expensive doodads immediately start losing value the moment you start paying for them. They're also aware that you keep paying for them long after they've stopped working or you've lost interest in them. The soon-to-be-rich are confident that some day they'll have enough money to waste on stuff like that, so they use today's buying power to create future wealth.

Instead of buying doodads, they borrow money to invest in assets, like companies, investments and rental property—things that generate ongoing income, asset appreciation and tax savings. Best of all, they use the bank's money to do it, so they can leverage a relatively small down payment into ownership of a fairly large asset. Before long, the rich are completely debt-free, while the middle class is drowning in debt!

For more advice on how to use your mortgage to accelerate your wealth, call me today.

## **Holistic Health Tip of the Month**

### Don't just filter your water. Mineralize it.

Most of the water we have access to is safe to drink, but is it healthy? Since some tap and bottled water may contain traces of toxic chemicals, which can lead to a weakened immune system over the long term, many of us choose to filter our drinking water. But some filtering methods can also result in unhealthy water.



Distillation and reverse osmosis remove virtually all minerals from water. It's important to remember that demineralized water like this isn't found in nature and doesn't promote the health of living organisms. Recent scientific evidence suggests that the best drinking water contains a balance of essential minerals. If you're considering buying a home water filtration system, it's best to choose one that selectively removes contaminants while leaving the naturally-occurring minerals in place. Here are the qualities your drinking water should possess:

- Great taste.
- No synthetic chemicals, toxic metals, bacteria, viruses, radioactive substances, chlorine or fluoride.
- Ionized, so it acts as an anti-oxidant.
- Rich in naturally-occurring minerals, especially a healthy level of alkaline minerals like calcium and magnesium.

One of the best ways to get this “ideal” water is with an alkaline water ionizer. This is a filtration system that sits on your counter or is installed under the sink. Check with your local health food store for availability.

**Quiz Question of the Month**

**March Trivia Question**

March is named after:

- a) The planet Mercury
- b) Mars, the god of war
- c) The March hare
- d) Hannibal's March across the Alps and Pyrenees

**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!

**Resource of the Month**

**WARNING HOMEBUYERS!**

**Don't Make Any Offers Until You Protect Yourself With This Important 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 many fall prey to at least one of the many common and costly mistakes, which results in either paying too much for the home they want, or losing their dream home altogether. It's unfortunate, but true.

As your consumer advocate, 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 at 604-575-1843. This offer is only valid while supplies last. Call today!

**Answers to Last Month's Quiz**

Which flowers are the most popular gift on Valentine's Day?

- a) Baby's Breath
- b) Forget-me-nots
- c) Roses
- d) Bachelor Buttons

Answer: c) Roses

**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 Mar 30<sup>th</sup>.

**ANNOUNCING LAST MONTH'S WINNERS!**

Congratulations to **Elva P.** of Surrey for winning February's quiz contest! She has won a FREE dinner at The Vault Restaurant. Enjoy!



**K I D S**

**JOKES**

**O**

*What is out on the lawn all summer and is Irish?*

*Paddy O'Furniture*

**R**

*What do you call a fake stone in Ireland?*

*A sham rock*

**N**

*When is an Irish potato not an Irish potato?*

*When it's a French fry*

**E**

*What does it mean when you find a horseshoe?*

*Some poor horse is going barefoot!*

**R**

*Why do frogs like St. Patrick's Day?*

*Because they're always wearing green*

*Why did the where is green sneakers instead of his red ones?*

*The red ones were in the wash!*