



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

“Just play. Have fun. Enjoy the game.”

~ Michael Jordan

“It's kind of fun to do the impossible.”

~Walt Disney

“I never did a day's work in my life. It was all fun.”

~Thomas A. Edison

Is Your Mortgage Tax Deductible?

Shopping for a mortgage is an intimidating process for most homeowners because, outside of interest rate, most people just don't know what questions to ask. One area that is rarely explored is whether or not their mortgage may be tax deductible, in whole or in part.

In the old days, a tax deductible mortgage in Canada was unheard of. However, the introduction of new “line of credit” products through mortgage brokers has made tax deductible lines of credit almost as popular as traditional mortgages.

The concept of converting a Principal Residence mortgage into to a tax deductible investment line of credit has been approved by the Supreme Court and the Canada Revenue Agency (CRA). As a result, many Canadian homeowners are accelerating their retirement plans using this advanced mortgage strategy.

In order to make mortgage debt tax deductible, it is essential that the homeowner is also an investor of some sort (this is a non-negotiable CRA requirement under the Income Tax Act). However, there are many types of Canadian investors who would benefit from structuring their mortgages with tax efficiency in mind including:

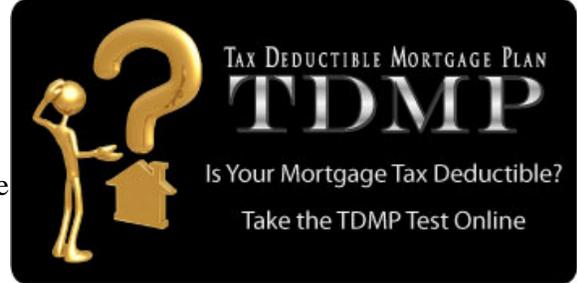
The Entrepreneur: Self employed by definition, entrepreneurs typically enjoy a plethora of tax benefits and write-offs. Whether they have a relatively small home-based business or a more established enterprise, these investors can benefit significantly from a tax efficient mortgage that is set up to cash dam their revenue and expenses.

The Real Estate Investor: Most investors know that when they purchase a second property to rent out, the mortgage will be tax deductible. What they may not realize is that they can use the cash flows from their landlord business to make their own mortgage tax deductible under CRA Cash Damming Rules.

The Market Investor: This is your typical Canadian homeowner. If you are not self-employed, then you likely earn all your income from salary. Highly qualified borrowers with equity in their homes, provable income and good credit, can also convert their mortgage into an investment loan if they are investing in the market (or plan to invest in the market) before they pay off their mortgage.

Not all homeowners are able to take advantage of this strategy, so we strongly recommend seeking the advice of a qualified mortgage broker or financial advisor.

Take the Tax Deductible Mortgage Test at www.ownyourdream.ca and see if you can start investing in your future!



Client News

THANK YOU!

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!

Trevor & Teresa S. of Surrey, B.C., "Moving on up!" (Referred by Jo-Anne Maynes, Re/Max Treeland, Langley, BC)

Dolores S. of New Westminster, B.C., "Congratulations on buying your first home!" (Referred by Lily Sebellin, Assistant)

Zoran S. of Port Coquitlam, B.C. "Almost like new!" (Repeat loyal client)

Sabine L., of South Surrey, B.C. "Beautiful & all mine" (Referred by Kathleen B.)

Dan & Susan Z. of Surrey, B.C. "Almost home free" (Referred by Lily Sebellin)

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?



Happy Birthday to all those May Babies!

Aura	Bethany E.	Wanguer	Jennifer F.	Wahdat	Atifa
Lucy K.	Karen L.	Tracy M.	Anita N.	Andrea R.	Lauren R.
Andrea R.	Lerio	Brenda S.	Cathy V.		

Hope your day is filled with things that mean the most to you!

Seasonal Article of the Month

The origin of Victoria Day.

Originally, Victoria Day was referred to as the Queen's Birthday, a celebration for Queen Victoria who was born on May 24, 1819. Canada started officially celebrating the day in 1845, but it wasn't until 1901 that it became formally known as Victoria Day.

After the death of Queen Victoria, Victoria Day became the official date to celebrate the birthday of Canada's reigning monarchs—even though their real birthdays weren't on May 24th! For instance, Queen Elizabeth's real birthday is April 21st, but Canadians continue to celebrate it on Victoria Day. Today, Victoria Day isn't even celebrated on the 24th. To give us a long weekend, it's now scheduled for the last Monday on or before May 24th.

Victoria Day celebrations usually include fireworks, and in the provincial capitals, there are often 21-gun salutes. Some cities also hold a Victoria Day parade. The largest one has been held every year since 1898, in Victoria, BC.

For most Canadians, Victoria Day marks the beginning of summer. In many areas, it's the date that people make their first trip to the cottage to get things cleaned up and ready for the season. It's also the traditional date that gardeners start planting, since they can be fairly certain there won't be any more frosts until autumn.



Financial Freedom Tip of the Month

What You Need To Know About Disability Insurance.

If you're under 65, you're 60% more likely to become disabled than you are to die. Let's face it, serious illness and accidents do happen, and disability is a leading cause of bankruptcy.

Disability Insurance is a way to protect the financial security of you and your family if you become temporarily or permanently unable to work. This is especially important if you're self-employed or don't have coverage through your employer. Since most employer plans don't replace your full income, many people purchase additional coverage.



Unlike Critical Illness Insurance which provides a lump sum payment right away regardless of what other coverage you may have; disability benefits are paid monthly, there's often a waiting period (for instance, 90 days) before benefits kick in, and benefits can be reduced if you have other income.

Disability insurance premiums vary based on your age, occupation, health, and pre-existing conditions. Premiums rise if you choose higher monthly benefits or a shorter waiting period, or if you specify a wider range of potential disabilities.

Holistic Health Tip of the Month

The Health Benefits of Laughter.

There's a proven way to enjoy better health that doesn't cost a cent—laughter! Here's how laughter promotes physical wellbeing:

- Increases blood flow so it helps prevent heart attacks and other cardiovascular problems.
- Boosts your resistance to disease by decreasing stress hormones and increasing immune cells and antibodies.
- Relieves physical tension so your muscles are more relaxed for up to 45 minutes after a good laugh.
- Temporarily relieves pain and creates a sense of wellbeing by releasing endorphins.



Here are some ways to get more health-giving laughter in your life:

- If all the bad things in your life keep you from laughing, concentrate on some of the good things. Count your blessings and start to realize that life's not so bad. This will begin to cheer you up.
- Now, start to smile once in a while. When you do, other people will smile back. Remember, smiling is the slippery slope to laughing!
- When you hear laughter, move toward it. Find out what's funny and share the laugh.
- Be with fun, playful people who laugh a lot. You can't hear laughter for long without starting to laugh.
- Tell jokes. Ask people to tell you about funny things that happened to them. Be a source of laughter. You'll have more fun and be healthier!

Quiz Question of the Month

May Trivia

There's a traditional children's song that repeats the line "Here we go gathering ____ in May." What's the missing word?

- a) Flowers
- b) Seashells
- c) Apples
- d) Nuts

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!

How do I submit my answer?

To respond with your answer, email us at: gale.tracey@mtgarc.ca or fax **1-866-280-9427** in your answer. The contest deadline is May 31, 2011.

Resource of the Month

Give your home the "Curb Appeal" it deserves with a FREE Landscaping Consultation!

While it is certainly feasible, and perhaps more cost effective, to attempt landscape design on your own, there are many benefits to hiring a professional to design and execute a landscape plan for you. A professional landscaper will convert your landscape into a work of art. Their landscape design and garden design and ideas are directly reflected by your input and vision for the project. They will work with you, incorporating the features you desire within your budget. Options and alternatives will be discussed, including removal of existing plantings and structures, new plantings, irrigation, etc.

If you have an existing landscape which is no longer serving its purpose or just looks "dated," a landscape designer can help you to redesign it, incorporating as much of the existing material as possible, while creating a new environment with fresh landscape ideas and, if you like, a pond design to create a dynamic element into the new garden design. Sometimes a face-lift is all that is needed to restore function and beauty to an area that was once attractive but now lacks luster. A new deck or patio design creates a new invitation to venture outdoors. A fresh new vision loaded with contemporary landscape ideas and concepts can make a world of difference in your front yard curb appeal and your backyard landscaping.

If you're thinking of landscaping your home this Spring or Summer, we strongly recommend that you call **Chris Dubinin**, from **Canadian Colourscapes**, for a free consultation (\$100 value). As a trusted landscaping professional, he'll give you creative ideas for adding "WOW Factor" to your home and a custom-tailored proposal that suits your budget, large or small. Remember, there is no cost or obligation for this valuable service. To book your free landscaping consultation, call **Chris** today at **604-538-6876!**

Answers to Last Month's Quiz

The month of April has two official flowers. Which TWO of the following are both April's flowers?

- a) Daffodil
- b) Daisy
- c) Lily of the Valley
- d) Sweet pea

Answer: b) and d)

ANNOUNCING LAST MONTH'S WINNERS!

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

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Solution

Courtesy of www.puzzlechoice.com