



GALE TRACEY AMP- YOUR MORTGAGE PLANNER FOR LIFE

News To Help You Save Time And Money

THE DREAM HOME MAKER!

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Interest rate differential: what you need to know before breaking your mortgage.

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It's tempting to look at today's historically low mortgage rates and consider breaking out of your mortgage early to get a better rate. Certainly, if your existing rate is significantly higher than today's rates, this might make economic sense. But before you decide, consider what you might have to pay in IRD (Interest Rate Differential).



An IRD is a prepayment penalty charged by a bank when you break out of your mortgage early. When a bank lends money, it borrows those funds from investors and guarantees to pay the investors a certain return over time. If you break out of your mortgage early, the interest the bank was earning is no longer coming in, so it doesn't have enough funds to continue paying investors the agreed-upon rate. To make up the difference, it charges an IRD.

Current interest rates affect how much IRD you pay. If rates are rising—which means the bank can replace your mortgage with one at a higher rate—the IRD is generally lower. And if rates are dropping, the IRD is generally higher. Another consideration is that if you break out of your mortgage to go to a new lender, you usually also have to pay about \$1,000 in legal fees.

The way banks calculate IRDs is complicated and takes into account your existing rate, what current rates are, how big your balance is and how much time is left in your term. Some people feel that if your balance is at least \$250,000 and the difference between your existing rate and the new rate is at least 0.5%, then it makes sense to break out of your mortgage, since the IRD will be lower than the interest you'll save in the future.

However, the only way to know for sure if it makes sense to break your mortgage early is to have an analysis done of your specific situation. Please call me today if you'd like to take advantage of this free service.

Quote of the Month

"Change is the law of life. And those who only look to the past or present are certain to miss the future"

~John F. Kennedy

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"!



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!

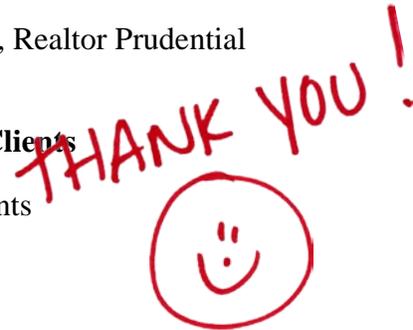
Georgia P., New Westminster, BC – “Plan in Action” – referred by Loyal Client Kurt H. of Langley, BC

Jeff H., Maple Ridge, BC – “Love the steam free mirrors” – referred by Jeff Shapka, Realtor Prudential Sterling Realty

Tammy & Ryan P., Port Coquitlam, BC – “First New Home” – Repeat Loyal Clients

Stan & Lisa, Maple Ridge, BC - “BIG home with music room” – Repeat Loyal Clients

Sue & Kevin C, Surrey, BC - “Bigger home soon!” – Repeat Loyal Clients



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

Squash and Bacon Pasta Casserole

This easy recipe takes advantage of wholesome fall ingredients to create tasty comfort food.

Ingredients

- 2 cups cooked macaroni
- 3 cups butternut squash, peeled, cut into chunks
- 2.75 cups milk
- .25 cup whole grain flour
- 8 oz. grated mozzarella cheese
- 8 slices bacon
- 2 onions, cut into chunks
- 2 cups rye bread, shredded into small chunks
- 2 tbsp melted butter
- Fresh basil, to taste

Directions

- Preheat oven to 425°F. Cook macaroni, set aside.
- Bring squash and 2.5 cups milk to boil in large saucepan. Reduce heat and simmer until squash is tender, about 20 minutes.
- Mix remaining milk with flour, then stir into squash mixture. Bring to boil, stirring regularly. Cook until thickened, about 3 minutes.
- Mix in 6 oz. of cheese until melted, keep mixture warm.
- Cook bacon in large pan until crisp. Crumble and set aside.
- Add onions to pan and cook in bacon grease, stirring occasionally until onions are tender and golden.
- Combine squash mixture, onions, bacon and macaroni in large greased baking dish.
- Mix bread chunks with melted butter and remaining cheese, then sprinkle on top of mixture.
- Bake in oven until top is browned, about 15 minutes. Cool 5 minutes. Sprinkle with basil.



Financial Freedom Tip of the Month

Annual Mortgage Review: How you can benefit from a mortgage tune-up.

Most people have regular checkups for their health, car and investment portfolio. But when's the last time you had a checkup for your mortgage? Your mortgage is likely the biggest financial transaction you'll ever make. It deserves as much—or more!—attention as all those other things.



As your local mortgage professional, I'm happy to offer a no-cost annual mortgage review. It doesn't matter whether you're a current client of mine or not. This free service is offered without obligation of any kind.

Why is an annual mortgage review so important? In a word, "change". Your family may be changing (new additions, kids going to university, retirement approaching), your financial situation may be changing (a raise, job loss, new investment goals, new debts), your plans may be changing (moving, getting married, starting your own business), interest rates are constantly changing, and new mortgages are constantly being introduced with potentially valuable new features. With all this change happening, it definitely makes sense to see if your existing mortgage is still working as hard as it can and providing maximum value.

I'll sit down with you, review your mortgage, total debt picture, investment goals and current plans, then present you with professional advice about mortgage strategies that can help you achieve more while paying less. For more information on this free service, call me today!

Holistic Health Tip of the Month

Winter fitness: How to stay active when it's cold and wet outside.

Just because the temperature's dropping doesn't mean you can't stay fit. Being active in fall is especially important since it helps establish good habits before holiday eating begins. Here are some tips:

6. **Embrace the season.** Smell the crisp air, look at the fall colors, hear the crunch of leaves underfoot. It's a great time to be outdoors, whether it's jogging, walking, biking or in-line skating.
7. **Don't just sit there.** When watching TV, there's nothing stopping you from running on the spot, doing standing lunges, lifting weights or doing sit-ups while you watch.
1. **Get a workout on skates.** Whether you like the challenge of building a backyard sheet of ice or the comfort of an indoor rink, skating is great exercise for the whole family.
2. **Take up an indoor activity.** Consider aerobics, swimming, tap dancing, boxing or shooting hoops.
3. **Keep walking, but do it indoors.** Avoid slippery conditions with an in-home treadmill, indoor walking tracks or the walking club at your local mall.
4. **Make exercise a part of your life.** Park farther away from work, take the stairs or schedule walking meetings.
5. **Stick with it for a month.** It takes about four weeks for the body to adapt to lifestyle changes. You may have to force yourself to keep active at first, but once the first month is finished, things should become a lot easier!



Quiz Question of the Month

November Trivia Question

Sadie Hawkins Day is the first Saturday of November. Traditionally, it's the day when girls can ask boys out. Who was Sadie Hawkins?

- A prominent feminist in the 1930s
- A character in the "Li'l Abner" comic strip
- President of the Women's Temperance Union in the 1800s
- A vaudeville singer known for being "lonesome"

How does this contest work?

The first person to respond with the correct answer will win a FREE Dinner for themselves and another guest couple of their choice!

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 Nov 30th.

Resource of the Month

How happy are you, really? Free  online test results may surprise you!

Answer this question: Are you happy? You might be inclined to answer with a quick "yes" or "no," depending on the day you're having, but if you're anything like me, you may wonder how exactly we should define "happiness." After all, happiness means different things to different people. So, what is happiness and how do you know if you're any happier than the next person?

Fortunately, there is an online resource that can shed some light in this area: **AuthenticHappiness.com**. They have a "General Happiness Questionnaire" that gives you an objective score, indicating your level of personal, authentic happiness. Register for free and you'll have access to a large number of questionnaires which measure various character strengths and aspects of happiness. Your answers to each questionnaire will result in a score, which you can see measured next to people of similar age, sex, education, etc. Your scores will be saved in your Test Center. And if you're feeling different later, you can retake the test.

The site is run by the University of Pennsylvania's Positive Psychology Center, which sounds like a place for optimists if there ever was one. Positive Psychology is "founded on the belief that people want more than an end to suffering. People want to lead meaningful and fulfilling lives, to cultivate what is best within themselves, to enhance their experiences of love, work, and play. Ironically, happiness usually comes when you're not seeking it directly -- it's a byproduct of living a healthy, balanced life dedicated towards helping others in a meaningful way."

Answer to Last Month's Quiz

Which of these Halloween-related holidays is NOT in October?

- All Saints' Day
- Day of the Dead
- All Souls' Day
- All of the above

ANSWER: d) All of the above. They all happen in early November.

ANNOUNCING LAST MONTH'S WINNERS!

Congratulations to **Linda N.** of Langley for winning last month's quiz contest! They have won a won a FREE dinner at the VAULT Restaurant. Enjoy!

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