



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

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

# THE DREAM HOME MAKER!

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## The new mortgage rules and how they affect you.

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### Quote of the Month

*"Our greatest weakness lies in giving up. The most certain way to succeed is always to try just one more time. "*

**- Thomas A. Edison**

Over the past few years, the price of real estate in Canada—especially in Vancouver and Toronto—has risen rapidly. One of the potential causes of these rising prices is foreign investment, especially in those two cities. As a result, many Canadians have been forced to take out much larger mortgages with smaller down payments. This leaves them with monthly payments so high, their financial security would be at risk if interest rates were to rise.



On October 17th, the federal government introduced new mortgage rules to address these concerns. All insured mortgages (where the buyer has a down payment of less than 20% of the home price) are now “stress tested” at a higher interest rate to ensure that the buyer will be able to continue making payments if rates climb. This means buyers will have to qualify for financing at the Bank of Canada’s posted 5-year fixed rate (currently well over 4%) instead of the rate most buyers will actually pay (closer to 2%). According to insurer Genworth Canada, about one third of insured mortgages won’t qualify under this new requirement!

In addition, the government also closed a tax loophole. Now, only Canadian residents can use the principal residence tax exemption which lets them avoid capital gains tax when they sell the home they’re living in. This is intended to reduce some of the foreign investment that’s helping to drive up Canadian real estate prices.

While the new mortgage rules will prevent some Canadian homebuyers from getting in over their head, they also make it much more difficult for people to enter the real estate market. First-time buyers will now have to save larger down payments, wait until their income is higher, or settle for smaller homes.

If these new rules have affected you, please contact me today. I can work with you to develop innovative mortgage strategies that can help keep your dream of home ownership alive!

## Seasonal Article of the Month

### Killer tasty pulled pork recipe

Look how easy it is to create a dish that's even more delicious than restaurants serve!



#### **Ingredients:**

- 1 teaspoon vegetable oil
- 1 cup of your favorite barbecue sauce
- 2 onions, chopped
- 6 cloves garlic, crushed and chopped
- .5 cup chicken broth
- .5 cup apple cider vinegar
- .25 cup brown sugar
- 2 tbsp Dijon mustard
- 1 tbsp chili powder
- 2 tsp thyme
- 4 pound pork shoulder roast
- 8 hamburger buns, cut

#### **Directions:**

Mix first 10 ingredients in slow cooker. Add roast and cover in sauce.

Cover slow cooker and cook on High for 5 to 6 hours, until roast shreds easily with a fork.

Remove roast and shred using two forks.

Return shredded pork to slow cooker and mix with sauce. Cover and cook on Low for 15 minutes.

Spoon pork onto open buns and serve with salad.

## Resource of the Month

[www.weighlessmiracle.com](http://www.weighlessmiracle.com)

**email: [gale.weighlessmiracle@gmail.com](mailto:gale.weighlessmiracle@gmail.com) for information**

**FREE SAMPLES AVAILABLE BY REQUEST!!**

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Phaseolamin  
Chlorogenic Acid

VALENTUS

DARK ITALIAN ROAST ARABICA COFFEE

## Financial Freedom Tip of the Month

### Telling yourself this lie—and believing it—will keep you in debt.

Managing finances isn't easy. All those bills, student loans, credit card payments—not to mention trying to save a down payment for a house or invest for retirement. No wonder we end up telling ourselves, "I'm never going to get ahead." But it turns out, that's one of the most destructive lies you'll ever tell yourself!



When you tell yourself you're never going to get ahead, you give up trying. Why bother saving money when you'll NEVER afford to buy a house? Why bother reducing debt when you'll still have more than you can handle? With a defeatist attitude like that, why bother getting out of bed in the morning?

Instead, tell yourself that you WILL get ahead by taking tiny steps toward your goal every day. Work at paying down the balance on just one credit card. Start setting aside just \$100 a month towards retirement. That may not seem like much, but over time, you'll see results! If mistakes happen along the way, don't beat yourself up. Instead, learn from your financial mistakes so you avoid them next time. And be willing to sacrifice today (by skipping that vacation or new car) in order to build a down payment on a house for tomorrow.

Instead of lying to yourself about how hopeless things are, make this the first day of your secure financial future!

## Holistic Health Tip of the Month

### Weighing the evidence: is soy bad or good for you?

Soybeans are legumes that have been consumed for centuries in East Asia. They can be eaten whole (such as edamame), or as soy milk, tofu, miso or tempeh.

Whole soybeans are a good source of protein and contain important micronutrients, like manganese, potassium, phosphorus, magnesium, iron, calcium, vitamin B6, folate, riboflavin (B2), thiamin (B1) and vitamin K. However, they're also high in Omega-6 polyunsaturated fatty acids which can lead to inflammation. And they're high in phytates that bind minerals and reduce their absorption (however, fermenting soy—as in miso and tempeh—reduces phytates). Most of the soy produced in North America is genetically modified and treated with herbicides.



Already, you can see that soy is BOTH good and bad, depending on how you consume it and what your body needs. Here's more evidence about soy:

- Lowers cholesterol.
- Reduces the risk of prostate cancer in old age.
- Contains isoflavones which increase OR decrease estrogen activity and disrupt the body's normal function.
- Isoflavones can reduce menopause symptoms and the risk of bone loss in elderly women.
- Some studies indicate isoflavones increase the risk of breast cancer.
- Soy-based infant formula may be harmful, due to isoflavones and high levels of manganese and aluminum.
- It's best to avoid soy if you're pregnant, planning to become pregnant or breastfeeding.

As always, before increasing your soy consumption, consult your health professional.

## Quiz Question of the Month November Trivia Question

Black Friday—the fourth Friday in November—is a huge day for retail sales in the US and several other countries. Why is it referred to as “black”?

- a) It’s at a very dark time of year.
- b) Requires a “black belt” in shopping.
- c) It’s such a bad day for crowds and traffic jams.
- d) Retailers impose a “blackout” on sale prices until

### 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

### 12 dirty little secrets credit card companies don't want you to know.

Those credit card offers just keep coming. Seems there's hardly a day goes by that your mailbox is not stuffed with some new bank offering some new credit card. But there's a danger lurking for you also, one you may already be painfully aware of. Overuse of credit cards is crippling the spending power of millions of Canadians.

Credit cards have secret traps designed to keep you in debt that is difficult to pay off. The main objective of credit card companies is for you to carry the largest balance you can possibly repay. Trying to avoid these credit card traps is tricky because credit card companies engineer their terms to keep you in debt for as long as possible.

Credit card companies can get very creative with fees and interest rates and that's where you can get into financial trouble. To avoid this from happening to you, we've prepared a new consumer awareness guide called *“Dirty Dozen: 12 Dirty Little Secrets Your Credit Card Company Doesn't Want You to Know.”* This is a **MUST READ** for anyone who uses a credit card – especially if you have a revolving balance of over \$10,000.

To claim your free copy of this informative guide, call me today at **604-575-1843**. Supplies are extremely limited. Offer valid while supplies last.

## Answer to Last Month's Quiz

One of the scary animals associated with Halloween is also the only mammal that's capable of true flight. Which animal is it?

- a) Vulture
- b) Bat
- c) Squirrel
- d) Owl

ANSWER: b) Bat

### How do I submit my answer?

To respond with your answer, email me at: [gale.tracey@mtgarc.ca](mailto:gale.tracey@mtgarc.ca). The contest deadline is Nov 30.

## ANNOUNCING LAST MONTH'S WINNERS!

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

## K I D S

O

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N

E

R

### Remembrance Day Word Scramble

Unscramble the jumbled words below, all of which are used in Dr John McCrae's poem from 1915, "In Flanders Fields".

- 1. leesp      \_\_\_\_\_
- 2. oef        \_\_\_\_\_
- 3. utesns    \_\_\_\_\_
- 4. sppipoe   \_\_\_\_\_
- 5. srcsoes   \_\_\_\_\_
- 6. atifh      \_\_\_\_\_
- 7. vleod     \_\_\_\_\_
- 8. nwad      \_\_\_\_\_
- 9. ighh      \_\_\_\_\_
- 10. lkars     \_\_\_\_\_
- 11. relaybv   \_\_\_\_\_
- 12. ilsefd    \_\_\_\_\_
- 13. rnefalds \_\_\_\_\_

