



GALE TRACEY AMP- YOUR MORTGAGE PLANNER FOR LIFE

News To Help You Save Time And Money

THE DREAM HOME MAKER!

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Quote of the Month

"A creative man is motivated by the desire to achieve, not by the desire to beat others."

- Ayn Rand



Stupid Tax: Why buy new when you can buy used and save the difference?

We all end up paying plenty of taxes. But there's one very expensive tax that's easy to avoid: the Stupid Tax. Simply put, the Stupid Tax is the extra amount you spend every time you buy something new rather than used.

The principle behind the Stupid Tax is depreciation. As soon as you buy something new, it begins to depreciate in value. By far the largest chunk of that depreciation happens immediately after the purchase. If on the other

hand, you decide to buy that same product used—even if it's only a few weeks or months old—the price is dramatically lower because the original owner has already paid for the depreciation.

Depreciation applies to many of the most expensive things we buy, like cars, big screen TVs, exercise equipment, appliances, timeshare vacation properties, etc. You can buy any of these things used, in like-new condition at a HUGE discount off the original new price. For instance, a new car loses 20% to 30% of its value the moment it rolls off the dealer's lot. In one example, a new car cost \$20,000, but the same model of car purchased used with just five years on the clock only cost \$10,000. When you factor in the total cost of ownership over the five years after purchase (including financing, operating costs, insurance, etc.), the new car cost \$32,388 while the used car only cost \$18,390 (source: edmunds.com).

Obviously, buying used is a great way to avoid paying the Stupid Tax. But an even smarter way is to make investments that appreciate, rather than purchases that depreciate. For example, if you take all the money you save by buying used and invest it in a revenue property, not only will that property appreciate over time, it will also earn you monthly rent. If you'd like some tips on how to use your existing mortgage to help you purchase a revenue property, call 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 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

“PLEASE DON'T KEEP ME A SECRET!” *The next time you are in a conversation with a friend, family member or neighbor 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)*



I also wanted to take this opportunity to thank all our valued clients who continue to refer their family, friends and co-workers.

Thank you for your referrals!

Seasonal Article of the Month

KILLER-Tasty Pumpkin Pie Recipe

What makes this pumpkin pie totally irresistible is the butter crunch crust! Makes one large pie or two nine inch pies.

Butter Crunch Crust

- Mix in a bowl:
 - 1/2 cup chopped pecans
 - 1/4 cup brown sugar
 - 1/2 cup all-purpose flour
- Then mix in:
 - 1/4 cup melted butter
- Press evenly into pie plate.

Pumpkin Filling

- Mix dry ingredients in a bowl:
 - 3 tbsp flour
 - 2 cups sugar
 - 2 tsp ginger
 - 2 tsp cinnamon
 - 1 tsp nutmeg
 - 1 tsp mace
 - 1/2 tsp salt
- Mix wet ingredients in a separate bowl:
 - 3 cups pureed pumpkin (fresh is best!)
 - 3 beaten eggs
 - 1/2 cup milk
- Combine wet and dry ingredients and mix.
- Pour into uncooked butter crunch crust and bake at 325 for about 60 minutes. Test with knife to see if done.
- Let cool, then serve with whipped cream!



Financial Freedom Tip of the Month

3 Critical questions to ask your financial advisor.

With the volatility in today's markets and the huge number of choices available in equities and mutual funds, it's almost impossible for us to securely and profitably manage our own investments. But choosing the right financial advisor isn't easy either. Here are three questions to help you make the right choice.



1. **What's your experience / qualifications?** Look for someone who's been around long enough to have seen both ups and downs in the market. Insist on education and experience in actual planning, not just sales. A safe bet is someone with the Certified Financial Planner (CFP) designation.
2. **What's your investing philosophy?** Look for someone who believes in diversification, is sensitive to your risk tolerance, and invests for the long term. A good advisor should be willing to educate you about the process and help you understand the reasoning behind the various choices.
3. **How are you paid?** Most advisors earn their living either from commissions paid by fund companies or from fees paid by you. The downside of commission-based advisors is that their recommendations may not be totally unbiased. But paying a fee for each transaction can be more expensive over the long term.

If you'd like help choosing a financial advisor, I can recommend one of my trusted local contacts who'd be happy to provide a complimentary analysis of your investment needs.

Holistic Health Tip of the Month

The new super-fat: macadamia nut oil.

Many people have already increased their consumption of olive oil, flaxseed oil and fish like salmon. They know that the healthy fats in foods like these help reduce cholesterol, inflammation and the risk of heart disease. But there's another oil that's now considered a super-fat because of all the additional benefits it provides. Here are some reasons to add macadamia nut oil to your diet:

- **The highest level of monounsaturated fat**, which is the fat that reduces cholesterol levels and the risk of heart attack and stroke. Macadamia nut oil has 11 grams of monounsaturated fat per tablespoon versus 9.8 grams in olive oil.
- **Zero trans fat and less polyunsaturated fat** than olive oil. While macadamia nut oil has the same number of calories as extra virgin olive oil, it only has 0.3 grams of polyunsaturated fat per tablespoon versus 1.4 grams in olive oil.
- **High levels of oleic acid**, which also reduces cholesterol, as well as boosting memory and testosterone levels.
- **Allows for higher-temperature cooking** than olive oil. Many healthy oils lose much of their goodness when used in frying. Macadamia nut oil retains its benefits at much higher temperatures.
- **Tastes better** on salads. Macadamia nut oil has a delicious nutty flavour!



You'll find macadamia nut oil at most health food stores and organic supermarkets.

Question of the Month

Halloween Trivia Question

Which of these movie stars was NOT born on Halloween, October 31st?

- a) Shia LaBeouf
- b) John Candy
- c) Willow Smith
- d) Michael Landon



Answer to Last Month's Quiz

In most of North America, school starts in September. When does the school year start in Australia?

- a) September
- b) May 1st
- c) Late January (or early February)
- d) Late October (or early November)

ANSWER: c) Late January (or early February)

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

Got SCARY



credit card debt?

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.

How do I submit my answer?

To respond with your answer, email me at: gale.tracey@mtgarc.ca. The contest deadline is Oct 31st.

ANNOUNCING LAST MONTH'S WINNERS!

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

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- ACROSS**
- 2. Halloween's month
 - 4. She rides a broom
 - 7. Blind animal that flies at night
 - 8. Haunted houses are _____
 - 10. What monsters do to you
 - 12. What ghosts say
 - 13. The moon comes out at _____
- DOWN**
- 1. What we wear on Halloween
 - 3. Bird with big eyes that comes out at night
 - 5. This puzzle is about what holiday
 - 6. What people give you to eat on Halloween
 - 9. The sound an owl makes
 - 11. An animal that says meow

- Answers:
- BAT
 - BOO
 - CANDY
 - CAT
 - COSTUMES
 - HALLOWEEN
 - HOOT
 - NIGHT
 - OCTOBER
 - OWL
 - SCARE
 - SPOOKY
 - WITCH