



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

"Failures serve as a great motivator for you to do better next time. "

- Ryan Cooper

Ways to avoid student loan debt.

As you make plans for your children’s post-secondary education, keep in mind that the average student’s debt is currently almost \$30,000, and it’ll be even higher by the time your kids graduate! The truth is most young people—and often their parents—can’t afford that kind of debt, so it ends up damaging their credit rating and ability to buy a house and raise a family.



The best way to prevent such problems is to avoid massive student debt in the first place. Here are some suggestions:

- **Think return on investment.** Choose a program you like, but also focus on what the job prospects are and how much they pay. An expensive degree doesn’t make sense if you end up earning minimum wage.
- **Avoid non-government student loans.** Even government loans can lead to major debt problems. But when you get into private loans, the interest rates are usually much higher and there’s less repayment flexibility.
- **Apply for every scholarship and grant you find.** Even if your marks weren’t fabulous and your parents aren’t poor, you may still qualify for aid. Some scholarships are based on volunteerism, community of interest, non-academic skills, etc. Talk to a guidance counselor or financial aid office—and do lots of research.
- **Find a school that’s looking for someone like you.** Each school has its own selection criteria, based on student talents, interests, background, needs, etc. Finding the one school that really wants you can result in reduced fees, scholarships and other perks. But be sure to discuss all this with the school before you enroll—that puts you in a much stronger negotiating position!
- **Smart mortgage strategies.** You can also use your mortgage to help fund education. You can free up money for your yearly RESP contribution by taking advantage of many mortgage lenders’ “skip a payment” feature. Or when the time comes, you can do an equity take out to cover tuition fees so you end up paying affordable mortgage rates instead of expensive consumer loan rates.

Bottom line: make student loans your absolute last resort, even if that means working for a year before going to school, or taking a part-time job while you’re learning. If you’d like to discuss other strategies for avoiding student loan debt, we can introduce you to one of our local financial planning partners. Call me today!

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!

Kathy and Guy W, Holland Landing, ON – “Getting Our Ducks in a Row!!” –Loyal Family Referral
Emmanuel and Sheilah, Port Coquitlam, BC – “Goodbye Condo!” – Referred by - Audrey Olin, Realtor, Re/Max Sabre Realty, Port Coquitlam

Ryan R, White Rock, BC – “Seaside Retreat!!” Referred by – Loyal Client Rod R, South Surrey, BC
Kathleen B, White Rock – “Perfect Timing!” – Repeat Loyal Client

Cyrille & Hien, D, Burnaby, BC – “Planning for Retirement!” – Repeat Loyal Clients

Silvia and Jana, Maple Ridge, BC – “Proud to be in Canada!” – Referred by Llawrey Godin, Realtor, Re/Max Sabre Realty, Port Coquitlam

Athol and Erin W, Half Moon, BC – “Our Dream Home!” – Repeat Loyal Clients

Dave & Carol M, Abbotsford, BC – “Setting Down Roots.” – Loyal Friend Referral

Ryan and Krista T, - “Finishing Touches and Lower Rate!” – 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

A few laughs about the first day of school.

Written on blackboard in the detention room:

“I will not yell in class. I will not throw things in class. I will not have a temper tantrum. I will always be good. Because I am the teacher, I am the teacher, I am the teacher ...”

Teacher: “Sally, can you tell the class what you did on your summer vacation?”

Sally: “You mean you haven't been following me on Twitter all summer?”

Mom: “How did you find school today?”

Kid: “I just got off the bus and there it was!”

Little brother to big sister as they walk to school: “Is it just me, or did Mom seem a little too happy about the first day of school?”

Sign in front of high school: “First day of school. Resistance is futile.”

“If there were no schools to take the children away from home part of the time, the insane asylums would be filled with mothers.” Edgar W. Howe

The first day of school is the day when the countdown to the LAST day of school begins.

Dad: “What did you learn today on your first day of classes?”

Kid: “Not enough, I guess. My teacher said I have to go back tomorrow.”



Financial Freedom Tip of the Month

Retirement or funding education: which comes first?

That's one of the toughest questions most parents will ever face. Basically, you're asking yourself, "What's more important? A secure retirement or my children's future?" Most financial experts recommend making the decision based on reason rather than emotion.

Let's face it, when you're retired you're not earning a salary and you may not have much pension income. So if you want to continue providing for yourself and your partner as you age, it's essential to start saving for your retirement as soon as possible. Therefore, saving for retirement is a necessity.



While education is extremely important, there are other ways for your kids to pay for it rather than relying on their parents. They can try scholarships, grants, part-time jobs, etc. (see page 1). Therefore, funding your kids' education is a bonus, not a necessity.

Some parents impoverish themselves by funneling all their savings into education and even dipping into retirement plans. What you should do instead is make sure you're setting aside 15% of your income for retirement. Then allocate anything above that into education savings plans for your kids.

Remember, only by taking care of yourself first will you be able to take care of those you love. If you need help deciding how to allocate limited resources, we can introduce you to one of our local financial planning partners.

Holistic Health Tip of the Month

Health benefits of bone marrow.

In many countries, bone marrow is considered a delicacy. In North America, we think of it as gross. But before European contact, the first peoples of North America relied on bone marrow as an essential part of their diet.

Bone marrow is the fatty, jelly-like substance found in the core of bones. It's extremely nutrient rich, but you have to be careful where you get it. Since toxins are stored in the fatty areas of bones, the marrow from industrially-raised animals should be avoided. Instead, look for bones from grass-fed, organic cattle, poultry, lamb, pigs, bison, etc.



Here are some of the benefits of bone marrow:

- Contains omega-3, lipids and glycine. These essential fatty acids and amino acids promote cell repair, immunity, healing and brain function (memory, sleep, mood, perception and comprehension).
- Improves functioning of the cardiovascular and renal systems, stimulates hormonal secretion and sexual function, helps prevent anemia, and reduces chronic fatigue.
- Contains important micro-elements like calcium, iron, phosphorous, zinc, selenium, magnesium, manganese, as well as Vitamin A. These elements are already in the proper condition and concentration for the body, so they're readily absorbed. Since pregnant women require higher amounts of minerals and vitamins, bone marrow is an excellent prenatal supplement.

To learn more about the benefits of bone marrow, consult your health professional or natural food store.

Quiz Question of the Month

Back to School Trivia Question

What's the term for the fear of going to school?

- a) Pteromerhanophobia
- b) Trypanophobia
- c) Didaskaleinophobia
- d) Agoraphobia

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

Here's how you can SAVE \$500 off your closing costs when buying or refinancing your home.



As my valued subscriber, I'd like to offer you an opportunity to save \$500 off your closing costs with your next home purchase or refinance. Simply present this article at the time of your Mortgage Application and save up to \$500 off your closing costs (with a loan amount of \$250,000 or higher). Eligible closing costs include home appraisal, home inspection, legal fees and moving services.

You might be thinking that we charge higher interest rates or fees to offset this steep discount. Actually, that's not the case. You see, most lenders spend a ton of money on advertising. WE DON'T. As your trusted mortgage advisor, we rely primarily on word-of-mouth from our happy clients, and as a result, we can afford to extend special discounts like this without compromising our first class service or competitive rates.

For a free, no obligation consultation, call me today at **604-575-1843**. This offer is valid until **Dec 31, 2015**.

Answer to Last Month's Quiz

The birthstone for the month of August is peridot. This gemstone almost always appears in various tints and intensities of:

- a) Green
- b) Red
- c) Black
- d) White

ANSWER: a) Green

How do I submit my answer?

To respond with your answer, email me at: gale.tracey@mtgarc.ca. The contest deadline is Sep 30.

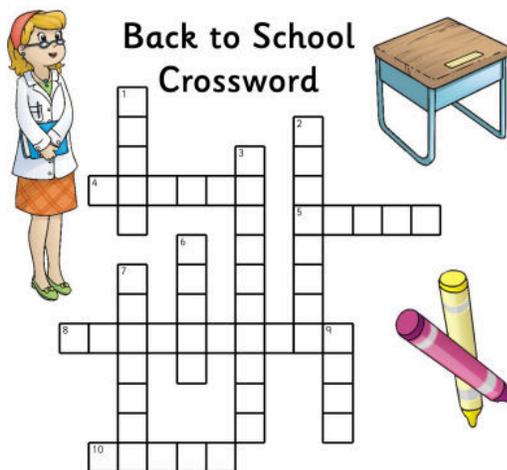
ANNOUNCING LAST MONTH'S WINNERS!

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

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Back to School Crossword



Across

- 4. Do you need to sharpen yours?
- 5. Write or draw on this.
- 8. You write on this with chalk.
- 10. Please _____ your name on your work.

Down

- 1. Draw straight lines with this.
- 2. It has a keyboard and a screen.
- 3. Where you go to play at break (recess)
- 6. Read these at home or school.
- 7. They help you learn new things.
- 9. The teacher sits here.