

Home & Mortgage

Issue #1 Sept 2008

Adding Value to Your Life with News, Tips & Entertainment



Darren Popoff
Mortgage Specialist

The Mortgage Centre
Elder Mortgage
P: 604.818.9262
F: 604.531.7066

dpopoff@mortgagebydarren.com

www.MortgageByDarren.com



Leslie Coutts
Real Estate Agent

Remax Treeland Realty
P: 604.202.0697
W: 604.533.3491
lesliecoutts@remax.net

www.LeslieCoutts.com



In This Issue

Funding Your Child's Education.	1
How to Lower Your Gas Bill	2
From the Brink of Brankruptcy	3
Three Causes of Disease	3
Quiz of the Month	4
Resource of the Month	4
Free Info Request Form	5

Quote of the Month

"Defeat is not the worst of failures. Not to have tried is the true failure."

~ George Woodberry



College Fund

How will your child escape student loans?

Since it's back to school month, I thought it would be timely to talk about your kid's college fund. According to MoneySense magazine, experts forecast that the cost of a four-year university education in Canada, including tuition and accommodation, will run upwards of \$100,000 by the time today's toddlers graduate from high school.

Continued on page 2



"For today's toddlers, 4 years of University education, including accommodation, may cost as much as \$100,000"

Financial Freedom Tip

6 ways to lower your gas bill



Here are some tips to help make fueling your vehicle less painful.

- 1) **Choose "regular" gasoline.** Most cars don't require more expensive "premium" gas. Check your owner's manual.
- 2) **Fill up at the station with the lowest price.** Today's gasolines provide very similar performance. While brand-name gas can be more expensive than "no name" brands, there really isn't much difference
- 3) **Slow down.** Try not to waste fuel by driving at high speeds, making fast starts, and changing speed constantly because you're darting in and out of lanes.
- 4) **Reduce air conditioner use.** Turn off the A/C whenever possible, and open windows or use flow-through ventilation.
- 5) **Avoid idling.** Your engine doesn't usually need to be warmed up. And turn it off if you're stopping for more than a minute.
- 6) **Maintain your vehicle.** Make sure your air filter is clean, keep tires properly inflated and get your wheel alignment checked.

(Continued)

But if you start planning while your kids are young, the costs can still be affordable. Plus, you'll save them from being burdened with thousands of dollars in student loan debt! Here are some ways to start.

A **Registered Education Savings Plan (RESP)** is an excellent place to start. You can contribute up to \$4,000 a year per child, to a lifetime maximum of \$42,000. You don't get a tax break for the money you put in, but the funds grow tax-free. Since withdrawals belong to the student, they're also effectively tax-free since any tax owing is offset by the student's education credit and personal tax credit.

There are two types of RESPs: self-directed and group plans. Group plans are pooled investments that involve regular monthly payments to a company that manages your funds and guarantees your principal. But self-directed RESPs are generally considered to be a better investment because they offer greater flexibility and lower fees. They're available at most Canadian financial institutions, and you can choose to invest in mutual funds, stocks, bonds or GICs.

The best thing about an RESP is that it qualifies for the Canada Education Savings Grant that gives you 20¢ for every dollar you contribute up to \$2,000 a year per child. So even if your investments perform badly, **you're guaranteed a 20% return on your first \$2,000 per year!**

Your mortgage can also help fund your child's 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. For more tips on how to use your mortgage strategically, or for a list of our recommended RESP providers, call us today at 604-818-9262.

Prime Rate is

4.75% (09/13/08)





Success Story of the Month From the Brink of Bankruptcy...

This is a story about a family that is not so unfamiliar to a lot of us. The primary bread winner had been injured and unable to work for about two years. Initially they managed to survive, by robbing Peter to pay Paul, but eventually that no longer worked and they found themselves in arrears with most of their creditors and doing major damage to their credit history. Not having many options left open to them, they thought that refinancing their home might be a viable solution.

"Bankruptcy was not an option this couple wanted to take, but having been to numerous other lenders and having heard the word repeated to them again and again they were trying to come to grips with the decision they were facing."

Unfortunately they found that many of the typical lenders that they approached were not willing to work with them towards a favourable solution to their financial situation. The "bankruptcy" word kept creeping into more and more of the conversations as their only solution. Bankruptcy was not an option this couple wanted to take, but having been to numerous other lenders and having heard the word repeated to them again and again they were trying to come to grips with the decision they were facing.

It may have been out of desperation or perhaps a strike of good luck, but whatever the case, they decided to contact us as a last ditch effort.

After our initial conversation, we knew that we needed to help this family get back on their feet, caught up on their bills and sleeping at night. We managed to secure a lender that would refinance their property, arranged to pay off their outstanding bills, obtained some extra cash, and we also arranged for them to qualify for a prepaid Visa card. In doing this, our clients were able to keep their home and retain the equity that they had built in their property. Securing a Visa gave them the opportunity to rebuild their credit. We can't tell you how gratifying it is to have the privilege of serving our clients and providing peace of mind and financial security for their future.

Holistic Health Tip of the Month

How to avoid the three primary causes of disease.

According to some holistic health experts, there are three main causes for most illnesses and disease. Here's how to help avoid them so you can stay healthy.

Toxins. Our air, food, water and environment are full of toxins that end up in our bodies. To help reduce your toxin load, drink pure filtered water; eat organic fruits, vegetables and meats; install a filter on your shower and bath; reduce unnecessary prescription drug use; get a room air filter; and do a regular herbal cleanse.



Nutritional Deficiencies. Today's processed food contains dramatically reduced vitamins and minerals. The best way to regain these nutrients is by drinking pure organic fruit and vegetable juice, and taking whole food supplements, such as chlorella, spirulina, hydrilla, bee pollen and royal jelly.

Stress. Stress is one of the major factors suppressing your immune system. Fortunately, there are many effective ways to reduce stress, such as walking, meditation, yoga, breathing exercises, laughter, drinking less caffeine and journaling.

(These tips are not for everybody and should not be taken as specific recommendations).



This Months Prize is a \$50 Gift Card :
Choose From Starbucks, The Cactus Club or The Keg

Quiz Question of the Month

What's the average amount of student loan debt accumulated by Canadian students?

- a) \$10,274
- b) \$24,047
- c) \$51,871
- d) \$65,568

How does this contest work?

The first person to respond with the correct answer will win a FREE Gift Cards of their choice!

How do I submit my answer?

To respond with your answer, email us: dpopoff@mortgagebydarren.com or fax (604.531.7066) in your answer with the enclosed "Free Info" request form. The contest deadline is 10/15/2008.

Resource of the Month

★ 11 Important Questions to Ask Before You Go Mortgage Shopping!

Finding the right mortgage means looking at more than just the interest rate. You also need to take a close look at all the terms of the mortgage program. With more than 200 mortgage products available from scores of different lenders at any one time, it can be downright confusing to say the least. By asking the right questions, you can have a better understanding of the process and be certain that you are getting the product that best fits your needs and circumstances.

The first step, before you seek advice from a mortgage consultant, is to get clear about your goals and objectives. Your personal situation will determine the best kind of loan for you. By asking yourself a few questions, you can help narrow your search among the many options available and discover which loan suits you best.

- Do you expect your finances to change over the next few years?
- Are you planning to live in this home for a long period of time?
- Are you comfortable with the idea of a changing mortgage payment amount?
- Do you wish to be free of mortgage debt as your children approach college age or as you prepare for retirement?



As an additional resource, I've put together a special **Consumer Guide** for you titled, "**11 Questions to Ask Before Mortgage Shopping!**" To request your free copy, call me today at 604.818.9262 or visit my website at www.MortgagebyDarren.com and click on Free Reports.

Free Info Request Form

As you can see, we've got a growing selection of free reports that are jam-packed with valuable tips and proven strategies to help you and your friends and family avoid costly financial pitfalls. If you'd like us to rush you one or more of these free reports, please fill out the reply form below and submit it by fax: 604.531.7066 or snail mail it to: 15396 34th Ave, Surrey BC V3S 0K6.

Have you gained value from this newsletter? If so, we want to invite you to "pay it forward" by giving the **GIFT of a FREE SUBSCRIPTION** to your friends, co-workers, relatives, business acquaintances, etc. Simply fill out the info on the "Subscribe-a-Friend" form at the bottom of this page, and we'll send them a free subscription. As a courtesy to you, we'll also enclose a special note along with their first issue telling them that you asked us to surprise them with this free gift. And of course they can contact us any time if they'd like to cancel. If you've been enjoying our newsletter, this is your hassle free opportunity to share it with the people you care about - for FREE!

"Do You Have All the Information You Need To Make An Informed Decision About Buying, Selling, or Refinancing Your Home?"

YES! Please send the FREE Report(s) I've selected below: To Get Your Free Copy of Any Of These Reports Simply visit www.MortgagebyDarren.com or Check Off The Ones You Want On This Form And Mail/Fax It In!

Choose from:

- "9 Secrets to Make Your Home Reno Pay for Itself!"
- "8 Closing Cost to Be Aware of When Buying a Home"
- "27 Home Selling Mistakes and How To Avoid Them"

YES! I'd like your trusted advice about: _____ Getting a Mortgage _____ Refinancing _____ Selling/Buying

Your Contact Information:

First Name _____ Last Name _____ Best time to contact _____

Address _____

City _____ Province _____ Postal Code _____

Phone _____ Fax _____ Email _____

Don't forget to send in your Quiz answer to win a \$50 Gift Card! Submit Answer by fax, mail or email.

My answer for the Client Quiz of the Month is: _____

Subscribe-A-Friend Request Form

YES! Please give the following people a **FREE** subscription to your monthly newsletter. I understand you'll enclose a special note informing them that I asked you to surprise them with this free gift, and that all they have to do is contact you if they wish to cancel.

Full Name _____ Address _____

City _____ Province _____ Postal Code _____

Full Name _____ Address _____

City _____ Province _____ Postal Code _____

Remember to submit your Quiz answers to win a FREE Gift Card!