

Greetings All and welcome to 2007,

Well the new year has passed very quickly with the next event being Easter, with hopefully a few days off and for those that have children Term 1 over already and school holidays here again!

Pride Mortgage Services moved forward at the end of 2006 with the launch of its website www.pridemortgageservices.com.au. I hope by now that you have had a browse through the various headings of Mortgages, Insurance & Investment. If you haven't, I invite you to take a browse, and let me know your comments. I take them seriously and I am looking always at ways to continually improve my business.

With the introduction of the website I will now also provide a newsletter by email on a monthly basis. For those that I have your email address, hopefully you would have received my email back in February, with eight simple steps to save you thousands off your mortgage, together with a budgeting worksheet. For those that I don't have an email address for, and that you would like a copy, please call/email me and I will forward it to you in hard copy.

On that note if your contact details have changed, whether phone numbers, email addresses etc. why not send me the updated details so you can always be kept up to date, with latest Lender specials, hot news etc.

I would like to introduce you to Mrs Lisa Stevens. Lisa joined me in February, in an administrative support role. Her role is to help me in the day to day tracking of loans, and back end of the office. At this stage Lisa will be in the office two days a week. If you happen to call, Lisa may answer the phone, please introduce yourself to her, she may be able to help you with the tracking of your loan.



General Insurance

Pride Mortgage Services is now able to offer you general insurance through CGU insurance. I have attached a brochure for your information. Next time you have an insurance policy due, give them a call and check out their premiums.

Current Lender Specials

3 year fixed rate at 7.18% (CRS 7.9%)*

5 year fixed rate at 6.99% (CRS 7.7%)*

Lo Doc loan to 80% - Variable 7.73% (CRS 7.76%)*

Several lenders not requiring genuine savings

No-Doc loans to 70%

* The CRS is based on borrowings of \$300,000 over 30 years

I am really looking forward to an exciting 2007, working with you to achieve your goals. If you have any questions or would like to arrange a 'Mortgage Health Check', please give me a call anytime. If you have any family or friends that can benefit from my services, please ask them to give me a call.

Kind Regards,

Pauline Sultana

NOTE: I will be on annual leave on Wednesday 11th April, 2007, returning to the office on Monday 23rd April, 2007. Lisa will be looking after current files during this time, if you have any questions please call her direct on 0409367173. If you are wanting to borrow additional money/or have a home loan re-structure, please call me now!

TESTIMONIALS

Using Pride Mortgage Services for my financial needs was a hassle and stress free experience. I found Pauline to be very friendly and knowledgeable of the different products available, to best suit my needs. Pauline was very prompt in passing on the progress of my refinance application. Along with her co-ordination with the other parties involved in my situation, Pauline was able to forecast a time line and inform me every step of the way. Thank you Pauline and Pride Mortgage Services.

Christopher Luca

My husband and I are in a situation where we thought that we would never own our own home. My husband is unable to work due to his health and I work part-time and care for him and our 2 children. My mother suggested I call Pauline saying that if anyone can get you a home loan - she can. I rang Pauline and to my amazement, she got us a loan. We are just about to move in to our new house. I have and would recommend Pauline & Pride Mortgage Services to anybody. The service has been great. Even though I have never met Pauline, I feel like she is a friend.

Greg & Sharon Freebody, Taree



Australian Mortgage Awards

'Brokerage Of The Year' 2004
'Independent Operation Of The Year' 2002
Pride Mortgage Services is part of the Choice Group

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