

To All Our Valued Clients,

I would usually start the Summer newsletter with a big 'Happy New Year', but in light of the floods around our wide land, it has not been a very happy start to 2011. It's been devastating to watch the effects of this natural disaster unfold but all Australians are united in support of all those communities in the midst of the tragedy.

It has been good to see some of the big banks stand up and pledge money and resources to the recovery effort, as well as making donation points available online, over the phone and in branches. So if you would like to donate and have not yet done so, you may be able to donate directly from your online banking.

Watching from afar, I've wondered how easily these families will be able to get their lives back on track. As an authorised representative of ALI, I'm aware that even people with good home and contents policies are often under-insured. I'm hoping that everyone can band together and rebuild these towns quickly so those affected can start moving forward.

It's hard to talk about anything else with coverage of the floods and the clean-up engulfing all of our media, and the enormity of it makes everything else seem a little insignificant. Hopefully this year will be a year to recognise and appreciate what we have and the people in our lives. Please take care.

Until next time... Pauline.

Investment Seminar: With our good friends at S&K Accounting Solutions and some of our networking partners in Real Estate, we will be holding a series of Investment Seminars this year, the first one in March. Please email or call us to register your interest and come along for a comprehensive introduction to property investing.

REFERRAL COMPETITION

For the first quarter of the year we are running a referral competition! The client who refers the most new clients to Pride Mortgage Services until the end of March will receive a \$100 gift voucher to a store of your choice.

If you do refer a friend, colleague, family member etc. during this period, you are required to disclose to them that you have a chance of winning the voucher. The winner will be published in our Autumn newsletter in April.

A NEW YEAR, A NEW YEAR'S RESOLUTION

Of course, going hand-in-hand with a New Year is a brand new set of New Year's Resolutions. The top 10 Resolutions for 2011 (according to 2011resolutions.org) looked a little different than the previous few. A little more home focus and a little less work focus, I think. Which can only be a good thing.

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| 1. Lose weight | 6. Learn something new |
| 2. Get organised | 7. Quit smoking |
| 3. Fix finances – reduce debt, spend less, save more | 8. Helping others achieve their dreams (this is on our list every year ;) |
| 4. Enjoy life to the fullest | 9. Fall in love |
| 5. Getting/ staying fit and healthy | 10. Spend more time with family |

Sitting at number 3 is to take care of your finances, which shows it's a concern most of us have. I think this is one of those resolutions that makes the list every year because it's rarely ever taken care of properly. But if you let us help you, maybe you can strike that off the list for good.

Imagine not having to worry about your credit cards or your retirement or super fund, because you know it's taken care of. Could be easier than you think. Call us now.

So start spreading the word. Is your family member struggling with too much credit card debt and could consolidate and save themselves hundreds of dollars a month in repayments? Is there someone at work who has been talking about investing for ages but has never known how to approach it? Do you know a First Home Buyer who doesn't know where to start? Send them to us so we can help them sort out their finances or maybe purchase their dream home! [For a reminder of our services see "At Pride Mortgage Services we" on the reverse page.]

TESTIMONIAL

"Thank you Pauline and Pride Mortgage Services. Your service was truly exceptional. Often we'd find out important information regarding our house and settlement from Pauline before the solicitors could contact us. Thank you for going out of your way to help us buy our first home. The service after the purchase has been just as strong. We would recommend Pauline and Pride Mortgage Services to anyone interested in purchasing a house."

- C.B. and T. H. from Kallangur, QLD



ANYONE CAN TAKE ADVANTAGE OF THE NSW GOVERNMENT'S STAMP DUTY EXEMPTIONS

Stamp duty on land up to \$400,000 or new home and land packages or off the plan units or townhouses up to \$600,000 has been waived for all purchasers in NSW, not just First Home Buyers – if construction has started on or after July 1 2010. If the construction has started prior to then you are eligible for a stamp duty reduction of 25%.

This could save you up to \$22,490 if you choose to build your home or buy a newly constructed home rather than an established property. There are also bargains being offered by builders. Construction approvals were down 9.9% nationally (13.4% in NSW) last year and builders are feeling the pinch. Many builders are offering specials on standard constructions as well as their inclusions and optional extras.

Thinking of upgrading or want to save the stamp duty on your next investment property (as well as reap the tax benefits of depreciation)? Perhaps you should look into building. Call us to see how much you can borrow and what options you have.

Good time for First Home Buyers to snap up a bargain!

First Home Buyers have been scared out of the market by rising interest rates, soaring home prices and tougher lending criteria over the last 13 months – since the FHOG Boosts expired in 2009.

But now might be the ideal time for First Home Buyers to buy! Interest rates are tipped to only rise by a total of one percent until the end of next financial year, availability has led to some reasonable house prices and lenders are becoming more competitive with new regulations being brought into place.

If you are – or someone you know is – looking for your first home the flattening of the housing market combined with higher lending ratios may help you get into your first home sooner. To discover how much you could borrow or how to get on track to borrow soon, call us now on (02) 4777 5536.

YOUR MORTGAGE HEALTH CHECK

On the anniversary of your loan, we send you an invitation to meet with us and have a good look at your finances, your mortgage needs and whether they are being met by your current loan and structure. This letter also includes a voucher for a Residex Report, giving you a market estimate of what your property may be worth.

But you don't have to wait for this letter. If you have been in your loan for more than a few years, if your circumstances have changed, if what you want to get out of your loan or where you'd like to be heading has changed call us anytime to see if there's a better loan for you.

Insurance

As an authorised representative of ALI, I recognised amongst the devastation of the recent floods, that many of those people who have lost their homes would not have had any or sufficient cover to re-build and replace the homes they've lost. (Approximately 50% of the homes lost in QLD were not insured against flood.)

Obviously most of us do not anticipate something like this will happen to us, but many of us have at least some home and contents insurance. Scarily, more homes are lost to the bank every year by a bread-winner of the home losing their income and being unable to make repayments than are lost to fire and floods. Do you have Loan Protection Insurance?

The Loan Protection Plan is a policy to the amount of your mortgage or a smaller amount of your choosing (but to a maximum

of \$500,000) that pays out in the event of death, serious injury or terminal illness and has partial payouts for eleven serious illness and conditions. These funds can be used to pay off your mortgage or just keep your family secure during a period of adjustment or mourning. There is no comfortable way to talk about what will happen if yourself or your partner could no longer pay the mortgage, but there is a way to be comfortable in knowing that your family and family home will be protected. ALI offers 3 months free trial of their Loan Protection Plan, and if you cancel your policy before this time you pay nothing! There is no minimum term, you pay month to month and you can cancel at any time. So please call us and at least take us up in the free trial cover, knowing you're covered in the meantime while you weigh up your insurance options.

At Pride Mortgage Services we: help first home buyers with every aspect of buying their first home; help find the perfect loan for anyone buying property; refinance if your lender is no longer the right one for you; consolidate your debt if you have personal loans or credit cards that are becoming a problem; help people get started in property investment; organise deposit bonds for property purchases when you don't have access to liquid equity; run FREE Residex Reports for clients and prospective clients to let them know the market value of their property or a property they wish to buy; help people in relationship break-ups refinance in order to keep the family home; help find lenders for borrowers in difficult situations; find loans for 95% of the property purchase; help you increase your current home loan to buy a new car or take a holiday; and generally take some of the stress out of the complicated matters of buying or refinancing your home. How can we help de-stress your finances?



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