



# mortgage SELECT

Greetings!

Six months seems to fly around and it is time for the next newsletter. It has been extremely

busy over the last six months and I am taking steps once again, to get some help for Marnie. I believe you have all met or spoken to Marnie by now as she has been Loan Manager for 1 1/2 years. Her experience and understanding of the lending maze has grown im-

mensely and she now handles all the increases, and loan processing. She is greatly valued and I find it difficult to manage when she takes a well-deserved holiday. I have become bogged down with administration in the many facets of the business, especially as the loan market is changing so rapidly and 20 hrs a week is required to keep fresh and abreast of new products. To this end, I hope to add a

P.A. to the team to relieve me of enough administration to allow more hours to focus on the client base.

Please ensure you call me before any move as it is imperative to check the transfer costs. I had a client recently who did call me, but did not explain what he was checking, simply asked if there was anything cheaper out there? As he was 6 mths away from completing his 3 yr penalty period it would not have been advantageous for him to move. It was far better to wait 6 months - my answer was nothing suitable at this time and he went to a loan of .2% less interest and paid triple this in penalty.

It will take him 3 yrs to break even when it could have taken 6 months to start reaping benefits.

I can assure each client that if there is benefit to them to move, I would be the first to encourage it as there is definitely benefit for me also. I can also assure you that my own benefit takes second rank to that of the client. I would not move a client's loan unless there was a clear reason to do so that was beneficial mainly to the client. Please call each and every time to discuss as I am totally transparent in my reasoning and will lay all the cards on the table. Looking forward to catching up with you over the next six months.



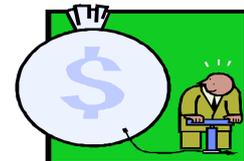
**JUDITH GOORJIAN**

## SELF EMPLOYED BORROWERS

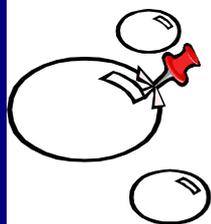
When applying for a loan please note that all 2003 company and personal tax returns and financials must be complete. Many self-employed clients automatically send us a copy of their full returns (co & personal) as soon as they are done. This enables us to do a full assessment when you make loan enquiries.

## Money & You Seminar

Many of you have asked for notification of the seminars I plan to attend. My next one is "Money & You" in August in Melbourne for 3.5 days. \$2,000 - \$3,000 approx. This is about the principles entrepreneurs use to not only make money, but also to be happy and make a contribution, creating better results professionally, personally and globally. Those interested please email and let us know in order to receive the appropriate information once available.



## Will the Bubble Burst?



How long can we go on this sharp upward real estate trend? Interest rates are still low - having moved twice in November and the expected rises in February fizzling away. Property is holding although not rising as it has for the last few years. Is it time to consolidate, settle ourselves for the next 5-10 years and wait for the next boom? Do we sell now and buy IF the market drops in the next couple of years? All of these questions are millionaire makers and breakers and are unknown.

What I do know is that it takes twice as long to make

up money lost than it is to simply make some money. If you are considering simply sitting tight and weathering the next few years you may want to look at fixing for the sake of security. I can get some great rates for 3 or 5 years which are less than the Standard Variable Rate and still allows for unlimited repayments and redraw with nil application fee. The Customer then gets the best of both worlds - security with their rate and flexibility which is usually the one thing lost in opting for fixed. As always, please call to discuss. While I cannot make the decision for you, I can certainly prompt you to consider pros and cons which may not have previously crossed your mind.

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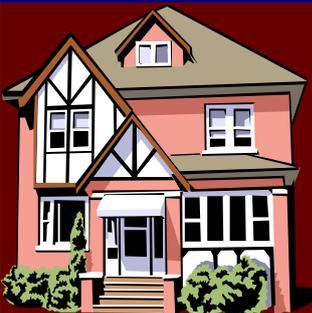
Write to us at:

**mortgage SELECT AUSTRALIA**

21 Marara Road, Caulfield Sth, VIC, 3162

Phone: (03) 9578 1968 Fax: (03) 9578 5880

Email: [judith@mortgageselect.com.au](mailto:judith@mortgageselect.com.au)



"Those who say it cannot be done,  
Get out of the way of those that are  
doing it"

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"The finest compliment I can receive  
is a referral from my clients and friends"

## WRAPPERS

For all clients who are involved in "Wrapping" or Vendor Finance Real Estate investing, there are banks that have banned this practice and anything to do with it.

If this is your type of business, call to structure a loan path which is appropriate for both your real estate goals and your future security. Having completed an extremely intense vendor

finance real estate seminar, I understand where you are coming from and have no problems with this practice as long as it is done honestly and fairly. I have yet to come across an unscrupulous "wrapper" although they are no doubt out there. Only thing to be aware of, we will be transparent to both client and lender about the situation.

We have had to decline our services to a number of potential clients of late as they wished to be dishonest on their loan application.

## Property Valuations



When applying for a mortgage, one of the processes used by the lenders is a "valuation" of the property. There are times, when borrowing less than 80% of the purchase price of a property, where a valuation may be waived. When refinancing or increasing your loan a valuation is ordered

95% of the time.

In the current climate, we are finding valuations are reported ridiculously low as the valuers worry about the possible burst of the real estate bubble and try to avoid being caught in the middle.

There are some options and some lenders who are more realistic than others and it would be wise to call us to discuss further if an increase is needed, we most likely can guide you to the most successful avenue available through our constant liaison with dozens of lenders.

## Do You Need A Mentor?

I did.

If you remember, I attended a brilliant Real Estate Seminar last October in Phoenix. Speaking at this seminar was a USA businessman who speaks at Tony Robbins' programs, and other business investment seminars around the world, called Keith Cunningham, on the topic of "Negotiations". I was held spellbound and immediately booked in for his Mentoring pro-

gram held in Sydney over Easter. He is now my mentor.

I have been to dozens of sales/business/mortgage/real estate seminars. This one was the highlight for me. Maybe because it was so personal with only 23 students, maybe because of Keith's incredible business skills/experience coupled with his gift of intuition. What- ever the reason, I can't wait to return to his seminar in July. Those interested in



"All I want is a chance to prove  
money can't make me happy."



## TIME TO JUMP IN

**Elwood Development Is READY to check  
out 122-128 Ormond Road, Elwood**

Those of you who missed out on the great development in Caulfield last time - jump in quick this time. Construction to begin June '04 for June '05 finish. 31 apartments with full stamp duty savings. Call for a brochure