

Hello to all,  
Measuring time by virtue of the six month newsletter which flies around so quickly is scary. We're already nearing the end of the year with so much to do and so little time to do it. Last newsletter I was looking for more staff and since then Marnie has resigned to work in the CBD for a small accounting firm. Tears all around on her last day. We wish her only the best.

I am actively looking for "experienced" personnel. With so many lenders, products, policies and scenarios it literally takes years to get up to speed. I am confident that I will find the right people and have great ones I am interviewing at present so am

very excited. Those that apply have to meet my very high standards and I promise I will not drop this standard.

As you know "going the extra mile" is a most important



quality in this office and I lead by example. I'm always saying **I believe in karma . . . give generously and it**

**will come back to you.** I must have the best client base in the industry as the wonderful feedback you give me makes it all so worth it. I am as busy as ever and 99% of my new clients come from pure client referrals. Thank you for your complimentary

vote of confidence.

I love working with you and catching up with you on the phone, learning of your lives and the various happenings and journeys. Don't forget to drop me an email or give me a call when considering any change in structure with your properties or loans so that I can advise and monitor the best way for you to achieve your goals.

Holiday season is almost here, we wish you happiness, health and prosperity for the coming year.

**JUDITH GOORJIAN**



### Stamp Duty Changes for Victoria !

As last some small relief for Victorian borrowers. As of 1<sup>st</sup> July 2004 stamp duty on "mortgages" has been abolished. This was approximately \$4 per \$1,000 or \$2,000 for a \$500,000 mortgage. Yes, we still have the highest duty on purchase of all the states but at least one fee has been removed. Do not forget to allow for title discharges and registration on each property when you purchase or refinance. In Victoria \$59 each way and New South Wales \$60. Other states can be found on the website [www.mortgageselect.com.au](http://www.mortgageselect.com.au) under "repayments" and "stamp duty" which also shows the often overlooked transfer fees on

### Real Estate Agents ~ a different perspective.



I have spoken to clients, who have been thrilled with an agent's help in buying a property the agent is marketing, for a cheaper price. These clients are considering using the helpful agents to sell their own property.

My perspective is rather different. When I see an agent squeezing every last dollar from a purchaser for his vendor - I am impressed. Even if I am the purchaser and not too thrilled that the agent is not "on my side" This is the sort of agent I want to sell my own property. After all he / she will be paid by me not the purchaser.

When an agent butters up the purchaser by helping them get the property at a reduced price, I do not believe they are looking after their vendor's best interest, instead they are

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#### Write to us at:

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"Hearty laughter is a good way to jog internally without having to go outdoors"

# mortgage SELECT

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

## Write a Budget

A wonderful financial tool for yourselves is to write out the household budget.

I compare it to following a diet. We all know what we should eat. What is healthy and recommended? The five food group etc. Yet, many of us still struggle with our weight. Having recently lost 13 kg after 13 years of putting on 1 kg per year - this is what I had to do.

I wrote down every single thing I ate and drank for a week. I was amazed. I had no idea how much the little tiny bits and pieces added up to in unnecessary calories. *1 kg per year is not much but it was not easy to budge it.*

(Excuse the pun). I then was able to make the adjustments needed.

The same goes for your financial health. Even if for your own interest. Write down every cent



you spend for a month. You will be amazed as some spending will be pure waste, some you will choose to continue as a lifestyle choice, most definitely you will be motivated to pay off the credit card faster, or the car loan, personal loan or if you are reading this newsletter, "the mortgage". In all circumstances reducing the amount of interest you pay and using it against your principal has a huge long term

compounding effect. At the very least - a wonderful habit to get the kids into once every 6 months or year.

To see the effect of compounding on your mortgage - go to the website, under "Repayments", "Lump Sum, always as-

### SELF EMPLOYED BORROWERS

When applying for a loan please note that all 2004 company and personal tax returns and financials must be complete by end of November. 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.

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"FROM LIVING BEYOND OUR MEANS, WE'VE GONE TO LIVING BEYOND OUR WILDEST EXPECTATIONS!"

## Opportunity !

I have a client who is just finishing his Masters of Professional Accountancy. Twenty years experience and lovely guy. Loyal, dedicated, would be a credit to any organization. If you are looking for someone you can rely on in this capacity, please give us a call and I will pass on his contact details or alternatively get him to send you a resume. No, I'm not a recruiter but have found that networking can be really helpful.

## Media Hype over Fixed Rates

Once again we have all been subject to a huge amount of media hype and scare tactics regarding interest rates. I am convinced that the lenders' PR gurus, engineer these regular gloom and doom warnings in order to panic the general public and catch the fall out of the knee jerk reactions as people scramble to fix in at less than attractive interest rates. **My humble opinion only.**

Fixed rates have begun to drop over the last few weeks - I sometimes get hints and tips from those in the know of what is due to happen in the near future so if you are looking to fix, give me a quick call and run by me what you have in mind - I'd like to be able to guide you whenever possible.



As I have mentioned in nearly every newsletter, if you wish to fix, try to make it a flexible product which allows for paying off the loan down to \$1 and redrawing if necessary. Otherwise you are truly stuck in the longterm.