The UnCanadian Way
To Be
House Rich AND Cash Rich

Authored By:

Mark Huber

Mark Huber, CFP

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Don't let the title of this book fool you. **This is NOT an unpatriotic book by any means.**

This book is about to expose the way Canadians have for generations dealt with their cash flow, personal debt, mortgages, homes, and investments and why you should immediately change the way you are dealing with yours.

Remember, you are where you are because of your upbringing, conditioning, beliefs, thoughts and actions.

It is our upbringing, conditioning, beliefs, thoughts and actions that give us the results we have. If we don't like those results and wish to change them – then our beliefs and actions must change!

Keep an open mind as you read along.

<u>As Canadians, there IS a better way to deal with our cash flow, personal debt, home, and investments than have been taught to us by our parents, friends, bankers and those in the financial services industry. It's the "UnCanadian Way"!</u>

When you begin to change how you traditionally have managed your finances your cash flow will increase and you will see the results pour directly into your bank account that you thought were only possible for the wealthy.

So read on and begin changing your life and creating real wealth for yourself.

Introduction

Regardless of your level of education, you are a human being and you have the capacity to learn if you so choose. As a human being, you were born pre-equipped with all the tools you need to create prosperity and financial wellbeing for yourself and your family!

These tools include intellect, emotion, instinct, ability to develop habits (both productive and counter-productive) the ability to communicate, the ability to make choices, and an amazing capacity (at least equal to the next person) to create a substantial amount of money. You simply need proper instruction on how to use these tools to your own financial benefit.

This eBook is designed to give you this instruction.

What you choose to do with your wealth-building tools is entirely up to you as an individual. However, these tools will prove to be the most valuable resources for prosperity you will ever know if you only allow them to do so by applying the techniques that are going to be covered off in this eBook - just as the wealthy do.

Still the burning questions remain!

Why is it that some people become independently wealthy while others struggle just to pay the rent and put food on the table? What is it that they know that the other social classes do not?

Then one day the answer hit me with the force of a freight train!

It became clear to me that most people simply have no knowledge whatsoever of the secrets the wealthy use to create their wealth. They don't realize that they came into the world pre-equipped with the necessary tools to create their own financial independence.

People really just don't understand how money works, or how it is created.

Once I came to fully understand this, I decided to share these secrets with my clients.

And now, I have decided to share these secrets with you.

To begin with, the one undeniable fact which I consider to be the most important brick in the foundation of true wealth creation is that:

"The only guarantee you will ever receive for your own success is the "guarantee" you provide to yourself."

I realize this may be disappointing and uncomfortable to hear. However, it is fact!

If you are looking for any form of guarantee from anyone other than yourself, you had better redirect your attention back to the person in the mirror and seriously consider your level of commitment to your own success. Nobody can, will or ever should provide you with an unconditional guarantee that you will become wealthy.

There is not a single "guru" in the financial services world today who will carve for you on tablets of stone a guarantee that you will generate money from your efforts. Why? The answer is simple.

Nobody can guarantee that you will do what it takes to become wealthy. Nobody can guarantee that you will follow the instructions provided to you for techniques which have been tried, tested and proven through the ages by the world's wealthiest individuals for the creation of financial wealth.

Nobody can guarantee your willingness to be coached or trained with regard to how financial wealth is really created. And nobody can guarantee that you will apply what you learn to your own life.

The only guarantee you will ever receive is the commitment that you provide to yourself - To become wealthy, no matter what it takes.

The techniques for wealth creation can easily be taught to you by those who have already achieved it. However, if financial independence is truly your core desire, the commitment to make your desire a reality must come from within you.

This means that you must take action on your own behalf. To make yourself wealthy – follow the advice and instruction of those who already are. The sooner you realize and accept this as the truth, the sooner you will be able to take control of your own financial destiny.

You must understand how the wealthy become that way and begin modeling what they do.

You will become wealthy only by duplicating the behaviors of those who have already created wealth themselves.

So, it all begins with the information I am about to share with you in this eBook.

Pay close attention and carefully consider how you can apply this information to your own life and financial situation.

I trust that you will find the information you are about to learn of great value to you. If accumulation of financial wealth is truly your core desire, the path has been paved for you in what is to come.

The decision to take immediate action is all yours to make. You will immediately begin reaping the benefits of not only significantly increased cash flow but creating a wonderful peace of mind and assurance as you see yourself getting closer to your goals

Do you want to capture your share of the "wealth" pie? Then pay close attention to what I'm about to reveal. Without a doubt it's the best-kept secret that will help you acquire the unlimited success and wealth you've always deserved.

In fact, it's the secret that has launched the net worth of hundreds of thousands of business legends like Bill Gates and Donald Trump AND individuals such as you and I alike.

In fact, you are probably already using this strategy and not even be aware of it <u>because you are underutilizing the world's greatest wealth creation secret.</u>

No, it's <u>not</u> a new invention, manufacturing system, management system, marketing strategy, distribution channel, or technological advance. This secret drills much deeper.

The secret I'm talking about is the <u>only</u> reliable way to grow your personal fortune.

What is this secret? **Money at work!**

Welcome to:

"The UnCanadian Way" To Become House Rich AND Cash Rich

One of the most disturbing comments I hear Canadians everywhere say is "I want to make money so I can pay off my mortgage and be out of debt."

In my view, and with over 21 years of experience in the financial services industry, it is this type of mentality of "mortgage debt relief" that is keeping Canadians broke.

Successful and wealthy Canadians are not troubled by carrying a big, long mortgage. Compare yourself to them. If you are struggling to pay off your mortgage and dreaming of the day you will have the deed to your home in hand, you are trying to do something that wealthy Canadians do not do. And there is a very good reason they don't.

It is crucial that you understand what is really happening here. You need to figure out why you are doing what you are doing! Your burning desire to satisfy your mortgage is not about economics or finance – it's about emotion.

You "love" the idea of owning your own home. You "hate" having to pay your mortgage payment. If you are like most, you may even "fear" your mortgage. Your drive to pay off your mortgage early is fueled by emotion, not by good financial sense!

A mortgage is a financial tool, not an emotional state of mind, so why are you making decisions regarding your mortgage based upon emotion? And why do you feel the way you do about your mortgage?

Could it be that your perception of mortgages is a learned perception, influenced by your parents and grandparents?

Think about this – just about everything you have ever learned about money, you learned from Mom and Dad. When you told them that you were planning to buy your first home, they said, "Better make a big down payment, and keep that mortgage payment low! You better pay extra to pay it of just as soon as you can! You don't want to be a slave

to that mortgage for the next 30 years! You don't know what you are getting yourself into!"
This is precisely what my parents said to me. My parents were wrong!

Because, as a result of their advice, I lost thousands of dollars by paying extra toward my mortgage in order to "beat" the interest rate game and pay off my mortgage early.

We were taught that all debt is "bad". And to avoid it if at all possible. If we must have debt (a mortgage) work extra hard to pay it off as soon as possible, because – well, that's "The Canadian Way".

"The Canadian Way" looks allot like this:

$300,000 Mortgage Amortization over 25 years

For a mortgage of $300,000.00 at an interest rate of 6.0%*****, amortized over 25 years, your monthly payment will be approximately $1,919.42.

All lenders have several different payment options that offer to help you pay less interest and repay your mortgage faster.

No doubt you have seen tables similar to the one below that illustrates how by changing your payment frequency you can "save" money.

Payment Frequency	Amount	Amortization Years	Total Interest Paid	Savings vs. Monthly Payment
Monthly	$1,919.42	25.1	$275,978	$0
Bi-Weekly	$885.89	25.1	$274,641	$1,337
Weekly	$442.94	25.1	$274,316	$1,662
Bi-Weekly Rapid	$959.71	21.0	$223,003	$52,975
Weekly Rapid	$479.86	20.9	$222,412	$53,566

***** Assumes constant interest rate throughout amortization period.

"The Canadian Way" works such that to "save" $53,566 on a $300,000 mortgage by using the "weekly rapid" method of repayment you would end up paying an additional $161/mo. or $1,932/yr. extra each year for 20 years!

So, by forking out additional money's from your cash flow each month for a combined total of $38,640 ($161/mo. X 20 years) you will "save" $53,566 and have retired your mortgage 4.1 years earlier!

Now I ask you, is this such a good deal for you?

<u>In my opinion, **a mortgage is nothing more than a disciplined savings program.**</u> Nothing more – nothing less!

Simply put, as mortgage holders, we have been lent a sum of money to get our name on the title of an asset (a house) that we control but do not own "free and clear". We have agreed to a commitment with a lender that we will hand over a portion of our monthly cash flow for the privilege of living in this asset. And at such time in the future when our obligation to the lender has ended because of the agreed upon return of original capital lent PLUS interest costs on the loan - we will now have the asset as "free and clear".

Now, besides committing more from our monthly cash flow (like above) to pay off the mortgage early, "The Canadian Way" additionally suggests utilizing the annual "penalty free" pre payment of principal feature for up to 20% to get rid of the mortgage faster and save on interest costs.

However, this additional equity injection on your part that is building up in your home is in fact yielding the same return as a 0% interest earning bank account. That's right! Nothing!

Additionally, this equity has no bearing whatsoever on the appraised value of your home. Nada!

Furthermore, because you have been directing a ton of cash "The Canadian Way", towards repaying your mortgage as fast as possible you will often find yourselves with cash flow problems. (Who knew that the roof needed replacing in the same year that little Johnny needed new braces!)

Possibly you didn't get the pay raise you thought that you were entitled to and so had to slap some "must have" purchases on your charge cards. (But hey, those Manolo Blahnik shoes at $600 a pair still make you feel better – right?). However as time goes by the balances on your charge cards ratchet upwards.

So where's the money going to come from?

Well, you'll just have to "tap" your home's equity by "refinancing".

The cost? Prevailing market interest rates.

Talk about adding insult to injury.

You get to borrow back your very own hard earned "after tax" money! And for this "privilege" you pay the bank interest on the loan to get at what was your own money in the first place!

But hey…it's "The Canadian Way"! Right?!

So why are you in such a hurry to increase your hard to get equity that pays you nothing – 0% (and costs market interest rates and often legal and other fees just to access) by making accelerated mortgage payments and doing the 20% penalty free "dump in's" each year?

And this makes economic sense how?

Well, you say, to pay off your mortgage sooner of course!

You may well add…

"Got to pay off the mortgage. Can't afford RRSP's. Have no money for building up an "emergency fund" either. (Emergencies – ha, that's what charge cards are for – right?!)". Sound familier?

And on and on it goes…

In my opinion, it's best not to get into this position in the first place!

<u>Basically, it all comes down to "building equity" for yourself.</u>

<u>Now, while it IS important to build up equity – build it up "outside" your home.</u>

Why?

Let's do a quick "re cap".

1. you can build up equity in your home - giving you a 0% return and if the need arises to access it - you will be charged fees and interest.

or

2. You can build up equity outside your home. If structured properly, you will be giving yourself tax deductions you never would have had otherwise and tax preferred returns on the investments - with no cost to access the funds should the need arise.

Additionally, it doesn't have to be one vs. the other - it can be a combination!

And I can prove it.

Now follow along with me.

On the next page you will see Figure 1. A typical, "The Canadian Way" 25 yr. Amortization on $300,000 Mortgage

This illustrates the amortization schedule of a $300,000 mortgage over 25 years with a constant 6% interest rate. Our "The Canadian Way" couple used the standard 25% "down" on a $401,000 Vancouver home and financed the rest - $300,000 to be exact.

This happened when he was age 35 and she - age 30. By doing nothing else but paying $1919 monthly, he will be age 60 and she - age 55, when they will finally be mortgage free (having paid a total of $276,000 in interest costs to service their $300,000 mortgage) but sitting pretty in a $1.5 million dollar home!

Note: As the mortgage is being paid down you can see their equity building up on an annual basis.

Figure 1. **A typical, "The Canadian Way" 25 yr. Amortization on $300,000 Mortgage**

Accumulating "Equity" in Home	"Traditional Mortgage" (Amort.) 6% ($1919/mo.)	Client Age(s)	Year	Market Value Home (Vancouver, BC)
	$ 300,000.00	35/30	**2005**	$ 401,191.00
$ 5,400.00	$ 294,600.00	36/31	**2006**	$ 423,256.51
$ 12,128.00	$ 288,800.00	37/32	**2007**	$ 446,535.61
$ 18,205.00	$ 282,700.00	38/33	**2008**	$ 471,095.07
$ 24,652.00	$ 276,300.00	39/34	**2009**	$ 497,005.30
$ 31,491.00	$ 269,500.00	40/35	**2010**	$ 524,340.59
$ 38,747.00	$ 262,200.00	41/36	**2011**	$ 553,179.32
$ 46,445.00	$ 254,500.00	42/37	**2012**	$ 583,604.19
$ 54,612.00	$ 246,300.00	43/38	**2013**	$ 615,702.42
$ 63,276.00	$ 237,700.00	44/39	**2014**	$ 649,566.05
$ 72,468.00	$ 228,500.00	45/40	**2015**	$ 685,292.18
$ 82,219.00	$ 218,700.00	46/41	**2016**	$ 722,983.25
$ 92,564.00	$ 208,400.00	47/42	**2017**	$ 762,747.33
$ 103,539.00	$ 197,400.00	48/43	**2018**	$ 804,698.44
$ 115,183.00	$ 185,800.00	49/44	**2019**	$ 848,956.85
$ 127,536.00	$ 173,400.00	50/45	**2020**	$ 895,649.48
$ 140,641.00	$ 160,300.00	51/46	**2021**	$ 944,910.20
$ 154,544.00	$ 146,400.00	52/47	**2022**	$ 996,880.26
$ 169,294.00	$ 131,700.00	53/48	**2023**	$ 1,051,708.67
$ 184,942.00	$ 111,600.00	54/49	**2024**	$ 1,109,552.65
$ 201,543.00	$ 99,400.00	55/50	**2025**	$ 1,170,578.05
$ 219,155.00	$ 81,800.00	56/51	**2026**	$ 1,234,959.84
$ 237,839.00	$ 63,100.00	57/52	**2027**	$ 1,302,882.63
$ 257,661.00	$ 43,300.00	58/53	**2028**	$ 1,374,541.17
$ 278,691.00	$ 22,300.00	59/54	**2029**	$ 1,450,140.94
$ 300,000.00	$ -	60/55	**2030**	$ 1,529,898.69
$300,000 Total Equity Built	**$276,000** Total Interest Costs			**5.50%** Avg. Ann. Comp. Rate of Return

* Disclaimer: Real estate information provided by Royal LaPage – based on actual West Vancouver, BC real estate returns from 1981 to 2004, however, past performance may not be repeated.

On the next page you will see Figure 2. "The Canadian Way" – Using accelerated payments.

This illustrates the amortization schedule of the same $300,000. However, our couple went "The Canadian Way" and so to "save" $53,566 on the $300,000 mortgage paid an additional $161/mo. or $1,932/yr. extra each year for 20 years to their lender.

So, by forking out a combined total of $38,640 ($161/mo. X 20 years) from their cash flow they were proud to have "saved" $53,566 (only having paid a total of $224,000 in interest costs) and have retired their mortgage 4.1 years earlier!

And what's their home worth when they are ages 60 and 55? Well, $1.5 million. No more and no less than if they had just carried on with the original amortization schedule as in the previous illustration in **Figure 1**.

Figure 2. **"The Canadian Way" – Using accelerated payments.**

Accumulating "Equity" in Home	"Accelorated Mortgage" (Amort.) 6% ($2079/mo.)	Client Age(s)	Year	Market Value Home (Vancouver, BC)
	$300,000.00	35/30	**2005**	**$401,191.00**
$ 7,486.78	$ 292,500.00	36/31	**2006**	$423,256.51
$ 12,729.53	$ 284,500.00	37/32	**2007**	$446,535.61
$ 21,155.97	$ 276,100.00	38/33	**2008**	$471,095.07
$ 30,095.61	$ 267,200.00	39/34	**2009**	$497,005.30
$ 39,579.66	$ 257,700.00	40/35	**2010**	$524,340.59
$ 49,641.29	$ 247,600.00	41/36	**2011**	$553,179.32
$ 60,315.66	$ 236,900.00	42/37	**2012**	$583,604.19
$ 71,640.11	$ 225,600.00	43/38	**2013**	$615,702.42
$ 83,654.22	$ 213,600.00	44/39	**2014**	$649,566.05
$ 96,399.96	$ 200,900.00	45/40	**2015**	$685,292.18
$ 109,921.94	$ 187,300.00	46/41	**2016**	$722,983.25
$ 124,267.40	$ 173,000.00	47/42	**2017**	$762,747.33
$ 139,486.50	$ 157,800.00	48/43	**2018**	$804,698.44
$ 155,632.45	$ 141,600.00	49/44	**2019**	$848,956.85
$ 172,761.69	$ 124,500.00	50/45	**2020**	$895,649.48
$ 190,934.08	$ 106,300.00	51/46	**2021**	$944,910.20
$ 210,213.19	$ 87,000.00	52/47	**2022**	$996,880.26
$ 230,666.39	$ 66,600.00	53/48	**2023**	$1,051,708.67
$ 252,365.19	$ 44,900.00	54/49	**2024**	$1,109,552.65
$ 275,385.45	$ 21,900.00	55/50	**2025**	$1,170,578.05
$ 300,000.00	$ -	56/51	**2026**	$1,234,959.84
		57/52	**2027**	$1,302,882.63
		58/53	**2028**	$1,374,541.17
		59/54	**2029**	$1,450,140.94
		60/55	**2030**	$1,529,898.69
$300,000 Total Equity Built	**$222,412** Total Interest Costs			**5.50%** Avg. Ann. Comp. Rate of Return

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By their own admission it was tough going at times. Especially when the kids went on to college.

And yes, they don't have as much in the way of RRSPs as they would like because there were times when they had to cash out some of their RRSPs due to unexpected emergencies and cash flow crunches – like the time when "Bob" was laid off for 6 months!

But, hey – they'll probably downsize and move somewhere to get a place they can afford and bank the difference to see them through retirement?

Sound familiar? Yes, of course! Why?

Because it's "The Canadian Way".

Still with me? Good.

Is there a better way? I believe so. I trust that you will end up agreeing with me soon.

So let's go…

Now, Figure 3. "The UnCanadian Way" – Using an "Interest Only" Mortgage – Part 1. (following) is first half of the "The UnCanadian Way" illustration with that same $300,000 example.

In this case, our "UnCanadian Way" couple, yes, used the standard 25% "down" but instead opted for their $300,000 home loan as an "interest only" mortgage.

Though they were approved (based on their incomes to be able to afford $1919 a month mortgage payments) they however, make a cool and calculated decision to not do it like "The Canadian Way" couple or like their parents and grandparents before them had.

They had personally witnessed the results of "The Canadian Way" up close and personal and did not want the same for themselves. (Their parents had ended up with a small condominium up the valley after they had sold their Vancouver home and found that it was getting tougher and tougher to make their "nest egg" of GICs and term deposits last and grow what with interest rates being so low and the amount of taxes the government wanted from them on their "safe' bank investments.)

Our "UnCanadian Way" couple is only to happy to be paying $1500 "interest only" each month to their lender.

They are very aware that if this is all that they do they will be ages 60 and 55 still owing $300,000 and having paid $432,000 in interest costs for having chosen this route to their wealth creation program.

And what's their home worth? Well, $1.5 million. No more and no less than in the earlier illustrations.

So why in the name of all Canadian would this couple choose this route. It seems like insanity! Is it? Well, remember that this is only the first half of the equation for our "UnCnadian" couple.

Figure 3. **"The UnCanadian Way" – Using an "Interest Only" Mortgage – Part 1.**

"The UnCanadian Interest only Mortgage" payment at **6%** ($1500/mo.)	"The UnCanadian Mortgage"	Client Age(s)	**Year**	Market Value **Home** (Vancouver, BC)
	$300,000.00	35/30	**2005**	**$401,191.00**
$18,000.00	$300,000.00	36/31	**2006**	$423,256.51
$18,000.00	$300,000.00	37/32	**2007**	$446,535.61
$18,000.00	$300,000.00	38/33	**2008**	$471,095.07
$18,000.00	$300,000.00	39/34	**2009**	$497,005.30
$18,000.00	$300,000.00	40/35	**2010**	$524,340.59
$18,000.00	$300,000.00	41/36	**2011**	$553,179.32
$18,000.00	$300,000.00	42/37	**2012**	$583,604.19
$18,000.00	$300,000.00	43/38	**2013**	$615,702.42
$18,000.00	$300,000.00	44/39	**2014**	$649,566.05
$18,000.00	$300,000.00	45/40	**2015**	$685,292.18
$18,000.00	$300,000.00	46/41	**2016**	$722,983.25
$18,000.00	$300,000.00	47/42	**2017**	$762,747.33
$18,000.00	$300,000.00	48/43	**2018**	$804,698.44
$18,000.00	$300,000.00	49/44	**2019**	$848,956.85
$18,000.00	$300,000.00	50/45	**2020**	$895,649.48
$18,000.00	$300,000.00	51/46	**2021**	$944,910.20
$18,000.00	$300,000.00	52/47	**2022**	$996,880.26
$18,000.00	$300,000.00	53/48	**2023**	$1,051,708.67
$18,000.00	$300,000.00	54/49	**2024**	$1,109,552.65
$18,000.00	$300,000.00	55/50	**2025**	$1,170,578.05
$18,000.00	$300,000.00	56/51	**2026**	$1,234,959.84
$18,000.00	$300,000.00	57/52	**2027**	$1,302,882.63
$18,000.00	$300,000.00	58/53	**2028**	$1,374,541.17
$18,000.00	$300,000.00	59/54	**2029**	$1,450,140.94
$432,000.00	**$300,000.00**	60/55	**2030**	$1,529,898.69
Ttl. Interest Paid	**Ttl. LOC Borrowed**			**5.50%*** Avg. Ann. Comp. Rate of Return

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Now this is the second half of "The UnCanadian Way" illustration and is illustrates in the following: Figure 3. "The UnCanadian Way" – Using an "Interest Only" Mortgage – Part 2.

Our "UnCanadian Way" couple is now happily making payments of $1500 each month to their lender on their $300,000 "interest only" mortgage.

Why happily? Because they have just effectively increased their monthly cash flow by $419 a month (the difference between "The Canadian Way" payment of $1919 and "The UnCanadian Way" of $1500)

However, they realize that they must do something immediately with the $419 extra each and every month ($5028 annually) to increase their asset base.

They subscribe to the belief that mortgage payments are nothing more than disciplined savings to build up equity and net worth. So they are very aware that they need to impose discipline on themselves or they will see the money vanish right before their eyes.

Like many Canadians, they had heard about the merits of "saving 10% of all you make". Not only had they heard this by their well intentioned parents and also by a financial advisor they had sat down with once.

Just for fun they ran their numbers and came up with what you see below.

An average investment account would have transformed their monthly savings program of $419 per month ($5028 annually) into $416,000 in 25 years!

Essentially they had saved a total of $125,700 over the course of their working careers and had parlayed that into $416,000. (See, it doesn't take allot of money to make money – just time and discipline.)

They liked the notion that the money would be available to them at any given moment and that they would have the resources growing that could provide for any emergencies or opportunities that may come along in their lives.

Figure 3. **"The UnCanadian Way" – Using an "Interest Only" Mortgage – Part 2.**

"A Monthly Savings" Program

Client Age(s)	Year	$419/mo. or $5028/yr.	Annual Returns	Canadian Balanced Fund *
35/30	2005			
36/31	2006	$5,028	-7.4	$4,656.00
37/32	2007	$5,028	18.9	$11,514.28
38/33	2008	$5,028	28.3	$21,223.74
39/34	2009	$5,028	6.2	$27,879.35
40/35	2010	$5,028	19.7	$39,390.10
41/36	2011	$5,028	4.5	$46,416.91
42/37	2012	$5,028	1.2	$52,062.25
43/38	2013	$5,028	12.3	$64,112.35
44/39	2014	$5,028	17.7	$81,378.19
45/40	2015	$5,028	-12.4	$75,691.82
46/41	2016	$5,028	17.8	$95,087.95
47/42	2017	$5,028	1.8	$101,918.04
48/43	2018	$5,028	27.2	$136,035.36
49/44	2019	$5,028	-2.2	$137,959.97
50/45	2020	$5,028	13.8	$162,720.31
51/46	2021	$5,028	27.6	$214,046.84
52/47	2022	$5,028	7.7	$235,943.60
53/48	2023	$5,028	-5.4	$227,959.14
54/49	2024	$5,028	15.2	$268,401.18
55/50	2025	$5,028	11.3	$304,326.68
56/51	2026	$5,028	-2.3	$302,239.52
57/52	2027	$5,028	-6	$288,831.47
58/53	2028	$5,028	12.9	$331,767.34
59/54	2029	$5,028	8.3	$364,749.35
60/55	2030	$5,028	12.6	**$416,369.30**
		$125,700	**9.20%**	
		Total Saved	Avg. Ann. Compound Return	"free & clear" before tax value

* Disclaimer: The rate of return or mathematical table shown is used only to illustrate the effects of the compound growth rate and is not intended to reflect future values of the mutual fund or asset allocation service or returns on investment in the mutual fund or from the use of the asset allocation service. Mutual funds are not guaranteed, their values change frequently and past performance may not be repeated.

However, they pondered that there could be another ways to not only increase their wealth creation process but to give it a "boost" in the right direction!

They mulled over the idea of directing the money into RRSPs – you know – to get the tax deduction.

While on the surface, the tax relief looked attractive they felt that investing into RRSPs, though a sacred Canadian rite, was not the greatest option for them.

They didn't like the "carrot & stick" approach that comes along with buying RRSPs. The "carrot" being the tax deduction. The "stick" being what happens when pulling money out – you get "stuck" with a big tax bill.

Also, they felt that growing RRSPs were essentially being held "hostage by "CCRA" (Revenue Canada) because the moment that they would pull some of their RRSPs into income for emergencies or whatever that amount would be fully taxable back to them.

Additionally, they had heard that those Canadian's with large RRSPs were getting the government "old age security" (OAS) money "clawed back" in retirement. They didn't like the sounds of that either.

They much preferred the idea of growing non registered investments from the taxation perspective – if they needed money it would be cheaper to get from their non registered investments than from RRSPs.

Not only that fact, but that combined with the power of leverage they felt would be a smarter and more efficient use of their resources to quickly propel them far faster in creating the wealth and personal financial freedom that they were looking for.

These "UnCanadians" truly understood the power of leverage at work in their lives.

They readily saw and understood that <u>they didn't want to become "house rich and cash poor" like their parents by building up needless, underutilized equity in their home by having a crippling monthly mortgage payment that would put a huge squeeze on their cash flow.</u>

Furthermore, they wanted to have the cash flow available to them to be able to enjoy such things as tax relief opportunities and building pools of accessible investments outside of their home.

They understood that more money working immediately for them now would ultimately have a greater pay off for them.

Just like their use of borrowed money (their mortgage) had just gotten them into the real estate market.

Furthermore, they felt that at some point in the future they would be in a position to have the option of cashing out some or all of their investments – to pay off (or down) their "interest only" mortgage.

They had run some financial calculators that illustrated the difference between a monthly savings program and a "borrow to invest" program.

The "UnCanadian Way" couple were very pleased to note that unlike the straight savings route the "borrow for investment" program allowed them to deduct the interest costs from their taxes – each and every year – and the end result was substantially higher than the straight "monthly savings program" – to the tune of $153,645 more!

But - that wasn't the only attractive feature to them.

As illustrated in the following: Figure 4. "The UnCanadian Way" – Using an "Interest Only" Mortgage – Part 2.

The total of $124,500 of eligible interest costs that they would be able to deduct against taxes over the time frame they had in mind – 25 years - would give them generous tax refund checks totaling close to $50,000 over the time frame.

In fact, upon further analysis they realized that the $124,500 in total interest costs was essentially the same amount that they would have saved using the "a monthly savings" program!

Figure 4. "The UnCanadian Way" – Using an "Interest Only" Mortgage – Part 2.

"Borrow To Invest" Program

Client Age(s)	Year		Deductible Interest Cost 6% $415/mo. or $4980/yr.	Tax Refunds at 40% Tax Rate	Annual Returns	Canadian Balanced Fund (loan owing)		Canadian Balanced Fund * ($83K loan repaid)
35/30	2005	$83,000.00				$83,000.00		
36/31	2006	$83,000.00	$4,980.00	$1,992.00	-7.4	$76,858.00		($6,142.00)
37/32	2007	$83,000.00	$4,980.00	$1,992.00	18.9	$91,384.16		$8,384.16
38/33	2008	$83,000.00	$4,980.00	$1,992.00	28.3	$117,245.88		$34,245.88
39/34	2009	$83,000.00	$4,980.00	$1,992.00	6.2	$124,515.12		$41,515.12
40/35	2010	$83,000.00	$4,980.00	$1,992.00	19.7	$149,044.60		$66,044.60
41/36	2011	$83,000.00	$4,980.00	$1,992.00	4.5	$155,751.61		$72,751.61
42/37	2012	$83,000.00	$4,980.00	$1,992.00	1.2	$157,620.63		$74,620.63
43/38	2013	$83,000.00	$4,980.00	$1,992.00	12.3	$177,007.97		$94,007.97
44/39	2014	$83,000.00	$4,980.00	$1,992.00	17.7	$208,338.38		$125,338.38
45/40	2015	$83,000.00	$4,980.00	$1,992.00	-12.4	$182,504.42		$99,504.42
46/41	2016	$83,000.00	$4,980.00	$1,992.00	17.8	$214,990.21		$131,990.21
47/42	2017	$83,000.00	$4,980.00	$1,992.00	1.8	$218,860.03		$135,860.03
48/43	2018	$83,000.00	$4,980.00	$1,992.00	27.2	$278,389.96		$195,389.96
49/44	2019	$83,000.00	$4,980.00	$1,992.00	-2.2	$272,265.38		$189,265.38
50/45	2020	$83,000.00	$4,980.00	$1,992.00	13.8	$309,838.00		$226,838.00
51/46	2021	$83,000.00	$4,980.00	$1,992.00	27.6	$395,353.29		$312,353.29
52/47	2022	$83,000.00	$4,980.00	$1,992.00	7.7	$425,795.49		$342,795.49
53/48	2023	$83,000.00	$4,980.00	$1,992.00	-5.4	$402,802.54		$319,802.54
54/49	2024	$83,000.00	$4,980.00	$1,992.00	15.2	$464,028.52		$381,028.52
55/50	2025	$83,000.00	$4,980.00	$1,992.00	11.3	$516,463.74		$433,463.74
56/51	2026	$83,000.00	$4,980.00	$1,992.00	-2.3	$504,585.08		$421,585.08
57/52	2027	$83,000.00	$4,980.00	$1,992.00	-6	$474,309.97		$391,309.97
58/53	2028	$83,000.00	$4,980.00	$1,992.00	12.9	$535,495.96		$452,495.96
59/54	2029	$83,000.00	$4,980.00	$1,992.00	8.3	$579,942.12		$496,942.12
60/55	2030	$83,000.00	$4,980.00	$1,992.00	12.6	**$653,014.83**		**$570,014.83**
			$124,500.00	$49,800.00	9.20%			
			Ttl. Deductible Interest Costs	Total Tax Refunds	Avg. Ann. Compound Return	(loan owing)	**vs.**	($83K loan repaid) "free & clear" before tax value

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However, the investment account created by "a monthly savings" program would in fact be worth $153,000 less (on a before tax basis) AND would not have participated in interest deductibility that ultimately would give them a total of $50,000 in refund checks (found money) that they would not have gotten otherwise.

Now, what they do with these refund checks is up to them. They can save it, invest it, put it into RRSPs or perhaps spend it as a reward for embarking on "The UnCanadian Way" which is effectively "thinking and acting – outside the box" – just like the wealthy do AND by maintaining the focus and discipline of their wealth creation program.

(And efficiently and creatively using the tools that all Canadians have at their disposable – but sadly all to few use).

What really stunned "The UnCanadian Way" couple however, was when they looked at what their home would be worth in the year 2022 – as shown in previous Figure 3. "The UnCanadian Way" – Using an "Interest Only" Mortgage – Part 1.

In 17 years, using previously ascertained conservative real estate growth numbers, THEIR HOME, the same one that they had just paid $401,000 for - would have a future market value of $996,880!

But what really got them excited was seeing Figure 4. "The UnCanadian Way" – Using an "Interest Only" Mortgage – Part 2 - "Borrow To Invest" Program

This illustration graphically showed that even though they had "no equity" building up in their home but outside of it instead – beginning in the 16th year they would have an investment pool valued in excess of $300,000 (before tax - the same amount as their "interest only" mortgage still outstanding).

This is even after they paid off the $83,000 loan that got things going for them in the first place!

In the 25th year they would have an investment pool that would be valued and growing in the amount of $570,000 – again, even after they paid the $83,000 loan back!

Even in all this excitement they remembered that they had not quite finished their full and true comparison to "The Canadian Way".

The last thing they wanted to find out for themselves is what would be the results of tacking on that additional $161 a month as "The Canadian Way" couple had for their "rapid payment" mortgage schedule.

(Remember, $161 a month was what "The Canadian Way" couple had agreed to add to their base payment of $1919 so as to pay down their mortgage in 21 years vs. 25 years. "The UnCanadian Way couple saved $419 a month in cash flow by going the "interest only" route so it's only right that they are adding $161 to that figure for a fair comparison.)

Putting pen to paper and with the assistance of a calculator "The UnCanadian Way" couple pored once more over their charts and inside of an hour they had their answers.

See below illustration Figure 5. "The UnCanadian Way" – Using an "Interest Only" Mortgage – Part 2 "A Monthly Savings" Program

Just as they had suspected! The $580 a month "monthly savings program" would put them somewhere in the neighborhood of $561,000 "free and clear" (before tax) in 25 years. Certainly a nice chunk of change to begin retirement with.

Essentially, they would have saved $174,000 of their hard earned dollars and that would have translated into a portfolio of $561,157.

Again, not bad for time and money at work for them.

Figure 5. **"The UnCanadian Way" – Using an "Interest Only" Mortgage – Part 2.**

"A Monthly Savings" Program

Client Age(s)	Year	$580/mo. or $6960/yr.	Annual Returns	Canadian Balanced Fund *
35/30	**2005**			
36/31	**2006**	$6,960	-7.4	$4,656.00
37/32	**2007**	$6,960	18.9	$13,811.42
38/33	**2008**	$6,960	28.3	$26,649.74
39/34	**2009**	$6,960	6.2	$35,693.54
40/35	**2010**	$6,960	19.7	$51,056.29
41/36	**2011**	$6,960	4.5	$60,627.02
42/37	**2012**	$6,960	1.2	$68,398.07
43/38	**2013**	$6,960	12.3	$84,627.11
44/39	**2014**	$6,960	17.7	$107,798.03
45/40	**2015**	$6,960	-12.4	$100,528.03
46/41	**2016**	$6,960	17.8	$126,620.90
47/42	**2017**	$6,960	1.8	$135,985.36
48/43	**2018**	$6,960	27.2	$181,826.49
49/44	**2019**	$6,960	-2.2	$184,633.19
50/45	**2020**	$6,960	13.8	$218,033.05
51/46	**2021**	$6,960	27.6	$287,091.13
52/47	**2022**	$6,960	7.7	$316,693.07
53/48	**2023**	$6,960	-5.4	$306,175.80
54/49	**2024**	$6,960	15.2	$360,732.45
55/50	**2025**	$6,960	11.3	$409,241.69
56/51	**2026**	$6,960	-2.3	$406,629.05
57/52	**2027**	$6,960	-6	$388,773.71
58/53	**2028**	$6,960	12.9	$446,783.36
59/54	**2029**	$6,960	8.3	$491,404.06
60/55	**2030**	$6,960	12.6	**$561,157.93**
		$174,000 Total Saved	**9.20%** Avg. Ann. Compound Return	"free & clear" before tax value

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However, they wondered - could they do better?

Well, since their lender had originally approved "The UnCanadian Way" couple for higher numbers based on their incomes, cash flow and credit information it would not be a problem for another "interest only" loan to be established.

Interest only payments of $575 per month or $6900 a year was still "do able" and would ultimately total $172,500 in deductible interest costs – again, about as much as they would have personally saved through thrift and discipline with the "monthly savings program".

Annual refund checks of $2,760 a year would be likely and that would ultimately total $69,000 over the course of this 25 year wealth creation program.

However, they were dumb struck when they say the end result of the "borrow to invest" program as illustrated below in Figure 6. "The UnCanadian Way" – Using an "Interest Only" Mortgage – Part 2 - "Borrow To Invest" Program

The figure was an astounding $789,779 – even with the $115,000 loan repaid!

The same prudent, conservative and balanced investment portfolio would have a future value of $789,700 – free and clear! $228,543 MORE than having gone "a monthly savings program" route.

Figure 6. "The UnCanadian Way" – Using an "Interest Only" Mortgage – Part 2.

"Borrow To Invest" Program

Client Age(s)	Year		Deductible Interest Cost 6% $575/mo. or $6900/yr.	Tax Refunds at 40% Tax Rate	Annual Returns	Canadian Balanced Fund (loan owing)		Canadian Balanced Fund * ($115K loan repaid)
35/30	2005	$115,000.00				$115,000.00		
36/31	2006	$115,000.00	$6,900.00	$2,760.00	-7.4	$106,490.00		($8,510.00)
37/32	2007	$115,000.00	$6,900.00	$2,760.00	18.9	$126,616.61		$11,616.61
38/33	2008	$115,000.00	$6,900.00	$2,760.00	28.3	$162,449.11		$47,449.11
39/34	2009	$115,000.00	$6,900.00	$2,760.00	6.2	$172,520.96		$57,520.96
40/35	2010	$115,000.00	$6,900.00	$2,760.00	19.7	$206,507.58		$91,507.58
41/36	2011	$115,000.00	$6,900.00	$2,760.00	4.5	$215,800.42		$100,800.42
42/37	2012	$115,000.00	$6,900.00	$2,760.00	1.2	$218,390.03		$103,390.03
43/38	2013	$115,000.00	$6,900.00	$2,760.00	12.3	$245,252.00		$130,252.00
44/39	2014	$115,000.00	$6,900.00	$2,760.00	17.7	$288,661.61		$173,661.61
45/40	2015	$115,000.00	$6,900.00	$2,760.00	-12.4	$252,867.57		$137,867.57
46/41	2016	$115,000.00	$6,900.00	$2,760.00	17.8	$297,878.00		$182,878.00
47/42	2017	$115,000.00	$6,900.00	$2,760.00	1.8	$303,239.80		$188,239.80
48/43	2018	$115,000.00	$6,900.00	$2,760.00	27.2	$385,721.03		$270,721.03
49/44	2019	$115,000.00	$6,900.00	$2,760.00	-2.2	$377,235.16		$262,235.16
50/45	2020	$115,000.00	$6,900.00	$2,760.00	13.8	$429,293.62		$314,293.62
51/46	2021	$115,000.00	$6,900.00	$2,760.00	27.6	$547,778.65		$432,778.65
52/47	2022	$115,000.00	$6,900.00	$2,760.00	7.7	$589,957.61		$474,957.61
53/48	2023	$115,000.00	$6,900.00	$2,760.00	-5.4	$558,099.90		$443,099.90
54/49	2024	$115,000.00	$6,900.00	$2,760.00	15.2	$642,931.08		$527,931.08
55/50	2025	$115,000.00	$6,900.00	$2,760.00	11.3	$715,582.30		$600,582.30
56/51	2026	$115,000.00	$6,900.00	$2,760.00	-2.3	$699,123.90		$584,123.90
57/52	2027	$115,000.00	$6,900.00	$2,760.00	-6	$657,176.47		$542,176.47
58/53	2028	$115,000.00	$6,900.00	$2,760.00	12.9	$741,952.23		$626,952.23
59/54	2029	$115,000.00	$6,900.00	$2,760.00	8.3	$803,534.27		$688,534.27
60/55	2030	$115,000.00	$6,900.00	$2,760.00	12.6	$904,779.59		$789,779.59
			$172,500.00	$69,000.00	9.20%			
			Ttl. Deductible Interest Costs	Total Tax Refunds	Avg. Ann. Compound Return	(loan owing)	vs.	($115K loan repaid) "free & clear" before tax value

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Now, what really stunned "The UnCanadian Way" couple however, was when they "cut & pasted" the various Figures together into a Summary.

Summary Figure

Client Age(s)	Year	Accumulating "Equity" in Home	"Traditional Mortgage" (Amort.) 6% ($1919/mo.)	Accumulating "Equity" (Accelerated) in Home	"Accelerated Mortgage" (Amort.) 6% ($2079/mo.)	"The UnCanadian "interest only" Mortgage"	Accumulating "Equity" "outside the Home" **Balanced Fund** * (with $115K loan repaid)	Market Value **Home** (Vancouver, BC)
35/30	**2005**		**$300,000.00**		**$300,000.00**	**$300,000.00**		**$401,191.00**
36/31	**2006**	$5,400.00	$294,600.00	$7,486.78	$292,500.00	$300,000.00	($8,510.00)	$423,256.51
37/32	**2007**	$12,128.00	$288,800.00	$12,729.53	$284,500.00	$300,000.00	$11,616.61	$446,535.61
38/33	**2008**	$18,205.00	$282,700.00	$21,155.97	$276,100.00	$300,000.00	$47,449.11	$471,095.07
39/34	**2009**	$24,652.00	$276,300.00	$30,095.61	$267,200.00	$300,000.00	$57,520.96	$497,005.30
40/35	**2010**	$31,491.00	$269,500.00	$39,579.66	$257,700.00	$300,000.00	$91,507.58	$524,340.59
41/36	**2011**	$38,747.00	$262,200.00	$49,641.29	$247,600.00	$300,000.00	$100,800.42	$553,179.32
42/37	**2012**	$46,445.00	$254,500.00	$60,315.66	$236,900.00	$300,000.00	$103,390.03	$583,604.19
43/38	**2013**	$54,612.00	$246,300.00	$71,640.11	$225,600.00	$300,000.00	$130,252.00	$615,702.42
44/39	**2014**	$63,276.00	$237,700.00	$83,654.22	$213,600.00	$300,000.00	$173,661.61	$649,566.05
45/40	**2015**	$72,468.00	$228,500.00	$96,399.96	$200,900.00	$300,000.00	$137,867.57	$685,292.18
46/41	**2016**	$82,219.00	$218,700.00	$109,921.94	$187,300.00	$300,000.00	$182,878.00	$722,983.25
47/42	**2017**	$92,564.00	$208,400.00	$124,267.40	$173,000.00	$300,000.00	$188,239.80	$762,747.33
48/43	**2018**	$103,539.00	$197,400.00	$139,486.50	$157,800.00	$300,000.00	$270,721.03	$804,698.44
49/44	**2019**	$115,183.00	$185,800.00	$155,632.45	$141,600.00	$300,000.00	$262,235.16	$848,956.85
50/45	**2020**	$127,536.00	$173,400.00	$172,761.69	$124,500.00	$300,000.00	$314,293.62	$895,649.48
51/46	**2021**	$140,641.00	$160,300.00	$190,934.08	$106,300.00	$300,000.00	$432,778.65	$944,910.20
52/47	**2022**	$154,544.00	$146,400.00	$210,213.19	$87,000.00		$24,587.00	$996,880.26
53/48	**2023**	$169,294.00	$131,700.00	$230,666.39	$66,600.00			$1,051,708.67
54/49	**2024**	$184,942.00	$111,600.00	$252,365.19	$44,900.00			$1,109,552.65
55/50	**2025**	$201,543.00	$99,400.00	$275,385.45	$21,900.00			$1,170,578.05
56/51	**2026**	$219,155.00	$81,800.00	$300,000.00	$ -			$1,234,959.84
57/52	**2027**	$237,839.00	$63,100.00					$1,302,882.63
58/53	**2028**	$257,661.00	$43,300.00					$1,374,541.17
59/54	**2029**	$278,691.00	$22,300.00					$1,450,140.94
60/55	**2030**	$300,000.00	$ -			-	-	$1,529,898.69
		$300,000 Total Equity Built	**$276,000** Total Interest Costs	**$300,000** Total Equity Built	**$222,412** Total Interest Costs	**$288,000** Ttl. LOC "interest only" costs	(with $115K loan repaid) "free & clear" before tax value	**5.50%** Avg. Ann. Comp. Rate of Return

The ideas, options and strategies quickly multiplied as "The UnCanadian Way" couple began exploring new and exciting possibilities.

In 17 years, THEIR HOME, the same one that they had just paid $401,000 for - would have a future market value of $996,880!

In fact, it's the same value whether or not the home is being paid off the conventional way or a variation of it and it would still command this same market value even if it were totally mortgage free!

This illustration graphically showed "The UnCanadian" couple that even though they had "no equity" building up in their home but outside of it instead – at the end of the 16th year they would have an investment pool valued at $432,778 (before tax).

At this point, they have an enviable option of being in the position of paying off their $300,000 "interest only" mortgage if they so choose.

<u>If that strategy were to be adopted they would have a "free and clear" home in 17 years!</u>

<u>8 years sooner than "The Canadian Way" – "conventional"</u>

<u>and 5 years sooner than "The Canadian Way" – "accelerated"</u>

Cashing in the investment portfolio at this point would leave $324,583 after taxes – enough to pay off the "interest only" mortgage and still have $24,587 left over!

Now don't forget that over 16 years this strategy gave rise to $110,400 of tax deductible interest which yielded $44,160 of tax refund checks that "The UnCanadian Way" couple would not otherwise had.

Bear in mind that this is money which they would not have been entitled to otherwise. BUT, as they had correctly structured their financial affairs creatively yet all very legal and within the prescribed tax laws permitted and sanctioned by CCRA – they reaped the rewards!

Note: One strategy could have been to pay down the $300,000 "interest only" non-tax deductible mortgage with some or all of their refund checks.

However, to keep things simple we have chosen to see our couple reward themselves with this "found money".

In fact, they have some great picture albums filled with pictures and mementos of some of their vacations as a result of some of the tax refund checks that they received along the way. This has made some of their neighbors envious. Yes! These are the same neighbors that are struggling along with their mortgages - "The Canadian Way".

So Canadians!…There you have it!

Now can you see that by managing your home equity you will truly be the master of your financial destiny!

By seizing control of your home equity you now can begin to allow it to earn a rate of return for you.

It is my belief that the majority of Canadians who continue to use accelerated mortgage pay down strategies by using up more of their fixed monthly cash flow are setting themselves up for a future lifestyle that is nothing like what they had dreamed of.

The retirement these Canadians will be faced to live will be one where they are house rich and cash poor.

This eBook reinforces what I believe to be true. Do you know what it is? Don't tie up all your financial resources in your home!

2 critical points that you must be aware of and clearly understand right now if you are ever to generate wealth:

1. Nobody ever got rich by saving money alone!

2. Paying off debt is not the same as accumulating assets!

Now, are you struggling to achieve "The Canadian Dream" – "The Canadian Way"?

Carrying a mortgage does not cause you to lose any money at all.

In fact, just the opposite is true! Carrying a mortgage is actually quite profitable. Why? Because it allows you into the real estate market.

It is paying off the mortgage that causes you to lose money, because time and profitable opportunities are lost as mortgages are eliminated!

Many Canadians believe that it would be to their financial benefit to eliminate their mortgage. They think that if they don't have to make a monthly mortgage payment, they are in much better financial shape than the guy who does have a mortgage.

In my opinion, this belief is completely in error.

Your current thinking got you into the situation where you are now – if you are not totally pleased with this picture you are going to not only have to change your thinking BUT change your game plan.

Perhaps it's time to consider "The UnCanadianWay"!

<u>Don't try to win the "mortgage interest battle," yet lose the more important "wealth accumulation war."</u>

Remember, every dollar you hand to the bank is a dollar that you did not invest.

Learn the real rules of wise wealth creation. Maximize your wealth building opportunity by reading AND implementing the information you learn – like this!

Make today the day you took action and positively changed your financial world forever!

Now, this will absolutely require that you FOCUS and become passionate about what it is that you want.

Do you want to be "house rich and cash poor" OR would you rather being "house rich AND cash rich"?

<u>So, instead of focusing on the problem, you need to focus on the solution—the outcome that you desire.</u>

Focus on doing exactly what it takes to get the outcome you want.

(This eBook has given you all the tools!)

Remember, that passion inspires people to do great things, to go beyond normal limits and to soar to new heights.

A visionary leader has focus, articulates their vision with clarity so people understand what it is, and with passion so others want to join them.

When Martin Luther King, gave that riveting speech that echoed around the world, and still does today, he did not say, "I have a strategic plan." He did not say he had a goal, a philosophy or a manifesto.

What did he say?

"I have a dream..."

How do you turn passion into profit? Do what matters to you and has meaning for you and the money will follow.

What's your dream? Grab hold of it!

It's yours…You're worth it…Go for it!

My Fellow Canadian - Don't Miss Out on Your Fortune

If you have read this far – I congratulate you!

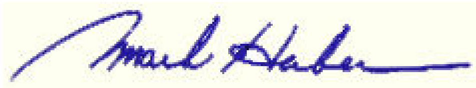
We sincerely hope that you will find this book to be of value to you and wish you well.

Furthermore, we trust that the ideas presented – when acted upon - will make your trip towards your financial success a rich and rewarding one.

Make this year the year you increased your cash flow, made the interest on your mortgage tax deductible, eliminated your debts and began to live your dream life.

Enjoy the ride and Best of Success!

Cheers!



Mark Huber, CFP

"It's Your Life! Plan For It! Then Live Like You Mean It!"

Mark Huber, CFP is also author of - "The UnCanadian Way" series of reports, Ebooks, audios and videos…

Check out the full library of resources here at:

http://HowToBeSetForLife.com/resources

About the Author

Mark Huber is a proud Canadian living with his wife in scenic Richmond, British Columbia, Canada.

For over 22 years, Mark has worked in the financial services industry. The focus of Mark's financial planning advisory practice is focused exclusively to British Columbian (BC) Canada residents.

Mark's boutique planning practice works with a select group of clients who are all share a passionate vision for creating true wealth and living their dream lives.

Mark is author of "The UnCanadian Way" series of eBooks and audios. These powerful resources share innovative ideas and wealth building strategies to Canadians so that they will never again view their home, their mortgage, their debts, or their assets in the same way again.

Visit: http://HowToBeSetForLife.com/resources

Mark also maintains a premier financial planning site at:
http://HowToBeSetForLife.com

Another of Marks partner sites is here at:
http://HowToGetRidOfYourMortgage.com

Mark Huber, CFP

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The complete library of eBooks, reports & videos
http://HowToBeSetForLife.com/resources

Contact Information:

Mark Huber, CFP
SetForLife Financial Services
8380 Ash Street

Richmond, B.C. V6Y 2S3
Richmond Tel: 604-207-9970
Richmond Fax: 604-207-9971
Burnaby Tel: 604-439-3341
Burnaby Fax: 604-439-1900

Office Hours are Monday-Friday
9:30am to 4:30pm PST.

E-mail:
mhuber@HowToBeSetForLife.com

Web Sites:
http://HowToBeSetForLife.com
http://HowToGetRidOfYourMortgage.com

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-The End-