

Mark Huber Conference Call

Operator: Good morning, ladies and gentlemen. Thank you for standing by. Welcome to the “How You Can Save \$30,000 on Your Mortgage Without Paying More,” conference call. I would like to now introduce Mr. Mark Huber, Certified Financial Planner with Investment Planning Counsel. As a reminder, this call is being recorded on Thursday, November 10th, 2005. Please go ahead.

Mark Huber: Well, good morning, everyone. Welcome each and every one of you listening today. So pleased that you could all join us. Today’s conference call is, as you heard, billed as “How to Save \$30,000 on Your Mortgage Without Paying More” and, in fact, there are over 200 of you listening in today. We had to get some more lines and Telus was, of course, gracious enough to accommodate us. So obviously, the content is timely, and it is hitting a very important aspect of our financial lives which is, how to deal with the mortgage more efficiently and productively, and listen to some information which we will get to shortly. Now I realize that many of you listening today are skeptical of the billing but certainly were intrigued enough to be here. And let me say this: you will not be disappointed. Before I introduce my guest today, I just want to give you some of my reasons for hosting the call. As a certified financial planner with over 19 years of experience, I long ago recognized that my role is to partner with clients and to create prosperity and financial peace of mind. And so to that end, I endeavour

to work productively and bring the most innovative planning tools and strategies and ideas and products to the attention of my clients on an ongoing basis. However, in my opinion, one of the greatest reasons that hold most Canadians back from realizing their financial goals and success in life is, obviously, the mortgage. In fact, a recent poll that I came across that was conducted by one of the banks shows that nearly half of Canadians polled say they will not make an RRSP contribution this year. And, unfortunately, the study also found that although 63 percent of Canadians felt that saving for retirement is very important, a little over half plan to make an RSP contribution for this tax year 2005. And even then, not the full amount which, in my mind, is horrifying because here we are, one of the most heavily taxed nations in the world, and yet at the end of the day, we have no money left over for eligible tax relief. And why? Well, in my estimation it's because much of our cash flow is directed to pay our mortgages. And, in fact, here in the Lower Mainland housing eats up over 30 percent of our take-home pay. So after tax, after the mortgage payment, of course, there's very little left for cost of living let alone savings. And also consider this, an average \$200,000 mortgage, which is very modest here in the Lower Mainland, assuming a six percent interest will cost over the life of that debt, in excess of \$225,000 in interest costs alone. Look at that another way: you would have to make in excess of \$700,000 in income just to pay off

your mortgage. So it's no wonder that getting rid of the mortgage is the number one priority for Canadians and certainly with good reason. But before I introduce our guest today, I just want to say this: all the information in the world is not going to do you a bit of good unless you take action. And, in fact, it's a reality that taking action is what separates the wealthy from those who wish they were wealthy. So today you are about to learn about the product and the strategy for how to save \$30,000 on your mortgage without paying more. And you can take this information, act on it immediately and begin saving immediately or not. The choice is yours. So now I'm very pleased to introduce our guest today, Stuart Rodger. Stuart is a banking representative with ManuOne Bank. Good morning, Stuart, and thank you for joining us.

Stuart Rodger: Hi, Mark. Good morning, I'm delighted to be here. I like to see exciting use of technology to reach out to people.

Mark Huber: Well, that's what we endeavor to do. Always on the cutting edge here. Stuart, perhaps you could give the listeners a brief description of what it is you'll be sharing with us, and speak to the title of the call which is "How to Save \$30,000 on Your Mortgage Without Paying More." Is this just marketing hype?

Stuart Rodger: Well, it's not, really. In reality, what it is is we take-- we have a product, a bank account, a line of credit, which combines your chequing account and your mortgage and uses your short-term savings and your

income to work saving you interest costs. In fact, you're able to pay off your mortgage 30 to 40 percent sooner. And that's like taking a typical 25-year mortgage and paying it off in 16 to 17 years.

Mark Huber: That's amazing.

Stuart Rodger: Yes, it makes a big difference. And, also, our typical client saved, on average, \$30,000 in interest charges over the life of the mortgage, you know, and that's actually-- the interesting thing about that is that's actually a Canadian average. The average mortgage in Vancouver, of course, is much, much higher than the average in Canada.

Mark Huber: Right, right.

Stuart Rodger: And here in Vancouver, you know, my average-- my typical client, they save probably over 40,000 just due to the higher cost of the houses and the larger mortgages.

Mark Huber: That's amazing. How, though, does the banking industry currently work when individuals-- with a mortgage?

Stuart Rodger: Well, you know, let me ask you and your guests a question and throw it back a little bit here is, when was the last time that a loans officer or a mortgage broker, for that matter, explained how to make your mortgage interest tax deductible? They're not trained that way. They're not focused to think that way. They're not really thinking of how to make that mortgage-- pay it off sooner. You know, typically a bank is interested in only one thing, you know, with all due respect to banks,

you know, securing your mortgage against the equity in your home is their number one goal. And that's why they like to lock you in, you know. Banks don't even suggest options like paying down your debt with some savings or some low-yield investments. You know, a typical banker wants to lock up your mortgage for three to five years, and then typically they advise you to put your cash-on-hand into low-yield investments with the bank. I find that planners, advisors like yourself, that I work with think a little differently.

Mark Huber: Yes, we certainly do. And what you've described is all too very typical of what we see and how Canadians typically and traditionally have dealt with their debt and their mortgage, and believe, I think, certainly many times erroneously that the bank is there to solve all their financial problems. And I think that's an error in judgement.

Stuart Rodger: No, they're there to secure a mortgage, that's right.

Mark Huber: That's-- you're right. They're in the business of buying money at wholesale and selling it at retail.

Stuart Rodger: That's correct.

Mark Huber: Yes. How exactly does your product work? I mean, you know, does it have a name? And how is it different from the, you know, the traditional mortgage concept that we are all familiar with?

Stuart Rodger: Well, you know, we call it, of course, Manulife One which is the name of our bank account but it-- every industry ends up getting a buzz word

and it seems that our buzz word seems to be-- people are calling-- they're called HELOC's which is a home equity line of credit. That's a very broad term, a very generic term which could apply to any line of credit secured against your home. But it's funny how buzz words come about. But what we've done at Manulife is we've taken the philosophy of paying yourself first which is, you know, the basic fundamental of investing and saving. And we've taken it one step farther. With Manulife One what you do is you pay your debt first. You know, Manulife One is essentially a bank account. It's a chequing account with unlimited cheque writing. We give you unlimited debit-card transactions, and it allows you to programme your bill payments with fully integrated on-line and telephone banking functions. What we do at Manulife is the Manulife One account uses the power of your own income to pay down your debt.

Mark Huber: And how does that work? I think we all have to start thinking outside the box on this one here.

Stuart Rodger: Yes, well, you do because what happens, of course, is that it's by being a bank account, that's where you deposit your paycheque whether-- you know, most people in Canada have direct deposit on their income.

Mark Huber: Right.

Stuart Rodger: And that income is just simply transferred from whatever banking institution you're using to our bank. And you have your income, your

paycheque or dividends or pension, whatever the income is, is directly deposited into the account.

Mark Huber: And just by doing that you ultimately save thousands of dollars on the interest costs associated?

Stuart Rodger: That's one calculation. You know, there's others as well is that, you know, because you're paying your debt down first, the other is that being a line of credit, the interest is simply interest only. You know, we calculate it daily so I'll just give, you know, just an example. If you had a \$200,000 mortgage and your monthly net family income, you know, take-home pay from both husband and wife, typically, was say \$4,000 a month, you would reduce your debt instantly by \$4,000 the day that you get paid, the day it's deposited into your account.

Mark Huber: Oh, okay.

Stuart Rodger: See, so today, you're paying interest on \$200,000. Well, tomorrow you're paying interest on \$196,000. And only-- I always say "only," it's still a lot of money, of course, but it's a big reduction and makes a big difference if you do this, you know, week after week, month after month.

Mark Huber: Yes, it certainly does. Now what about if people have, you know, credit cards here and they've got, you know, a car loan there and they've got kind of debt all over the place, is there any truth that one should consolidate that type of debt? And would this type of product be

appropriate for that type of undertaking?

Stuart Rodger: I do, Mark, I do a lot of debt consolidation and it's extremely powerful. A lot of people over the years, people who have struggled with consumer debt which, here in Vancouver, is just so easy to do. It's such an expensive place to live. The problem is is that people don't do it big enough. They may take out a line of credit for \$10,000 or \$20,000 and pay off the credit card. But in two years they owe the line of credit and the credit cards are up.

Mark Huber: Yes, we've seen that all too often.

Stuart Rodger: That's right. So what we do is we just take a line of credit that's secured against your home and pay off all of your debts and now you owe one amount to Manulife Bank. And just the way I explained to you earlier is the way that we allow you to pay that debt off sooner. And, you know, if you pay off your debt first, calculate the interest daily the way the Manulife One account works, you'll-- clients pay off their debts years sooner.

Mark Huber: Now did we touch on how interest is calculated on this product or how it's charged?

Stuart Rodger: Yes, we just touched on it simply is that it's called "simple interest." It's not compound interest that you find in a typical mortgage. What happens is that today, for example, if you owed a Manulife One account \$200,000, kind of a simple rule of thumb on how to calculate that

interest would simply be to multiply the \$200,000 by the interest rate which, today, bank prime because this is always at bank prime, is 4.75 percent. You just simply multiply that by 200,000 and then you would divide by the-- multiply it by the interest rate and divide by 365. That's how much interest is being charged today and then it's calculated how much interest was charged that month.

Mark Huber: Okay. So it's a floating rate, in other words.

Stuart Rodger: Absolutely, yes.

Mark Huber: Okay. Now Canadians typically have an aversion to a floating rate type of product. Has that been your-- is that what you see when you talk to people? They always ask, "Well, what's the five year?" or, you know, "Do you offer a four year?"

Stuart Rodger: Well, you know, one of the first things that people always ask me is, "What's your rate?" and I think over the last, especially the last ten years or fifteen years, we've all been-- we've all learned that we should be trying to get a lower rate and locking it in which is great if you can afford the mortgage payments. But what we do is we pay down the debt faster because you're dealing-- it's not how much the interest rate is so much as how are you paying that principal down? And if you're paying that principal down every time you deposit a cheque into the account and not increasing the debt until you pay your bills or spend money, it'll pay off that debt much, much faster. But, you know, I realize and I'm

not here to convert people that are sold on being locked in to an open interest rate. We-- you can lock in up to 75 percent of your debt at any time for up to five years with Manulife One.

Mark Huber: Oh, really? So you have the flexibility of a floating rate on a portion of the debt if you choose and then if you so chose, you could lock in up to 75 percent on--

Stuart Rodger: Absolutely. Absolutely. If somebody has, you know, say a \$300,000 or a \$350,000 mortgage, they probably feel comfortable locking a portion of it in. But what I normally do is I recommend to people that are dealing with me is to lock in half of it if that's what you're thinking. And then you've got the best of both worlds because then you've got half your debt is open and half is locked in. The power of the Manulife One account is the fact that it's open.

Mark Huber: Yes, and the whole idea of paying down the principal debt which is where you really see your interest savings on this type of product, isn't it?

Stuart Rodger: Yes, that's true. And especially for people who maybe have fluctuating income, people who are, you know, commissioned sales people or business owners or people that don't have the same paycheque every month. It's a fantastic way to be able to pay down your debt during the time of year where your income is higher as well.

Mark Huber: Oh, so it affords, of course, that flexibility.

Stuart Rodger: That's correct. And if somebody was lucky enough to win a lottery, well, there's no penalty to pay off a Manulife One account or to move away from it because it's an open line of credit.

Mark Huber: Fascinating. Now, obviously, there's got to be some costs associated with setting up this type of structure. Can you speak to that?

Stuart Rodger: Yes, absolutely, there is. What we do is when we set up-- when I set up an account for somebody is I-- at my bank, we perform the appraisal, we pay for the appraisal on your home and we pay for the legal fees to register it against your home with the Land Titles Office so there's no set up costs at all to have the Manulife One account set up. But we do charge \$14.00 a month service fee but, in turn, that gives you a completely unlimited bank account, unlimited cheque writing and debit-card transactions and so forth. So it's-- I think it's pretty good value.

Mark Huber: It certainly sounds like an excellent value. I mean, that's really quite amazing. Now I'm just trying to think and ask some questions that people on the line might have as well and, of course, the lines will be open shortly for questions. What are you finding is the profile of your typical client and how is it different from the banks and what, you know, their client profile is or--

Stuart Rodger: Well, I find my typical client is someone that's interested in paying off-- they're getting out of debt sooner, you know, their goal is to-- if you can pay down your debt faster and also reduce your monthly expenses,

you're going to have more money available to invest for your future. Or maybe you can put your kids into soccer and baseball instead of just one sport because there's extra income available every month. It really depends on what the client-- what their goal is. And then, of course, that's one side because we really do two things and we do two things very well. The first, of course, is reducing debt, helping people get out of debt sooner, but the other one, also, is helping people increase their tax-deductible interest and being able to track that interest when they make investments. That's a very key feature that I have on my product for people who are looking to invest.

Mark Huber: Now that brings up a very interesting topic because for, well, as long as I can remember, I've always suggested that people look to increase their tax deductions as much as possible. Can you speak to that feature and how it actually might work?

Stuart Rodger: Well, you know, there's two types of debt, right? There's good debt which is investment debt where you've borrowed money to invest and it's a proper investment that you've made through a qualified financial planner like yourself. It's not something you'd really want to be doing on your own but you-- when you invest, when you borrow to invest, the interest is tax deductible and they call that "good debt." Now if you owed debt that you've used to finance the purchase of your house or a vacation to Hawaii or something, that interest is not tax deductible and

that's called "bad debt." Now, in my mind, I think all debt is bad, right? My goal is, really, to see people pay off all their debt. But if you're going to have debt, why not make the interest tax deductible? And by using a Manulife One account, we have unique features inside that account to help people track that interest.

Mark Huber: Wow, so it-- from an accounting point of view at the end of the year, it's as simple as just looking at your last statement and taking the number and slotting it on your tax form.

Stuart Rodger: Absolutely. You get a monthly statement from us, not like banks who send you a mortgage statement once a year. But every month you get a bank statement and it'll track the interest that you've put into what we call "sub accounts." You have five sub accounts and that'll allow you to do something that's very important for people to remember is that if you were to take out a loan or a line of credit for \$100,000, and invest it into multiple investment products and make it-- the interest tax deductible, you're really not supposed to do that. CRA doesn't like that. They frown on it. It's called "co-mingling." What they really want you to do is to take out a separate loan or line of credit for each investment and that-- what we allow you to do is just to simply have the equity accessible through your Manulife One account and open it up into a sub account. If you want, you can have up to five different investments.

Mark Huber: So you've really simplified the process.

Stuart Rodger: Absolutely, and then you get the interest tracked every month for you, and at the end of the year, you just take your last statement that you received and give the numbers to your accountant or whoever's doing your income tax. And you've got your different investment activity for being tax deductible right there in front of you.

Mark Huber: That's awesome. Now, obviously, a lot of Canadians being, you know, typically conservative have, obviously, a lot of questions. What would be some of the most frequently asked questions that you have run across?

Stuart Rodger: Well, you know, the biggest question I always hear is, "How come I've never heard of this before?" You know, people say, "I've never heard of you before and it sounds too good to be true." That's usually the first thing that I hear. And, you know, the big reason for that is that Manulife Bank has a different approach to business. We don't advertise any of the product that we have, you know, at-- what people are used to seeing advertising, retail advertising, on the television or radio or newspaper. All of my business is done through financial planners and I see their clients on their behalf. That's just the approach that Manulife Bank has taken to the marketplace is that we work for financial advisers and offer our products through them. And I do most of my business that way. But that's typically why people haven't heard of this before. Most people, of course, have heard of Manulife because we're the largest financial

institution in the country. We're the largest insurance company in Canada and the second largest in North America. It's a very large company.

Mark Huber: Right, of course.

Stuart Rodger: But, you know, another question that I hear a lot and-- is the fact that people say, "Well, how can Manulife Bank afford to operate this account?" because it's-- we're not making the interest profit, I guess you'd call it.

Mark Huber: It's so nice that they're so concerned about the profits.

Stuart Rodger: Yes, well, they are concerned about us. But what happens with us is we are a virtual bank. We don't have any bank branches so we don't have the overhead that a typical bank, one of the chartered financial banks or a credit union would have with the overhead of bricks and mortar. We're-- everything is done on line or we operate through what's called the "exchange network." And the exchange network is all of the credit unions and some other smaller banks across Canada that by using their bank machines, which are all integrated through the exchange network, people can simply walk up to any credit union bank machine and withdraw cash, deposit cheques and no charge to do that.

Mark Huber: Really? This is covered by the \$14.00 and change--

Stuart Rodger: That's correct, yes. That's part of what the \$14.00 a month covers.

Mark Huber: Now, again, people are saying, "Well, there's got to be a downside, you

know, this looks, you know, too good to be true.” I mean, what, if any, is a downside of something like this? I can only just see, you know, upside.

Stuart Rodger: Well, you know, when you’re listening to somebody that works for the company, of course, they’re going to say there aren’t any. My perception of the only downside on a Manulife One account for a potential client is the fact that they have made the equity in their home accessible is that they may feel that they may overspend, that maybe they are going to buy that hot tub or that big-screen TV that prior to this they weren’t going to purchase. And one of the things I say to my clients when I’m working with them is that all these things that I talk about are based on the fact that you’re not going to change your lifestyle. Now if you go out to Las Vegas and spend all of your money, well, it’s not going to work for you. But, basically, what happens is I tell people that the most important weapon you have in your arsenal in fighting debt is knowing how much money you owe. And I think people should know every day when they wake up, you know, “I’m in debt to \$100,000 or \$200,000,” whatever their situation is. And when you go to a Manulife-- when you go to a bank machine, let’s say you needed \$100. When you withdraw \$100 for some-- for pocket money for the weekend, if you had a \$200,000 debt with us or a \$200,000 mortgage, when you get the receipt from the ATM, it’s actually going to show you that you

are in debt, that you owe. It'll say "minus \$200,100."

Mark Huber: Are you serious?

Stuart Rodger: No, I am, and I tell people that because that's a very powerful weapon to know how much you owe every minute of the day. Whereas I find with debt consolidation there's a lot of people that, you know, will have two or three credit cards and they tend to ignore them until the minimum payment is due every month. I think it's very important to know that, and I tell people that if they're that uncomfortable, then maybe it's not for you. But I say if you know how much you owe every day, you're going to think twice about accessing all of that equity.

Mark Huber: Well, I couldn't agree more and it really brings to mind that if people are focused on what they want to accomplish in life they will achieve their successes a lot greater if they're constantly in their face.

Stuart Rodger: Yes, absolutely that's right. Information is king.

Mark Huber: Yes. Now what if a person, you know, has a few years left in the term of their mortgage, if it isn't maturing for a few years but they would like to, you know, set up a ManuOne account. How would that work?

Stuart Rodger: Yes, that's a great question, Mark. There's two ways that I deal with that and the first one is that I have a programme on my computer that I can run. Clients can go on our website, and they can run their own numbers and do a comparison and the first way that I would look at it is I would say, "Look, you know, if we're going to save you twenty, thirty,

forty thousand dollars in interest, is it worth paying the penalty to get out of your mortgage early?" But my goal is not to have people paying penalties. It's not what-- that's not what I'm setting out to do. If somebody has a mortgage that's not-- that isn't maturing for two or three years, we can also go into second position which means it's typically, it would be like a second mortgage. And second position just means that their existing mortgage is in first place and we're in second place. And what would happen is all the features that I talked about and all the things that you and I have been chatting about all are the same. The only difference is that the line of credit is in second position. They can take advantage of all the features that we have and then when their mortgage matures, we would just simply ask them to let us go into first position and take over their mortgage, and there would be no penalty at all. I do that quite a bit.

Mark Huber: Oh, very straight forward then.

Stuart Rodger: Yes, it is.

Mark Huber: Now in some circumstances, people have no debt, they-- or very little, they are in the enviable position of being mortgage free. Are there benefits to a ManuOne account for these types of people that are showing, you know, a positive cash balance.

Stuart Rodger: Well, that's great. I love dealing with people that are in that situation because we can really help them as well. Remember, Manulife One is

not just a mortgage. It's not just a line of credit. It's a bank account. It's a chequing account. And currently, the interest that we pay on a positive balance that somebody would have in their Manulife One account is 2.7 percent.

Mark Huber: Are you serious?

Stuart Rodger: No, I'm serious and I believe that's the highest rate in Canada at this time.

Mark Huber: I believe you're right.

Stuart Rodger: Yes. And that's what I do with a lot of clients is that somebody may be looking for a line of credit that they can access whenever they need it. In an emergency or if an investment comes up, they'll always be borrowing at prime. But while they have a positive balance, they're actually earning a pretty good return and there's no minimum. There's no minimum. It's dollar one that you would get 2.7 percent right now.

Mark Huber: Really.

Stuart Rodger: Yes, very popular because it keeps your line of credit, it keeps the assets liquid. You can use them anytime you want and write a cheque or just simply earn the interest on cash that you have on hand. You don't have to lock it in for 90 days or a year or anything.

Mark Huber: That's amazing because I think, currently, the banks, if you're lucky, are paying half a point on your chequing.

Stuart Rodger: Well, did you know an interesting point is that when people, the average

Canadian family has money sitting in their chequing account every month for up to ten days earning zero percent. And that's part of the calculation on how the Manulife One pays off debt is why would you have your paycheque sitting in your bank account for up to ten days every month earning zero percent? Put it into your debt. Pay off your debt.

Mark Huber: Yes, make it work for you.

Stuart Rodger: That's right, absolutely.

Mark Huber: Yes, you work hard for the money. You should have it working equally as hard.

Stuart Rodger: Yes.

Mark Huber: Wow. Okay, I think we should open up the phone lines--

Stuart Rodger: That sounds great.

Mark Huber: -- for some questions. We've got about ten minutes left on the call. I want to make sure that we answer some questions from our listeners. Could we have the operator open up the lines, please?

Operator: Thank you. Ladies and gentlemen, if you wish to ask a question, please return to your handset, if possible, and then press the numbers 0-1. You will be placed in the question and answer queue. If you wish to withdraw your question, press the pound sign. If you have any questions at this time, please press 0-1 now. There's currently no questions in the queue at this time.

Mark Huber: Okay. Well, obviously, Stuart, you did a great job of, you know, preempting and answering all the questions.

Stuart Rodger: Well, I'm used to people asking me lots of questions, Mark, so I hope that I covered any potential questions that people may have had.

Mark Huber: Oh, no doubt. Now you had mentioned an on-line calculator where you or I could plug in numbers. Is there a website?

Stuart Rodger: Absolutely, you know, and that's a great point because we can't print out an amortization chart like most banks would when you've got a mortgage that's amortized over 25 years. The Manulife One account works off cash flow so if people want to, they can run a calculator, and they can enter in the information on their existing mortgage or a potential mortgage that they may be looking at. And then they just simply answer the questions on the calculator to do with income and expenses. And if people are interested, they can go to our website which is www.manulifebank.ca. And then they simply go to Manulife One, which is the product that we have. It's a drop-down window and on the left-hand side and then when they get there, they go to the, I think it's called the "quick calculator," and that'll bring up an interactive programme where they can run their numbers. And just for people to know, it's very user friendly but what I like about it is that you can try different scenarios. You may be concerned that interest rates are going to continue to rise. Well, you can run the programme at today's rate and

then you can back up, increase the rate or decrease your mortgage rate if you're trying to negotiate a better rate and still run the programme and see what the end result is.

Mark Huber: Oh, that's awesome.

Stuart Rodger: Yes, it's very powerful. It works quite well. I recommend it to people who are looking at an option. If nothing else, when we do these things, we educate people, right?

Mark Huber: Yes, exactly, that's the name of the game. Now I know a lot of people will want further information and-- especially after they've run their own calculations. How can one get a hold of you, Stuart?

Stuart Rodger: Well, if anybody wants to reach me here in the Lower Mainland, they can call me at 604-351-6133 and I'll give you my email address as well. And it's stuart s-t-u-a-r-t underscore rodger r-o-d-g-e-r @Manulife.com.

Mark Huber: Okay, good. And also, just to let everyone know, I'll be sending out an email with all your contact information immediately following the call here.

Stuart Rodger: Yes, absolutely. People can reach me through your office as well.

Mark Huber: Of course.

Stuart Rodger: Yes.

Mark Huber: Well, that sounds great, Stuart. Now I do want to remind everyone that this conference call has been recorded and we will be providing everyone listening today with the copy of the call, actually a link that

you'll be able to download the call and--

Stuart Rodger: Oh, that's exciting. I like technology.

Mark Huber: Yes, and then you can listen to Stuart and I any time you want and share this information with family and friends and fire it over the Internet and, you know, help other people in your life that you would like to see reduce their mortgage in a very efficient, easy manner without, again, digging deeper into your pockets as the banks often suggest is the only way to go. As well, everyone will get a copy of the transcript. I'll have our transcription person take care of this in the next couple of days and that'll be available. Also, there's some bonuses to all of those who just showed up today. I'll be sending out information on mortgage financing, "Should You Still Float? Four Answers." This was written by Professor Milevsky, a finance professor from York University who did a scientific and historical study, and I think you'll be very interested in the findings of that research, as well, for your immediate use and to provide information for Stuart for a complementary consultation. There'll be a "How to Use Your Mortgage to Create your Dream Life" analysis sheet. Also, "How To Stop These Ten Investor Mistakes From Happening To You," and lastly, I've put together "Cash Flow Secrets Of The Rich" which is a mini course which will start in a couple of days. And every few days you'll be getting another chunk of information on the methodology that wealthy people use to increase and enhance their

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cash flow. So watch your email in-boxes with the header “Money Moves Teleconference Bonuses” and then, of course, the mini course will start in a few days. Stuart, I want to thank you so much for taking the time out of your busy schedule to be here with us today.

Stuart Rodger: Well, thanks, very much, Mark. I enjoyed it and I hope that we gave people something to think about and educated them a little bit in what else is out there versus typical bank mortgages.

Mark Huber: Well, you certainly gave us all a lot to think about and not just think about but as I said earlier, hopefully act on, because all the information in the world does not create wealth. You just have to take one step at a time often but move towards your goal and with the flexibility of the ManuOne product and the ease of administration, again, doing nothing different than we currently do but with more efficiencies, no more money out of your pocket. Again, I think the billing of “How to Save \$30,000 on Your Mortgage Without Paying More” has lived up to that. And, Stuart, thanks for providing the information on that.

Stuart Rodger: You’re welcome. Thanks very much for having me, Mark.

Mark Huber: All right.

Stuart Rodger: Okay.

Mark Huber: So we trust the time, listeners, has been well spent and of value to you. And in closing, I just want to say, again, contact myself or Stuart Rodger to get the ball rolling and begin saving big tax dollars on your mortgage

today. So my name is Mark Huber and until next time, remember, all our dreams can come true. We just have to have the courage to pursue them. Thank you, talk to you soon.

Operator: Ladies and gentlemen, thank you for participating in the “How You Can Save \$30,000 on Your Mortgage Without Paying More.” On behalf of myself and the rest of the teleconference team, thank you for choosing Telus.

Mark Huber: So that’s a wrap.

Stuart Rodger: That’s it. Thanks.

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

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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.

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