

Chapter 1

A day at the office

Years ago, I walked into the office to settle in for a normal day at work. The other staff hadn't arrived yet so I had the great pleasure of getting the morning coffee going for the good of all. While waiting for my morning caffeine jolt to brew, I noticed one of my fellow co-workers, Ted making his way through the door and over to his desk. Something seemed odd and he wasn't his normal self. He had a concerned look on his face almost as if something may have happened the evening before. He was still friendly none-the-less, but something was on his mind. We exchanged our normal 'good mornings' and settled in to check emails and discuss the upcoming day. After a while, I glanced over to see him busy at his computer comparing mortgage rates at the different lending institutions and banks. Although I didn't want to be nosey, I asked what he was up to. He kicked back in his chair and opened up that he was thinking of switching his mortgage to a different lending institution. I asked what was wrong with the place where he currently had his mortgage. After all, that is where he initially got his mortgage. Wasn't there something they could do to help him if he was in need? He explained that there was nothing wrong with the bank that currently held his mortgage. They were actually really good and comparable to most other lenders. But he was trying to find a way to save some money. "Everything is so expensive," he said, "I can't afford the payments at my bank. They are killing me!

The family is growing and I need a bigger home, but that won't happen because I can't afford the home I have now. I wish there were a better way." He said these words over and over again. I got up, poured us each a fresh cup of coffee, pulled up a chair and we went over some of his numbers. I don't think it took more than 5 minutes. I showed him how he could save some money and not switch banks. Even if the interest rate on his mortgage remained the same, there were still ways that he could pay his mortgage off years quicker than he was currently. And to top it off, save tens of thousands of dollars in the process. It was a good day for both of us. He had found a solution to his problem, and his day was moving in a positive direction. Over the next few days, he established mortgage payments with his bank that worked better for him and his family. He didn't get his bigger house right away, but at least he had a plan for getting it in the future. As for me, I was able to help someone get ahead financially. This might seem like a small accomplishment to some, but to me this is what I enjoy doing. To help someone keep more of his hard earned money in his pocket is one reason I am in business. It's what I like to do.

My friend was actually on his computer trying to find another lender that could save him $\frac{1}{2}$ or 1 percentage point on his mortgage. He didn't even consider the payment side of the equation. That is no fault of his own as it seems that this is what we are programmed to do. We are always looking for a better rate. Although this is very important in the mortgage payment equation, it isn't the only option. Later in the book, I will show you what I did for my friend. I will show you six different payment options to pay down your mortgage. Five of those options are variations of the first option – five different ways of paying off the original mortgage that will save you money in the form of interest. Depending on how it is structured, it is also possible to lower your monthly payment so there is more money at the end of the month. These variations are

what I showed my friend that morning. It is my pleasure to share them with you as well! The funny thing is that they aren't secrets. In fact they are handed out freely by some, if not most lending institutions. The problem is that even though they are readily available, they are not used as much as they should be. It is my goal to help inform people of these options, as well as some other options that can save them money. I believe that most people would use these money saving options if they knew more about them. Most people will make their mortgage payment once a month. They do this because it is easy, familiar, and almost comforting. They get paid on the 15th of the month so they pay their mortgage on the 16th. Sound familiar? They know they will have money in their account, so it is comforting to know they won't be short or miss a payment. My goal is to take you out of your comfort zone. I will introduce you to debt, investing, retirement and other topics from an investor's perspective. Some of my ways you may agree with, some you might not. My goal is not to give advice or convince anyone that my way is better. We are all different in our lives, jobs, goals and financial situations. It is my goal to inform you of some of the alternative solutions to today's financial problems. Keep an open mind and you will gain some knowledge that many people don't have.

Just the other day I was talking to another friend of mine about some of the rental properties our company owns. I told him how scary it felt when buying our first rental. We chatted about how we had grown our properties and some of the techniques we use to make that growth happen. After only five or ten minutes he asked, "How did you learn to do all this?" I could see that he was a little bit overwhelmed with what I was saying. It wasn't that he didn't understand what I was talking about; it was more like someone had opened a door for him to a whole different world. Not significantly different than his own, just a world of different thinking. And that is

exactly why I am writing this book. Although the information is available to anyone to take advantage of, most folks either can't find it, don't have the time to find it, or don't even know it exists. There are even those who don't want to further themselves. Some people don't like change. They are happy with the job that they've done for the last 10 years and don't plan to change anything. They drive the same car that they've driven since 1982 and don't plan to change. They drive that same car down the same streets to their place of employment and are happy (or maybe not!) with their lives. In order to change the results you are presently getting, YOU have to change. Period! I believe we all have the ability to create our future. It doesn't happen overnight and it seldom happens quickly. But you will get closer and closer with each small step in the direction you want to go. However, there are no guarantees in life except death and taxes. We can have the best laid plan to get from A to B, but what gets in the way? Life! So even if you don't reach your goal of owning a tropical island in paradise, you can rest assured that you will probably be better off in one form or another from just attempting to reach your goal.

So often I hear people talking about the past. They speak of what they should have done then to be better off today. What they should have invested in. What they should have purchased way back in the day. I, for one, do not want to be one of these people. I let my thoughts guide me in what I think I should do today and not wait until tomorrow. This book falls directly into the path of that train of thought. It is chock full of valuable information that I know will help other people. With that said, I hope you enjoy this book and I truly hope that your life becomes better because of it. After all, it is all about helping people out. Best of luck!