

The Mortgage Messenger

Mortgages are just part of your financial picture. We've decided to dedicate page one of the newsletter to a brief article about building wealth. Our thanks to Ingrid Roosild, a financial planner with Olympus Financial Advisors, for contributing this article. She is an excellent financial planner and a great resource for building your wealth. If you want to explore how your mortgage fits into your wealth building picture, please call your loan officer or financial advisor today.

Sincerely,

Heidi Snow, President

hsnow@perennial-mortgage.com

Client Comment Corner

"Dear Perennial Mortgage, I appreciate your kindness, your patience in helping me understand the mortgage process and your overall professional style! You were an absolute asset to me! Thanks."
Lynn P., Cedar Crest, NM

"The service was excellent. Thank you for being kind and helpful." David & Sharon F., Albuquerque, NM

"Thanks for your quick responses & flexibility with my schedule." Roxsan M., Placitas, NM

Build Personal Wealth

Presented by Ingrid L. Roosild, MBA
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Understanding the Need to Build Personal Wealth

To keep up in a fast-paced world, you have to spend most of your time and energy focusing on the immediate concerns of daily life. That's why future goals and dreams often get pushed aside until it is too late. You need a strategy and a solid plan to put you on track and keep you there.

A disciplined financial plan helps you invest regularly in savings vehicles that support your financial goals. Once your plan is in place, you can focus on the day-to-day concerns.

Focusing On Major Goals

How much you will need and how you will accumulate it depends on your financial goals and your personal investment style. One of the most important goals many people share is funding their children's education. With college costs rising, early planning is the key. According to the US Department of Education, today's 4-year public college costs \$64,120. By 2016 it will be more than \$109,000. Saving regularly allows your money to grow so when the time comes, you'll be ready.

Reaching Your Dreams

Most likely, you also have personal goals you would like to pursue. You may dream of a secure retirement, a second career, or continuing your education. Your personal objectives will determine the amount you'll need to fulfill your dreams. And how you build your savings will depend on the strategies you choose to get there. Whatever you do, good planning is the key to making your dreams come true.

Accumulating \$1 Million: Put Time on Your Side

How much would you need to set aside each month to reach an investment goal of \$1 million at age 65, given an 8%* return? The earlier you start saving the better.

A 35-year-old who saves \$705 a month for 30 years can become a millionaire by age 65. A 50-year-old would need to save more than 4 times that amount each month to reach \$1 million by age 65. **Rate is hypothetical and not indicative of any particular investment.*

Age	Monthly Investment
25	\$308
30	\$463
35	\$705
40	\$1,093
45	\$1,746
50	\$2,943
55	\$5,516

Direct Your Money Wisely

Saving money is only the beginning to acquiring wealth. You also have to make sure your money is working hard for you. Here are the major factors affecting the growth of your assets:

- **Interest.** Your assets can grow by earning interest. This is a percentage earned on the amount you've invested.
- **Appreciation.** Your assets can grow through appreciation or gaining value over time.
- **Tax Deferral.** Your assets can grow through tax deferral. The less money you pay in taxes, the more money you'll have working for you.

Wealth-Building Strategies

Does 2 percent really matter? When it comes to building personal wealth, it may. In the early years of accumulation, a 2 percent difference in return may not make a large impact on your growth. But, over time, compound interest combined with a 2 percent return can make a large difference in the outcome.

Tax Deferral

It's also wise to take advantage of opportunities for tax-deferred savings. Tax-deferred compounding can make a dramatic difference in a long-term savings plan.

Systematic Investing Helps To Minimize Risk

Higher rates of return are generally associated with higher risk investments when measured over a long period of time. So if you tend to have a more conservative approach to investing, how can you take risks that may offer the potential for a higher return and still feel comfortable with your decision?

A strategy known as dollar cost averaging may be the answer. Using this strategy, you can buy fewer units when prices are high and more when prices are low, with the goal of lowering the average cost by investing over time. A dollar cost averaging plan involves continuous investment in securities regardless of fluctuating prices.

Your Strategy for Success

There are a number of effective ways you can choose to build wealth. There are also a variety of vehicles to get you there. They may include a combination of annuities, mutual funds, life insurance, a 401(k) plan and others. Your individual goals and objectives will help determine the best strategy for you. The key is to save regularly and invest wisely.

Where Do You Go From Here?

Don't just dream about the future - plan for it. Talk with an experienced financial planner today about your goals and expectations. Together, you'll create a plan for your financial freedom. The sooner you start, the sooner you'll arrive!

Securities products & investment advisory services offered through registered representatives and investment advisory associates of Carillon Investments, Inc. 1076 Waycross Rd. Cincinnati, OH 45240, 800-999-1840. Olympus Financial Advisors is not affiliated with Carillon Investments, Inc.



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YOU CAN USE YOUR HOME EQUITY TO ACHIEVE YOUR GOALS

Summer is the time for vacations. . . And home improvements! Thinking about new windows, granite countertops or hardwood flooring? How about a new energy efficient vehicle? With property values on the rise in Albuquerque, consider a 2nd mortgage to finance these summer projects. Perennial Mortgage now offers a no-cost and low cost 2nd mortgage. No title, appraisal, tax service or flood certification fees! These 2nd mortgages are quick and easy, all you have to do is decide if you would like a fixed rate or a Home Equity Line of Credit (HELOC). For your convenience, we can even close the loan at your home of office! Call your loan officer today and discuss the best 2nd mortgage option for you.

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You Think You're So Smart!

Start with the letter A. Add the letters below in order, making a new word each step; first a two-letter word, then a three-letter word, until you make a seven-letter word. Addig S to make a plural of the preceding word is not allowed. You must rearrange the letters or add a letter to make a completely new word. (Ex. I, it, tin, tine)

R E C S S T

If you want to see if your answer is correct, or you can't figure it out and want to know the answer, email or call Roger Kennett (our resident "Mensa Dude") at rkennett@perennial-mortgage.com or 888-9500.

We Are a Referral-Based Business!
We generate referral business by being extremely knowledgeable about mortgages and providing exceptional personalized service to our clients. Whom do you know who needs our services?

505-888-9500

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