

*Early Mortgage
Pay-off
Done Right!*

"Live The Great American Dream"

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Introduction

Given today's new tax laws, the current volatility of the stock market, new investment strategies and the availability of many new, innovative investment products, it makes it very difficult for most families to keep up to date and sort through it all.

This booklet is intended to provide our friends, families and clients with an overview of the information they need, to help them understand some of the many complex financial issues we all face in today's tough economic environment.

Today, many families are looking for more effective ways to secure their financial future. They recognize they need a better strategy as a foundation of their overall financial plan, instead of just relying on traditional financial planning techniques.

Common Concerns of Families

While there are a number of different ways families approach their need to accumulate money, we have found that they have the following common concerns.

- **Reduce Or Eliminate Consumer Debt** - They need to free up money, so they can start saving for their future.
- **Growth of Principal** - With as little as they can save today, they need to maximize their investment growth.
- **Safety of Principal** - They can't afford to risk losing any more of their hard earned money.
- **Minimize Income Taxes** - No one likes to pay taxes, especially families on a tight budget.
- **Liquidity of Assets** - They want to have access to their money, without penalties, prior to age 65, for college, other family expenses and emergencies.

This booklet is intended only as an overview. It is important to visit with your local financial services professional to determine how you can best use this information.

The Great American Dream...

50 years ago, as a nation, we were among the best savers in the world. The people from that generation saved and paid cash for everything, so they had no consumer debt.

And, those of us who were raised by that generation were told:

- Go to College
- Get A Good Job
- Buy A House
- *Pay Off The Mortgage As Soon As You Can*
- Save A Little Each Month

and

- ...You'll Be Set For Life!

It Was Rock Solid Advice...

Because Our Parents and Grandparents...

- Lived In The Same House For Life
- Had One Job Their Entire Life
- Lived On One Income
- Retired With A Pension
- Had NO Credit Card Debt
- Saved A Little Money Consistently
- Could Count On Social Security Being There
- Only Planned On Being Retired For A Little While, So Inflation Was Not A Big Concern

It's An Entirely Different Story Today...

Today, as a Nation, we are among the worst savers in the world and our consumer debt is out of control...

Today, we'll...

- Move 4-6 Times In Our Life
- Have 3-7 Jobs During Our Life
- Need Two Incomes Just To Live
- Probably Never Have A Pension
- Struggle With Credit Card Debt
- Save Very Little Money
- Worry About Social Security Being There
- Be Retired For 20 to 40 years, and worry about running out of money due to inflation

So, How Do We Keep The Great American Dream Alive?

We need to...

- Get Back To The Traditional Ways We Managed Our Money
- Find Ways To Cut Expenses Without Changing Our Lifestyle
- Find Ways To Make All Of Our Money Work For Us
- Establish Better Priorities In Our Financial Lives

The concepts we'll discuss in this booklet aren't exactly new. They are the smart money secrets bankers, businessmen and financiers have used for over a 100 years to amass great fortunes.

Pay Off The mortgage ASAP!



Like most families your mortgage is your biggest debt.

On average, families spend over 35% of their income on their mortgage. Of that 35%, most of it is interest. The banks love you and your financial future is suffering.

Unfortunately, most families are living from pay check to pay check. They are one pay check from financial disaster. And, they are one financial disaster from losing their home to foreclosure & bankruptcy.

Startling statistics....

- Over 400,000 Families filed for bankruptcy in 2021. That's 1 out of 297 households!
- Since 2006, over 19 Million Families have had their home foreclosed on.
- In 2022—Foreclosures are up 118%

Why is this important?

We need to safeguard our largest asset, our families home. One of the best ways to safeguard your home is to have it... PAID IN FULL!

Now that is just one reason. Pain and Pleasure are why we do things. We try to avoid pain (Home loss) or seek pleasure (The extra money). Think about it...

If you didn't have to pay the mortgage payment every month, would you have to work as hard? Could you spend more time at home with your family? Could you spend more time traveling? Would you have the funds to put your kids through college?

Think about how much better your life would be if you could pocket your mortgage payment each and every month. I bet you have a big smile on your face right now. Just thinking about having no debt, and no mortgage makes me smile.

Now this is not pipe dream. With a little planning you can *'Live Debt Free And Truly Wealthy.'*

Below are the top 5 reasons to payoff you home ASAP!

Pay less interest on the mortgage: When you pay extra on your mortgage principal it ends up meaning you'll shave months or years off of your mortgage, and you'll save thousands of dollars in interest.

Less risk, more peace of mind: With less debt on your balance sheet, you have less risk in your life. You'll have less to worry about when your only bills are food, taxes and other necessities. Add to that having the burden of debt removed from your shoulders. The psychological benefit of being free of debt isn't to be underestimated.

More freedom: When you don't have a mortgage payment you'll have more freedom. Don't want to take a job – you don't have to because your monthly debt obligations are next to zero.

Eliminating debt is a sure thing: While investing in the stock market isn't a sure thing - having paid off the house you can live in IS.

Extra money to save, invest and give: When you pay off your mortgage you'll have a lot more money left over every month that you can use to save, invest and give. Can you imagine how fast your nest egg would grow if you had no debt obligations - including a mortgage?

The Traditional Ways To Pay Down Your Mortgage

There are 2 ways most families attack the mortgage.

1. **Extra Payment towards the principal**
2. **Bi-Weekly mortgage program.**

Making extra principal payments to your mortgage allows you to Make Extra Payments Directly to your Mortgage balance. Directly lowering future interest payments and paying the mortgage off faster. This is not a set program but a choice, you choose to make the payment or not. Using this strategy you can pay off the mortgage months to years early.

A biweekly mortgage payment plan is pretty basic. Rather than make one monthly payment to your lender, you make a payment for half the amount of a monthly payment every two weeks. Over the course of the year you will have made effectively 13 payments rather than the usual 12. Because the extra payment is applied directly toward the loan principal, you will see a faster reduction in your mortgage balance.

Pro's

1. **Shorter mortgage term** - Say you had a \$250,000 mortgage on your home with a 4.5% interest rate. If you were to make an extra payment of \$200 a month to your mortgage principal you will pay off your home 7 years early.
2. **You save on interest** - By making an extra payment or doing a bi-weekly program you will pay less interest. If we use the same example from above... If you make that \$200.00 a month extra payment it will save you over \$56,000 in interest over the course of your loan. This is significant savings.

Con's...

1. **Your funds are locked up** - If you or your spouse, got really sick, became

unemployed, or could not work for any other reason, can you access the money tied up in your home?

Consider... When does the bank loan you money? When you can prove you don't need it! You must have the ability to pay the loan back, or they won't give you anything but a foreclosure notice!

2. **Killing your best tax write off** - One of the biggest downsides to both Bi-weekly and making extra payments, is you're losing your biggest tax deduction. For example, using the same home with a \$250,000 mortgage @4.5% Interest. You are paying over \$11,000 a year in interest on your mortgage. At 29.5% Combined Federal and state rate your tax savings are \$2,000 a year. So if your tax savings are over \$2,000 a year, that is saving you over \$60,000 in taxes over a 30 year period.

3. **You lose the growth on the funds you paid to your mortgage** - Let me ask you this question. If you have equity in your home or not, does the equity cause your home to appreciate more in value? Equity has no rate of return. The value of our home goes up and down on the principle of supply and demand. So equity has a ZERO rate of return. For example, let's look at that \$200 a month extra principal payment. If you invest that \$200 into an account that earned 7%, you would have over \$245,000 at the end of 30 years. At the end of 30 years your home is paid off and you have over \$245,000 in your pocket. How would you feel then?

The Bottom Line... If you can save and can keep your money separated from your mortgage, then if you need it, you can access it in the event of disability, lost job and for any other reason. If you could put the money you wanted to pay to your mortgage in a position where it could make a positive rate of return, how much better off would you be?

A New Mortgage Acceleration Program

We have established that paying extra mortgage payment or a bi weekly programs work but may not offer the best results for you and your family.

What is the best way to pay off your home early.

Its *Cash Value Life Insurance*. This Vehicle gives you everything you want and need. Now we all know we need life insurance, but don't think we can afford it or just don't see enough benefit to owing it. My question is how can you live without it? Here are just 3 of the benefit of owing...

If you Die Early - The Death Benefit pays off what you owe to the bank.

If you Live - You can pull from your Cash Value to pay your home off early.

If your Disabled - you can use the Cash Value to cover mortgage payment and any other financial needs.

Now that we know the vehicle, how does it pay off your home. Let's use the sample example as before. \$250,000 Mortgage @4.5% and your were making a \$200.00 a month extra principle payment toward your mortgage.

What if instead, you are able to save that \$200 per month for the next 21 years? You would have over \$116,000. In year 21 your mortgage balance is \$112,000. So, right then and there you can pay off the mortgage in full... 9 years early... or you can let that money keep growing until a need arises, or use it for other future needs.

How much more secure would you feel if you had this money in your policy, knowing if something happens, you have the money to make it through? You can keep food on the table, and know that you can payoff your loan at any time.

Super Charge The Mortgage Payoff Program?

What if you took advantage of some these strategies to free up additional funds to put away for your family?

- Identify Money That You May Be Spending Unnecessarily, or In The Wrong Places...
- Find And Use Credit Cards With Lower Rates...
- Combine Your Credit Card Balances...
- Use Equity Lines of Credit To Pay Off Debts...
- Prioritize Your Spending...
- Stop Using Your Credit Cards & Pay Them Off!!!

This Strategies Are Ideal For...

- People Who Want Their Home Paid Off...
- People With Heavy Consumer Debt...
- People Who Are Concerned About Funding Their Retirement...
- Families Who Are Concerned About Funding College And Qualifying For Financial Aid...
- Commissioned and Self Employed People...
- People Who Want The Better Things In Life...

Best of all, in most cases...

**All Of This Can Be Accomplished Without
You Spending A Penny More Than You
Are Spending Today!**

Let's Talk About Real Solutions!

We're not talking about some new fantastic investment, or a product that guarantees a 20% or higher return. There is no such thing, as many people have unfortunately found out over the past years.

What we are talking about is sound ***Family Smart Money Management***, which simply put, is positioning your assets properly, to avoid the problems we've previously discussed and taking advantage of some smart wealth building strategies.

Using these simple, little known money management strategies you'll have the potential to maximize your savings now and for the future, with the potential for more guarantees, and with much less risk.

You can beat inflation, reduce your income taxes and avoid the downside risk of the stock market.

But, I Already Have An Advisor!

Many of the families we have helped do have a stockbroker, accountant, insurance agent or friend who has guided them in their financial matters. Unfortunately, while these individuals were well intentioned, they generally had a narrow view of the problems and solutions. The advice they gave was based mainly on their area of expertise, what they were selling and what has worked for them personally.

Unfortunately, what worked for them, in many cases, was not the best solution for the families they were trying to help. Yes, they may have had some success, but in many cases the family's situation could have been much better...

Simple, Real Life Example...

We recently met with a family who were struggling financially.

By simply repositioning their assets, we were able to show them how they could substantially increase their cash flow, right now. They would pay less in income taxes. And, they are positioned to accumulate more wealth, with their own family bank.*

Plus, more importantly, they have a solid plan to fund their children's college education and a real plan to have the income they want for retirement.

** Results will vary depending on your unique situation.*

What Do We Charge?

All our initial consultations are **free**. There is never a cost or obligation to you.

Our Guarantee...

It's very simple. We'll review your situation and make our recommendations to you. Then it's up to you to make the decision to do business with us, or not.

It's entirely up to you.

The only risk you take is a little bit of your time.

So, What's The Next Step?

Let me ask you, is it worth 40 minutes of your time to see if you can reposition your assets to:

- **Reduce or eliminate all consumer debt!**
- **Stop losing money in this volatile Stock Market!**
- **Significantly reduce your income taxes!**
- **Have complete safety and guarantees!**
- **Have money to fund a college education!**
- **Have the income you want at retirement!**
- **Have more money to do more of the things you have always wanted to do!** *A nice vacation, a new car, more golf, cruises or whatever else you've always wanted to do.*
- **Stop worrying about your future!**

Remember, there is no risk, no fees and no obligation.

You have nothing to lose and everything to gain.

Call us today...

**Seriously, do it.
It could be the single best and
most important decision you'll make
this year for your family.**

‘Helping Families To Live Debt Free And Truly Wealthy ’



Dear Friend,

I'd like to take a few minutes of your time to introduce myself to you. My name is Alex Boggs, *Financial Service Professional*. I specialize in helping families to pay off their mortgage 5 to 15 years early without spending one penny more than you are spending right now!

Over the years working with young families, I have discovered that many of them are not able to save enough for the future. While others are struggling just to get by.

I understand. I believe I can help put your mind at ease, with some simple proven smart money management strategies.

Wouldn't it make sense to see if you can reposition your money to potentially **minimize your income taxes** and **maximize your wealth accumulation for the future?**

Please, give me a call if you would like more information about how I can help you **have the financial security for your family, that you have always dreamed of.**

The only cost or obligation to you, is a little bit of your time.

Sincerely,

Alex Boggs

Alex Boggs

P.S. I'm confident that you'll find the time we spend together very profitable!

Family Smart Money Management

'Where Your Dreams Become Reality'

Here are just a few of the ways you'll benefit, by strategically repositioning your investments:

- Reduce or completely eliminate all consumer debt.
 - Set up a savings plan that will provide significant additional wealth for you in retirement— tax-free.
 - Private Family Bank - access cash when you need it without borrowing from a traditional bank or other for-profit loan-making organization.
 - Protect your assets from law-suits, predators and opportunists.
 - Legally avoid being taxed on your hard-earned savings!
-

Contact Alex Boggs

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