

Shopping Around??

HERE'S THE INSIDE SCOOP ON HOW TO DO IT RIGHT!

First: make sure you are working with an experienced, professional loan officer. The largest financial transaction of your life is far too important to place into the hands of someone who is not capable of advising you properly and troubleshooting the issues that may arise along the way. But how can you tell?

**Here are three simple questions and one observation your lender absolutely must be able to answer correctly. IF THEY DO NOT KNOW THE ANSWERS...
RUN... DON'T WALK... RUN... TO A LENDER THAT DOES!**

1. What are mortgage interest rates based on?

(The only correct answer is Mortgage Backed Securities or Mortgage Bonds, NOT the 10-year Treasury Note. While the 10-year Treasury Note sometimes trends in the same direction as Mortgage Bonds, it is not unusual to see them move in completely opposite directions. DO NOT work with a lender who has their eyes on the wrong indicators.)

2. Can you guarantee me that this loan will close on time?

(Most lenders will not put a guarantee in writing to close your loan on time. Why not? They have not invested in the systems and team necessary to ensure an on-time closing and the top quality experience that you deserve. If we have to move your closing for any reason under our control, we will pay the buyer and seller \$100 a day until it closes.)

3. What will you do for me after closing to help me manage this debt?

(Most lenders quote rates, close loans and consider their job complete. The closing is our first step in managing your mortgage. We provide Monthly Mortgage Reviews to help track your rate and program compared to the current market. We also provide Annual Equity Reviews to help you make informed decisions about restructuring debt and/or equity to optimize your personal financial plan.)

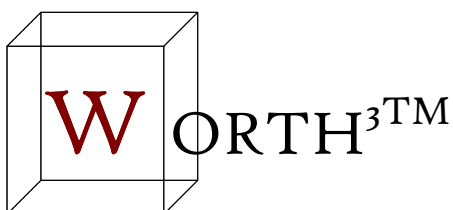
4. Does this lender *really* care about my interests?

Make sure you are working with a lender that also asks you the right questions. Most lenders will try to make your needs fit their products or assume that all clients need a 30 year fixed rate mortgage. A good lender will understand your needs first, and then suggest a product that will work with your specific needs. Examples of the right kinds of questions you should be asked are: "how long do you plan on living in the home?", "do you have a financial plan we need to work with?", "What are your current top financial priorities?" We will always try to understand your needs first. Then provide you with options specific to your needs.

Be smart... Ask questions... Get answers!

More than likely, this is one of the largest and most important financial transactions you will ever make. You might do this only four or five times in your entire life... but we do this every single day. It's your home and your future. It's our profession and our passion. We're ready to work for your best interest.

"The cheapest rate on the wrong program can cost you thousands more than a great rate on the right program"



Because it's more than just a loan

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