

THE MONEY COACHES



“It’s easier to fool people than to convince them they have been fooled.”

-Mark Twain

Getting a Mortgage



Buying a home is an intimidating process for many. In our lifetimes, most of us don’t go through that process more than a handful of times. That lack of familiarity can lead to a general lack of knowledge of the process.

Add to the mix the fact that those currently entering the fray to buy a home are up against a highly competitive seller’s market, and it would be easy to understand how stressful the process could be. The good news is that regardless of the market, there are some steps in the process that won’t change. Below we’ve detailed the process of getting a mortgage loan.

Reviewing your finances

The first thing you’ll need to do when preparing to buy a home is to go carefully through your finances to determine you are ready. You’ll need to evaluate your debt, be sure you have adequate savings for a down payment and be totally informed about your credit score and report. The last thing you want is to come upon surprises when applying for a loan. For an in-depth look at this step, head to our [blog post here](#).

Deciding on a mortgage type

There are many types of loan options when purchasing a home and deciding on the right one is a very important step. The most common mortgage type is probably the fixed-rate 30-year loan. Simply being the most common does not, however, indicate that it is the right one for you. Sometimes an adjustable-rate mortgage can be a better fit. Also, your down payment may impact the loan type. Some loans require a 20% down payment, while others offer as little as 3%, or even no down payment. All these factors will need to be considered before making a decision. For an in-depth look at mortgage types, head to our [blog post here](#).

Choosing a lender

There has never been a time where it was easier to access a variety of mortgage lenders. Tools like Lending Tree and others like it let you easily compile lender information and receive quotes. This can sometimes actually complicate the process more. Too much information can leave you wondering how you should decide on a lender, and there are a number of factors to consider. Will the lender sell your loan? Do they specialize in the type of loan you want? Does the lender have a means of communicating with you that matches your preference? What are their qualifications for a mortgage loan? All these and other factors must be considered when making a decision. For an in-depth look at how to decide on a lender, head to our [blog post here](#).

Applying for the loan

Submitting your loan application means providing your most up-to-date financial information to the institution you’ve chosen for your mortgage loan. During this process, it is important not to make other unusual financial moves that might impact your credit. Applying for that department store credit card could cost you a lot more than you think if it impacts your mortgage application. Once you have submitted all your relevant information, you should receive an initial estimate within a matter of days. Then the waiting will begin! For an in-depth look at the loan application process, head to our [blog post here](#).

Getting ready to close

Once you receive approval you are nearly at the end of the home-buying process. You’ll need to procure homeowner’s insurance, which will require some shopping to make sure you get the best policy for you. Additionally, you’ll want to do a final walkthrough of the home to make sure any agreed upon repairs have been completed and that nothing has changed. You’ll need to examine the final documents to make sure everything in them is correct, and you’ll also have to get together your cash for closing. For more information on closing, head to our [blog post here](#).

If you are preparing to buy a home and have additional questions, don’t hesitate to call on The Money Coaches!

A Smelly Job



Let me tell you about my first job! I was in high school and my older sister and I decided that having a little spending cash that didn't come from Dad would be a great idea. We lived in a small town in southern Indiana so there weren't many opportunities but we were confident that we could find something. As luck was on our side, we found out that there was a factory in town that was looking for workers so off we went to put in our applications. Both my sister and I applied and were hired that same day! Now up to this point everything seems to be lining up: want a job, find a business that needs workers, apply, get hired! One little thing I failed to mention was that this particular factory made ONION RINGS! We weren't to be discouraged – how bad could it be!

I must say that there was a lot to learn about making onion rings. Our first job was sorting the onions: looking for bruised or rotten onions and tossing those. Not bad – we wore rubber gloves and aprons and of course hairnets, got breaks every so often and best of all got a paycheck BUT we did notice a slight smell of onions after we left work. A nice hot shower and sweet-smelling shampoo solved the smell problem so life was good.

We quickly moved from sorting to slicing, from slicing to separating the onions into rings, dipping the freshly sliced onions into the coating and placing in the freezer and finally bagging the finished product. With each promotion came a little more money and a lot more smell. We would leave work and hurry home where Mom would catch us at the back door and make us get out of our onion smelling clothes, so we didn't walk through the house, and quickly put them in the wash to be worn the next day. (We didn't want all our clothes to smell like onions!). We were then to shower, trying various kinds of bath soap and shampoo to get rid of the smell but after a few weeks nothing seemed to work. Rich and I were dating at this time and every once in a while, when the wind was blowing a certain way, he would ask if I had washed my hair! Very quickly, the excitement of earning a paycheck gave way to smelling like an onion! I'm not sure how long we worked at the onion ring factory but I do remember the day my older sister came in to tell me that our services were no longer required. Relief flooded my soul, we would finally stop smelling like an onion - but that relief was quickly replaced by the realization that, just like the smell was gone, so was my paycheck. I was also a little surprised that we weren't needed anymore. We were often complimented on how well we were catching on and what good workers we were but I was a teenager so those questions didn't bother me for long. A few weeks later, I was talking with my sister and stating how happy I was to no longer smell like an onion when she told me what had actually happened. She had decided that no amount of money was worth the smell so she went to the factory and quit for both of us! I would like to tell

you that I immediately went back to the factory and told them what my sister had done or that I quickly went out and found another job but both of these statements would be untrue. I was relieved! I don't think she ever told Dad what she had done and I know I never did. Maybe I thought he would make us go back to work and I would smell like an onion for the rest of my life, I'm not sure, but the summer went on.

Looking back now, I see some choices I made or allowed to be made for me that were not the best. I had made a commitment to work for a fair wage but did not stick with the commitment. I ran up against an unpleasant circumstance and decided that it was easier to quit than to persevere. I would like to blame this all on my sister, after all she was the one that quit for both of us, but in my heart of hearts I know that she had only done what I had wanted to do so ultimately it is on me.

You may be wondering why I am telling you this story? Work is not always fun, sometimes it really stinks! There are long hours, grouchy co-workers, unpleasant customers, you name it. But I know there are also benefits. The satisfaction of completing something you started; a job that gives you a purpose; co-workers that celebrate happy times or support you during difficulties; an unexpected "well-done". These are things I didn't think about when I was a teenager working in that onion ring factory but they are things I think about now. And, if you're wondering, I have learned to appreciate a good onion ring!

- Kathy

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