

A Letter From The Heart

Dear Brothers and Sisters In Christ,

Every once in a while something comes along that is **so incredibly good**, you have to tell others about it. For the average American homeowner, this new product is truly amazing and should be part of your toolbox when it comes to improving your overall financial profile.

Almost a year ago, I discovered a new financial tool. While up to 50% of the mortgages in England and Australia use this concept, it turns out that most of America has never heard about it. This tool provides two incredible benefits...

1. rapidly accelerate the equity in your home (which we could all use right now)
2. pay off your mortgage in 1/2 to 1/3 the time (imagine no mortgage)

Accomplish both of these with little or no change to your current lifestyle. **Plus you don't have to refinance your house!**

Now let me say, when I first saw this I was extremely skeptical. You could say I was negative to the concept, because it initially seemed to go against my beliefs and professional training. Well, I made a hasty judgment without examining the facts. **Please don't make the same mistake I did.**

After reviewing this powerful financial tool for an entire year, the proverbial light bulb went off, and finally the big picture was clear - I understood the major benefits this wonderful financial tool could provide to the majority of homeowners. Maybe it is for you too. Read on...

You are probably wondering what in the world did I suddenly come to realize. First, here are a few facts that I already knew:

- The average homeowner will move every 7 years.
- The average homeowner will refinance every 4 years.
- The average homeowner will pay out 5-8 times their principle payment towards interest during the first 5 years of their mortgage. Ouch!
- The average homeowner will take 21 years to get to the point where their principle payment is greater than their interest payment.
- The average homeowner will start over with a new 30 year mortgage.
- The average homeowner will NEVER pay off their mortgage.
- The average homeowner will continue to go deeper into mortgage debt over time.

So, with this info in mind, here is an overview of this powerful financial tool.

The interest rate you are paying on your mortgage (and by interest rate I mean the rate that determines how much principle and interest you are paying each month for the term of the loan) is not the same as the rate you are paying on the money or principle that you are getting in return.

Why you ask?

The interest rate you think you have is based upon you paying off your loan in full over 30 years. The odds of that happening are very slim. About 2% of homeowners actually do this. Because your mortgage is a closed-end loan with compounding interest, that means you are paying the majority of the interest up front.

Now the big picture.

My goal was to determine: "What would be the interest rate on money that you were gaining in principle after paying out both principle and interest over a period of time?". I took a \$200,000 mortgage with a 6% interest rate and found out that the interest rate that you are paying on the principle you gained would be:

- After 5 years of being in your mortgage, the interest rate is around 100%, that's right 100%. The bank is getting rich off of you!
- After 10 years it drops to around 43%.
- After 21 years (the break even point) it is around 13.5%.
- And then after 30 years and only after you have paid in full does it equal 6%.

Now, if this is confusing that's OK. Perhaps explaining the following will help. On this mortgage you will pay out close to \$72,000 in principle and interest during the first 5 years. Of that you only paid or received \$13,891 in principle. Essentially, what you have done is you traded \$72,000 for \$13,891 and that is NOT A GOOD DEAL or a great return on your money! As in the example above \$13,891 borrowed over a period of five years and paying close to \$72,000 for that \$13,891 in return equals an interest rate of 103% on your money.

After I realized this, I started getting a little upset, so I decided to crunch some numbers. I wanted to find out what my Annual Rate of Return was on my money invested into my home. Here's what I discovered based on that \$200,000 mortgage at 6% interest:

- After 5 years it was **-28.04%**, YES THAT IS A NEGATIVE!
- After 10 years it was **-13.80%**
- After 21 years it was **-5.13%**
- And finally after 30 years it was **-2.54%**

Well I don't know about you, but if my financial advisor said he would guarantee me a -28% return on money that I had invested with him for retirement, I would say "You're crazy and you're fired!"

Now, I know some of you are thinking, "Hey! My home is appreciating over time so my real Rate of Return is much better." Well you are right, it is better, but I hate to tell you this, it still isn't very good. Assuming you stay in your home a long time and it appreciates at the national historical average of about 5% per year (which is hoping for a lot right now) then here's what your Annual Rates of Return will be:

- After 5 years it is **-.80%**
- After 10 years it is **+.96%**
- After 21 years it is **+1.99%**
- And finally after 30 years it is a whopping **+2.34%**

By this time, I was getting steamed because I personally felt like someone or some bank was taking advantage of me, my clients and everyone else I know that owns a home. And maybe you are getting upset too.

Here's my motivation for sharing this with you. As you are probably aware, there's a lot of debt in the Body of Christ (I know, I have my share of it). Now I will tell you I don't believe that all debt is bad, evil or sinful. But, because of the debt carried by members and churches in the Body of Christ, there is a huge burden upon us as Christians. Well what would happen if the Body of Christ (especially your local church) was a whole lot less encumbered by debt and had more money to generously give to others and/or their church? I personally believe that in most local churches every family can become totally debt free and it is now becoming one of my goals to show churches how the church and each member can be totally debt free.

So, if you could rapidly build equity in your home, you would probably want to learn how, right?? This equity can be used later as desired...

- to pay off your mortgage in 1/2 to 1/3 the time,
- to become totally debt-free,
- to have more money for retirement and college savings
- to be able to give more generously

I am trusting that you have answered yes! Your next step is to call me as soon as possible so we can learn if this program is for you. I believe that if you own a home and have a mortgage on it, you owe it to yourself to at least look at this.

Proverbs 1:5 says "A wise man will hear and increase in learning, and a man of understanding will acquire wise counsel."

Every 14 minutes someone in America is signing up to pay off their mortgage in 1/2 to 1/3 the time, because they choose to increase their learning – I urge you to do the same.

In case you decide to ask someone about this, there's a good chance they won't have a clue and some will tell you it is a bad idea. Just as I would have advised you...until I did the math and finally understood the concept! I am going to tell you that they are misinformed and haven't truly seen the numbers. I would be glad to show this to any skeptic to prove that this tool works!

There is obviously more to this program than can be explained in a letter. So feel free to call me now to schedule a time for you to review this program. You have nothing to lose except your debt. I can't think of another way to be a better steward of the resources the Good Lord has entrusted to you.

Please call me today at 800-851-1461 or e-mail me at CJPrang@gmail.com

Sincerely,

Chris Prang

PS: Upon request, I also can do a live presentation to your church or organization. If interested, please let me know.

PPS: I have heard several well-meaning Christian organizations state that you can accomplish, on your own, what an Equity Accelerator Program like the Money Merge Account can do for you. I respectfully disagree with them. As you will see, when you read my [Letter From The Heart](#), I have run numerous comparisons trying to beat the Money Merge Account software (using other mortgage and financial planning software). In the majority of cases I couldn't beat it. I would sometimes come close, but never better. That means dollar for dollar, you can not be as effective in paying down and terminating your mortgage as the Money Merge Account or the Home Ownership Accelerator.

One of the best parts about an Equity Accelerator Program like the Money Merge Account is it holds you accountable and informs you of what your true costs are on other expenditures. Thereby saving you additional money and helping you pay off your mortgage even sooner.

The only thing I can conclude is these well meaning Christian organizations have not truly done real world, side-by-side comparisons of people's mortgages as I have.