

# RESIDENTIAL MORTGAGE OF COLORADO

A DIVISION OF UNIVERSAL LENDING CORPORATION

## WORKING WITH THE RIGHT TEAM CAN MAKE A DIFFERENCE – ESPECIALLY IF YOU'RE SELF EMPLOYED!

**Mortgage rules have changed for the self employed and many small to medium-sized business owners are finding it harder to qualify for a home loan.** With the disappearance of stated income options, it's becoming critical to have a team of professionals on your side who understand the benefits of proper tax and cash flow planning as it pertains to all aspects of your financial well-being – including mortgage planning. If you are self-employed and are thinking about buying or selling a home in the next two years, especially if you deduct a large portion of annual income as business expense on your taxes each year, it is a good idea to plan ahead!

**In today's economic climate most business owners can't afford the increased tax liability of reducing expenses and increasing income to the levels needed to qualify for a mortgage.** It is best to work with your financial advisor, CPA and mortgage planner long before that next home purchase or sale to ensure that all of your ongoing financial needs are being met and to ensure you're always getting the highest levels of service from each advisor.

**Examples of how we can help:** Sometimes we find you just need to clean up the cash flow between personal and business accounts so an underwriter has an easier time understanding your income. Other times we work with you over time to balance business expenses and taxable income. If you happen to be thinking about buying a more expensive home in the next few years, we can work with you and your CPA to graduate your income over time and spread out the tax liability so it doesn't have such a dramatic impact on income, financial well-being, and lifestyle.

We have also helped a number of clients re-arrange mortgage debt, credit card expenses and other business liabilities and free up additional funds for both business and personal use simply by looking at income, debt and cash flow from a new perspective. These are just a few ways we've found our self-employed clients have been able to benefit from a little up-front planning.

**Does your current mortgage professional think like us?** Find out more at [www.homewisedenver.com](http://www.homewisedenver.com).

We use our knowledge to help you make W.I.S.E. decisions regarding your home finance.



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