

Dominion Lending Centres Casa Mortgage Inc

Shopping for a Better Mortgage

by Susan M Boyce

If you can dream it, you can do it. For Rudy Dedic, the words are more than a catchy slogan: they are a way of life. And Rudy's never been afraid of dreaming big.

He speaks five languages, has degrees in business and philosophy, and has held senior positions in both government and the corporate world. He also has a broad smile, the ability to make everyone feel as if they're part of the family, plus a razor-shape memory for facts, figures, and information.

Now, with the opening of his first Vancouver mortgage brokerage office under the banner of Dominion Lending Centres Casa Mortgage Inc, Rudy is turning yet another dream into reality. "I want to help people find the mortgage that is the best match for their specific needs and at the best rate they qualify for. And I want to be able to provide that service in a cozy, non-corporate setting in the language they are most comfortable speaking," he says, adding that once all six of his brokers settle in, he will be able to provide services in at least eight languages including Cantonese, Spanish, and Russian.

Rudy is clearly excited with the niche he has chosen. "I enjoy the challenge of working with immigrants, seeing them gain self-confidence in their new country. And I understand what it's like to take the risk of starting over. I arrived in Canada 14 years ago with no English and 20 bucks in my pocket. Sometimes it felt like I was walking over hot coals to get ahead."

Whether you're new to Canada or have lived here all your life, failing to get a second quote is, according to Rudy, one of the most common - and costly - mistakes consumers make when shopping for a mortgage. "If your doctor told you that you had a fatal illness, you'd automatically get a second opinion. Buying a home is probably the biggest purchase of your life, so why wouldn't you get a second opinion about the cost of your mortgage?"



He talks briefly about a lady who is a branch manager at one of the major banks. When the financial institution that employed her insisted on a 25 per cent down payment, she phoned Rudy. "In about 24 hours, I got her a better rate and she only had to put five per cent down."

"We have access to over 100 different lenders including private lenders."

Or there was the gentleman who automatically renewed his mortgage with the bank he'd dealt with for years, and several months later discovered that same bank refused to give him a mortgage on an investment property. Rudy not only found a lender but the investment mortgage was at a

lower rate than the one the client had just renewed.

Why the difference? "We have access to over 100 different lenders including private lenders, so we can go outside the box to match a client with the product best suited to their needs," Rudy explains. Forty-year amortization periods to help lower payments, the ability to include tips as income, and products designed to meet the special circumstances that often arise from self-employment are just some of the options a mortgage broker can bring to the table.

"In the States, 85 per cent of all homeowners shop for their mortgage through a mortgage broker," Rudy says. "Brokers are no longer the lender of last resort - we are becoming the lender of choice for the educated borrower."

To learn more about the many advantages of using a mortgage broker, Rudy can be reached at 604-299-0318 or 778-837-8403, or you can visit on the web anytime at www.rudydedic.ca.

reg