



Marci Deane, Mortgage Broker  
Mortgage Alliance Meridian Pacific Mortgages  
#595-1333 West Broadway  
Vancouver, BC V6H 4C1

Dear Marci,

I am writing to thank you for your excellent advice in two areas. First of all, I'd like to thank you for reminding me of my long term housing plan when I wanted to leap at purchasing a downtown condo in this hot buyer's market. You could have taken my account and set me up in a larger mortgage and helped me get back downtown, but instead you asked me to pause and think about how such a large leap would affect my overall wealth strategy at this time. I don't think there are very many brokers who would advise me to stay put when they could make a substantial commission on a deal. This speaks very highly of your integrity and personal care for your clients and potential clients.

Secondly, I'd like to thank you for helping refinance my mortgage. I hadn't checked my numbers very carefully and when you advised me to do so, I discovered that my mortgage was sitting at 5.7% for another year. You and Gina both could have taken my mortgage from TD Bank and given me a very good rate, but with a lot of extra paperwork. Instead, you took the time to figure out that I had always had a good relationship with TD and then passed me on to a broker that you recommended who works specifically for TD. Not only did you pass up the commission on the first deal, you passed me off to someone who you knew could really give me the best possible deal with the smallest amount of paperwork and cost. You'll be saving me tens of thousands of dollars over the next five years. This speaks very highly of your generous nature and your commitment to making sure that the people you deal with get the very best service, whether that is with you or with someone else you recommend.

I highly encourage anyone who is planning to refinance their mortgage to speak with you. I know who I'll be dealing with when I've reached the end of my current housing plan and am ready to make the leap to bigger and better. Your calm assessment of the situation and your excellent recommendations really made you "the right call for the right mortgage"!

Sincerely,

A handwritten signature in black ink that reads 'Katherine Lazaruk'. The signature is written in a cursive, flowing style.

Katherine Lazaruk

intensive care for your image

