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**MERRY CHRISTMAS AND HAPPY NEW YEAR!**



Jim, Linda and David would like to wish you the best for the up-coming holiday season. Please keep yourself and your loved ones safe. If you drink please designate a driver. Remember, the new Minnesota alcohol limit is .08%. Driving while under the influence can cost thousands of dollars and impact your life for many years.

**Be sure to remember those less fortunate and give to a charity of your choice!**



ASK ABOUT OUR NEW LOST-COST TERM POLICIES!

**How much life insurance\* should I purchase?** If you have a family, many experts suggest that you need an amount equal to 5 to 10 times your annual salary. However, many people own higher coverage's to provide more income for their family. **How can life insurance funds be used?** Your life insurance funds can be used for a number of needs, including: Any needs after the time of death, such as final illness expenses, burial costs and estate taxes, Plus needed funds for a readjustment period, to finance a move, or to provide time for family members to find a job, and ongoing financial needs, such as monthly bills and expenses, day-care costs, college tuition or retirement.

**Because We Care  
 We Offer Life Insurance.  
 One Simple Call  
 could protect your loved ones!**

**Farmers® Insurance -  
 a company you have grown up with -  
 now has some of the most competitive  
 Life Insurance Rates in the industry.  
 So do business locally, and have the security  
 of a company you know and trust.**

\*\* Policy Form (2000, 228) Premier Non-Nicotine 10 year level premium, level term

Monthly Premiums*	\$150,000	\$250,000	\$500,000
Female, age 35	\$10.10	\$11.93	\$17.35
Male, age 35	\$10.73	\$12.77	\$19.02
Female, age 45	\$16.48	\$20.27	\$32.35
Male, age 45	\$17.60	\$21.52	\$34.43
Female, age 55	\$29.48	\$37.35	\$63.18
Male, age 55	\$36.10	\$46.52	\$79.02

**New Auto/Life Discount Now Available!**

Also available, competitive rates on our 20 year level premium, level term.

\*Rates are subject to premier health underwriting guidelines.

Issued by Farmers New World Life Insurance Company

3003 77th Ave, SE, Mercer Island, WA 98040

\*\* Premiums subject to change after the guarantee period.

**Jim Hollister - (612) 789-4341**  
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FARMERS



# Don't Be A Victim Of Loan Fraud: Beware of Predatory Loan Practice

## Protect Yourself from Predatory Lenders

Buying or refinancing your home may be one of the most important and complex financial decisions you'll ever make. Many lenders, appraisers, and real estate professionals stand ready to help you get a nice home and a great loan. However, you need to understand the home buying process to be a smart consumer. Every year, misinformed homebuyers, often first-time purchasers or seniors, become victims of predatory lending or loan fraud.

## What is Predatory Lending?

In communities across America, people are losing their homes and their investments because of predatory lenders, appraisers, mortgage brokers and home improvement contractors who:

- Sell properties for much more than they are worth using false appraisals.
- Encourage borrowers to lie about their income, expenses, or cash available for down payments in order to get a loan.
- Knowingly lend more money than a borrower can afford to repay.
- Charge high interest rates to borrowers based on their race or national origin and not on their credit history.
- Charge fees for unnecessary or nonexistent products and services.
- Pressure borrowers to accept higher-risk loans such as balloon loans, interest only payments, and steep pre-payment penalties.
- Target vulnerable borrowers to cash-out refinances offers when they know borrowers are in need of cash due to medical, unemployment or debt problems.
- "Strip" homeowners' equity from their homes by convincing them to refinance again and again when there is no benefit to the borrower.
- Use high pressure sales tactics to sell home improvements and then finance them at high interest rates.

## What Tactics Do Predators Use?

- A lender or investor tells you that they are your only chance of getting a loan or owning a home. You should be able to take your time to shop around and compare prices and houses.
- The house you are buying costs a lot more than other homes in the neighborhood, but isn't any bigger or better.
- You are asked to sign a sales contract or loan documents that are blank or that contain information which is not true.
- You are told that the Federal Housing Administration insurance protects you against property defects or loan fraud - it does not.
- The cost or loan terms at closing are not what you agreed to.
- You are told that refinancing can solve your credit or money problems.
- You are told that you can only get a good deal on a home improvement if you finance it with a particular lender.

## Remember:

**If a deal to buy, repair or refinance a house sounds too good to be true, it usually is!**

**I do not condone, nor practice predatory lending. If you are looking to purchase a new home, or refinance an existing home, give us a call at 612-789-4341.** (This article was copied from the HUD website: [www.hud.gov](http://www.hud.gov)).

## THANK YOU FOR YOUR FRIENDSHIP AND BUSINESS!

Over the years we have made many friends and have been blessed by those friends with their support and trust. We can never say THANK YOU enough times to show our appreciation. THANK YOU, THANK YOU.....

Please keep in mind that we are here to help with all you Insurance and Mortgage needs. Check out our website at [www.JimHollisterAgency.com](http://www.JimHollisterAgency.com) to see all that we have to offer.

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