

## RAW

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Telling it like it is.



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### From The Hip

From the time I got to the car it was like something out of *Pulp Fiction*. My reality seemed to have slowed, my awareness of everything heightened, details became clear: two older people, driver un-conscious. Passenger appeared to be the spouse. She was almost unconscious ... moving slow but with twitches. She was murmuring, but no coherent words were coming out. A golf ball size lump was already forming over her left eye. Blood was running from her head, nose and mouth. As I surveyed the rest of her body it appeared almost limp. I looked in the back seat and saw two small nylon bags behind the driver's seat ... nothing else.

I lowered my head into the shattered passenger's window. Over the incessant horn and noise of the windshield wipers that were stuck in the "On" mode, I yelled, "Mam, Sir, can you hear me? Are you ok?" Again but louder, "Are you ok? Where are you hurt?" Still fully dazed, the passenger tried to talk but was incoherent. I reached in to turn off the ignition so that the relentlessly blaring horn might subside. Snap. The top of the key broke off in my hand while the rest remained in the ignition.

After looking over the passengers, I turned my attention to see if they were in any immediate danger. First I took a whiff of the air. It was a confluence of scents: that of radiator fluid, melted plastic, and aged flesh ... but thankfully nothing smelled like it was burning.

I pulled my head out from the passenger side window and started to look over the car. It sat at a 45 degree angle, with the center of the undercarriage resting on the side of a steep culvert. Dirt was pushed up on the middle of the car, making it hard to look under to ascertain if there was any risk of fire. From the small view that I had and from peeking through the large cracks in the hood (crunched up like

aluminum foil), I could see that nothing was leaking, nor was there any sign of fire or smoke. I climbed down the embankment and made my way around to the driver. When I reached him, I tried to open the caved in door, but it was jammed. As I stuck my head inside that shattered window, I could see his long legs pushed tight against the center console.

His head was back and to the side. There was no sound coming out of his mouth and it had a light amount of blood dripping out of it. Again, I called out, "Sir, sir can you hear me?" No response. By this time the passenger was starting to move and continued to make jumbled sounds. I left the driver and returned to the passenger to see if I could help her. This time I opened her door and leaned further in to talk with her. Her hands were grabbing at the seat belt. She kept trying to push the button but couldn't. Who wouldn't want to try to get out of a car that was leaning at more than a 45 degree angle? When the seat belt finally came off, she worked to move her legs out of the car. I tried to get her to sit tight but she continued to get out of the car. I called back to my wife for a blanket so that I had somewhere to lay her down. When she was just about ready to stand, I ducked my head under her arms to stabilize her and gently helped her out and onto the blanket that had been laid next to the crumpled car. I took a sweat shirt and tucked it under her head and laid her legs out straight. "Ma'am, can you hear me? Are you ok?" She shook her head, "Yes." "Where does it hurt?" She motioned to the middle of her rib cage. "Okay, anywhere else?" She shook her head "no" but I knew that there could still be other injuries. She tried to get up, but I asked her to stay down. By this time, my wife and another driver that had arrived on the scene. I asked them to keep her where she was.

I hurried back to the driver, checking to see if he was alert - nothing. The horn was still blaring. Once again, I stuck my head inside the window and yelled, "Sir, can you hear me?" Nothing.

“Define, plan and execute. Major changes in this world have occurred when one person became passionate about one thing.”

However another voice did answer. “Hello. This is OnStar. Is everyone ok?” “Hello?” I responded a bit incredulously. “This is OnStar. Are you ok?” “I am ok. I was not in the vehicle. The driver is still unconscious and the passenger is very groggy as well.”

The OnStar person told me that first responders had been called and were on their way. Then she proceeded to walk me through how to check out the driver. She had me tilt his head forward to remove the blood from his mouth and then asked that I look inside of it to make sure there were no obstructions. Though I had checked for a pulse earlier, she wanted me to check and see how fast his heart was beating now. This time the beat was too faint to get a count.

Twenty minutes after I had come upon the accident, the first officer arrived at the scene. By this time, though, I could feel the gentleman’s body starting to go cold. I could no longer feel a pulse. I kept encouraging him. “Sir, police are on their way; you are going to be fine. We are going to get you help.” I nonetheless had this eerie feeling that he heard nothing and likely he had taken his last breath while I was holding his head.

This was the end of my Christmas vacation. I had just spent time with family and friends in Southern California and was driving back on I-5 when I witnessed this accident roughly one hour north of the Grapevine.

Every day I think about it. Inevitably, something triggers a memory. A smell, a sound, or just seeing an older person will take me back to that moment, that time when all of my senses were so incredibly acute.

It is odd to start off your first blog and newsletter for the New Year with such a tragic story. Death, though, is feared by many of us. While we know that it is unavoidable, we don’t always give the topic a lot of real attention. When it comes to living and finances, we say things like, “You can’t take it with you” or “I live for today; who knows when you will die?” The idea of living with true, genuine, self-defined PURPOSE is often ignored.

While each of us will expire, we (like that gentleman that I held as he slowly slipped away) don’t explicitly know our specific expiration date. It may be tomorrow... but there is a MUCH greater likelihood that it will be another 20-30-40 years into the future. If you knew that you had 30 years left, what could/ would you want to accomplish? What mark would you like to leave behind? As a new client said to me, “Mike, I just don’t want to go through this world and use the air.” His point was to leave this planet somehow better off as a result of his presence on it.

Forget all of those New Year’s resolutions; it’s too hard to remember all of them anyhow ;-)  
This year take a stab at drafting a life plan. A plan that leaves the world better off as a result of your existence. How do you do this? Start simple. If you have kids, how do you raise them to be members of a society that doesn’t focus on how much they can get out of the world, but rather what can they can put back into it (multiply yourself)? Take on ONE charity to become impassioned about - and get involved (not where it rules your life - but enough so that you feel connected).

Once you have established how you are going to leave humanity better off – by stepping into and fulfilling your uniquely defined life purpose – work backward. What are the metrics you can use over the shorter term (1 year, 5 years) to stay on track? What are ways (baby steps are good!) be which you can get started? Define, plan, and execute. Major changes in this world have occurred when one person became passionate about one thing. If you are ready to take these steps and would like some coaching from us, please give us a call.

## Thinking Ahead:

### **Borrowers, lenders wait for rules of engagement for HARP 2.0 refi product**

Rarely, if ever, does a loan refinance loan program make its way into American popular culture. However, the approved revisions to the Home Affordable Refinance Program, known to all as “HARP 2.0” has created a buzz for lenders, loan officers and even homeowners.

Even though it’s great to envision a wonderful program that allows responsible homeowners (less than 2 mortgage lates in the past year in most cases) the ability to take advantage of the current record low rates, we need to be on collective caution until the program rolls out to the mainstream sometime in the next 30-90 days.

The original version of the program, known today as HARP 1.0, started back in Spring of 2009. Under HARP 1.0, the high level details issued by Agencies Fannie Mae and Freddie Mac went as follows:

### **HARP 1.0 Guideline Highlights (but not adopted by all lenders, as many have found out)**

- LTV to 125
- Unlimited CLTV
- No MI if you don’t currently have it, or if you have MI, the MI stays the exact same

Sounds great, right? Well, by the time the banks got this program, and applied their risk models, and offered it out to borrowers, they collectively made the program much less attractive to the masses than the bullet points

indicate. Many banks provided guideline "overlays". Overlay is an ugly word for "we're not going there". Some banks, if they participated in the program at all, had overlays for 95% LTV and CLTV. A far cry (although helpful for a great deal of borrowers) from the core Agency product.

Although, many bank and lender sources have gradually gotten more liberal on this product. Some are currently much closer to the actual product offering than they were when it first started.

So now that HARP 2.0 is ahead of us, we have heard of some wonderful things, including:

#### **HARP 2.0 Guideline Enhancements**

- Lower risk adjusters (which translates to better rates for borrowers!)
- Unlimited LTV/CLTV
- No appraisal required
- Discounted or eliminated underwriting fees

So again, we lending professionals are waiting for the "reality check" of what, exactly will lenders do with their guideline "overlays".

Odds are, the program will be picked up by many lenders. The guidelines will probably not be as liberal as issued by Fannie and Freddie, but there is a good reason to be excited because the program changes are expected to provide a more borrower-friendly product than what is currently available.

#### **THIS IS THE GOOD NEWS!**

#### **Stated simply: it's not fair, but it's the best thing going**

Keep in mind, just because you have a mortgage doesn't mean that help is on the way with this HARP program. There is a specific set of homeowners that fits the profile for the loans that are eligible. A loan must have been sold to Fannie Mae or Freddie Mac on or before May 31, 2009. This means that if you have a loan that is not currently owned by Fannie Mae or Freddie Mac, then, sorry, you are not able to join in on the party. In 2008, Fannie Mae and Freddie Mac combined serviced nearly 50 million loans. That is a ton of loans. But in reality, it is about 40% of the entire housing market. So, odds are, 4-out-of-10 of homeowners will have a chance at this product, minus those who have already refinanced under HARP because the rule is that you can utilize the HARP product 1 time per property.

*Continue reading at:*

<http://lynchfinancialadvisors.com/blog/?p=55>

"4 out of 10 homeowners will have the chance at HARP 2.0"

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## Events

### **Placer Food Bank Empty Bowls**

Erin attended the Placer Food banks Empty Bowls Reception along with clients, Bruce Coury and Lane Davis-Coury. It was a very nice event and the funds raised at the event go towards building up the supply at the food bank that serves over 50 organizations in Placer County. [www.placerfoodbank.org/](http://www.placerfoodbank.org/)



### **February 18, 2012 Roseville Firefighter Local 1592 Charitable Crab Feed**

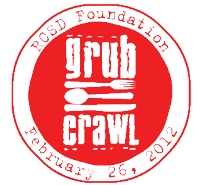
For more information:  
[www.rosevillefirefighters.org](http://www.rosevillefirefighters.org)  
[www.facebook.com/local1592](http://www.facebook.com/local1592)

### **February 22, 2012 Prospective Client Dinner Meeting**

Our next dinner for clients to invite prospective clients to dinner (for free!) has been scheduled. Email Mike to reserve the date and let us know where you'd like to go!

### **February 26, 2012 RCSD Grub Crawl**

Grab your friends and come grub with us! Tickets are \$25, and include a light appetizer at each restaurant, happy hour pricing for beverages, a Grub Crawl pilsner mug, and a chance to win an IPAD2 and other fabulous raffle prizes! Come support our schools and join us for the Grub Crawl!  
[www.rcsdfoundation.org/grubcrawl](http://www.rcsdfoundation.org/grubcrawl)



## are YOU in?

**RUN4ROSEVILLE**  
APRIL 15, 2012

### **April 15, 2012 Run4Roseville**

Join us for the upcoming Run4Roseville!  
[www.run4roseville.com](http://www.run4roseville.com)

## Tweets & Updates

For the geeks and those in target date funds. I've never liked them now the empirical evidence supports my thoughts.

<http://bit.ly/wxBqWU>