



# FOCUS

on **INTEGRITY**

Joseph F. Bayer  
*President*

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*Sr. Vice President*

Eve Janis  
*Sr. Vice President*

Geri McNeilly  
*Asst. Vice President*

Geri Glixman  
*Asst. Vice President*



#### Loan Officers:

Terry Adams 995-9005

Chuck Beard (636) 448-6116

Michele Darragh 460-0451

Matt Eversgerd 620-7227

Ed Fuchs 430-8659

Joel Langston 460-6368

Janet McAllister 460-0133

Kate Pieroni 245-0482

Frank Ruzicka 871-3855

Jennifer Stewart 460-0096

Paul Turin 460-6363



77 West Port Plaza  
Saint Louis, MO 63146  
Office: (314) 878-7900  
Fax: (314) 878-5636  
Toll Free: 1-800-263-3959

e-mail:

info@FirstIntegrity.com

web-site:

www.FirstIntegrity.com

## Prize Drawing Winner Enjoys 'Mortgage-Free Year'

"Did they really just call my name?"

That was the thought that raced through Erin Ramshur's mind as First Integrity President Joe Bayer announced the name of the grand prize winner at First Integrity's 2006 Customer Appreciation Celebration, Feb. 12, at the Airport Marriott Hotel.

Ramshur, of South County, edged toward the front of the room to make sure it was her name on the check. "I was thinking, 'I'm going to look really stupid if it's not my name!'"

It was. Ramshur will enjoy a mortgage free year...First Integrity will pay her monthly mortgage payments for the next 12 months.

More than 800 adults and children registered for the 2006 Customer Appreciation Celebration. All clients who used First Integrity's services during the previous calendar year were invited to attend the Celebration, along with business partners and special guests.

"The Celebration is our way of thanking our clients for their confidence in our company, and it gives us an opportunity to reconnect with them," said Bayer." It's always one of the highlights of our year."

Those attending enjoyed an appetizer buffet, music provided by a local high school jazz band, and several prize drawings. Children were treated to face painting, balloon animals and other activities. First Integrity also made donations to local charities.

Ramshur, a research assistant at Washington University, was referred to First Integrity by her boss, who has worked with First Integrity Senior Loan Officer



Samuel Stewart checks out his face painting.

Michele Darragh for many years. "My boss didn't attend...he's kicking himself now," she said.

The timing of the grand prize could not have been better for Ramshur. "My sister is getting married in Italy this spring," she said. "Now I can afford to attend the wedding."

Even if she hadn't won the grand prize, Ramshur said she would still be pleased with her experience at First Integrity. "They were really quick in pulling everything together for me once I applied for the loan," she said. "Everything went very smoothly."

Her only complaint? "After I won the prize I couldn't stop smiling. My cheeks hurt by the end of the night."



Erin Ramshur of South County was the grand prize winner in First Integrity Mortgage Services' Celebration 2006 grand prize drawing. L-R: Ramshur, First Integrity Senior Loan Officer Michele Darragh and Joe Bayer, President of First Integrity Mortgage Services.



More than 800 adults and children registered for the Customer Celebration.

# This Best Kept Secret Is Worth Sharing

by: Joseph Bayer, President

Although I do not have psychic powers, there is a 99.9% chance that you already own your own home. I also know that there is another 99.9% chance that you have a brother, sister, co-worker, friend, and/or a child who does not own their own home. And, you can do something about it – by sharing **the** secret.

You may remember the old cartoon showing a man with a briefcase emblazoned “IRS” saying to a seated businessperson: “I am from the government and I’m here to help.” Well, guess what? It’s true! There **is** an actual state of Missouri governmental commission that *makes* money for the state, without getting into its citizens’ pockets. After all, there is only so much blood to drain out of *us turnips*.

This state agency is called the Missouri Housing Development Commission (MHDC). Commissioners include the Governor, Lieutenant Governor, State Treasurer and Attorney General.

## MHDC Improves Communities

There are reasons why the state is so intent on making money instead of raising money through taxation. The state uses the money from this self-generated income stream to provide services such as: building and financing senior housing, homeless shelters, housing for victims of domestic violence, computer equipment and centers for disadvantaged children, etc.

Everyone would agree that these are very noble causes. However, I have to admit

that I like that these programs are provided without additional taxation.

The Missouri Housing Development Commission (MHDC) raises its money through the sale of revenue bonds on Wall Street. These bonds provide funds for various state efforts, one of which is to keep the brain-drain from leaving the state. How is that accomplished? By getting first-time homebuyers to *lay down their roots* – here. Missouri is actively competing against other states – for people.

The state of Missouri has become a first-time homebuyer’s paradise. It is important to note; MHDC first-time homebuyer loan program is not a social experiment. Borrowers must have earned this opportunity through a proven record of wise credit use.

## Program Highlights:

- Lower interest rates  
(see: [www.firstintegrity.com](http://www.firstintegrity.com) )
- Up to 3% grant towards down payment, & closing costs  
*Note: grant does not have to be repaid and is not a lien against the property. This is very good!*
- May be eligible for \$500 limited down payment with reduced mortgage insurance (see: [www.firstintegrity.com](http://www.firstintegrity.com) )
- May be eligible for job loss protection insurance

## Program Restrictions:

- Maximum sales price limit \$237,000
- Maximum income for 1-2 persons \$57,000, 3+ persons \$65,500
- Must be first-time buyer, or have not owned a home in last 3 years

To put this in perspective; Where can you go and buy your first house, requiring only \$500 of your own money, have the balance of needed cash given to you (granted), at interest rates below market?

## Answer: Missouri

Since most lenders are not approved to provide MHDC loans they attempt to call different loan programs “first-time homebuyer loans”. This is misleading. Only MHDC provides true first-time homebuyer loans programs through certified lenders.

Most lenders either lack the expertise or prefer not to work with first-time homebuyers. However, First Integrity has been in business for many years. More importantly, we have always conducted ourselves in a business manner that merits our customers’ future business, as well as their referrals of family members, friends, and co-workers to our company.

To us, working with first-time homebuyers is not just our responsibility...it is good business. First Integrity is a Certified Lender for MHDC’s first-time homebuyer loans. **Share the secret...**

## First Integrity Is MHDC ‘Certified Lender’

First Integrity Mortgage Services is among a select group to be named a “MHDC Certified Lender”.

MHDC created the Certified Lender program to clearly distinguish Certified Lenders from non-participating lenders. The select number of mortgage lenders who receive the certification have to meet a number of strict eligibility requirements, including a strong service and problem resolution record.



## Loan Pre-Approval Can Put You In Stronger Bargaining Position

As the weather warms up many people begin the process of looking for a new home. Before you start house shopping, be sure to contact us to get loan pre-approval.

Many sellers today will not take you seriously as a potential buyer unless you are pre-approved. Pre-approval makes you more attractive to sellers, who won't have to worry that they'll accept your offer only to have your loan turned down.

You'll also likely to be able to close on your loan faster when you find a home because we will have already completed the necessary qualifying and underwriting steps.

In short, mortgage loan pre-approval from First Integrity gives you a competitive edge over other potential buyers, and that you are more likely to get the house you really want.

### 'Pre-Qualified' Is Not The Same As 'Pre-approved'

Most mortgage brokers try to pass off loan pre-qualification as mortgage loan preapproval. It's not the same thing.

Pre-qualification means the mortgage lender has used details you provided about your credit, income, assets and debts to arrive at an estimate of how much mortgage you can afford.

'Pre-qualification' simply serves as an indication of your general creditworthiness and is non-binding. It is not loan commitment. It doesn't mean the loan has been approved since the information you provided has not been verified.

With a mortgage loan pre-approval from First Integrity you'll be issued a letter stating that your mortgage is approved for a certain amount within a certain timeframe. This carries much more clout with sellers and their realtors than a mortgage broker's pre-qualification.

Contact us for more information about mortgage loan pre-approval.

## Be Sure To Maximize Mortgage Deductions On Your Tax Forms

Before you finish your IRS tax forms, make sure you have taken the full mortgage loan tax deductions available to you.

On an itemized tax form, you can usually deduct the following:

- First mortgage interest you paid during the calendar year.
- Points you paid on your mortgage financed the previous year (if it's your primary residence). This includes refinanced mortgages.
- Interest you paid on a home equity loan or second mortgage.
- Mortgage interest you paid on a second home or vacation home.
- Property taxes paid (does not include escrowed taxes for the upcoming year).

Insurance coverages, including private mortgage insurance (PMI), are not deductible.

For a mortgage loan "checkup," contact us. We may be able to help you eliminate PMI, reduce your mortgage loan interest rate, reduce your monthly payments or help you find the cash to pay for non-deductible expenses like school tuition and consumer loan interest.

## Soldiers Present Plaque To First Integrity For Donations To Troops

Captain Edward "Fritz" Keel presented First Integrity Mortgage Services with a certificate of appreciation for donations made by First Integrity employees to U.S. troops stationed in Iraq during the Holiday Season.

"You put smiles on the faces of lots of soldiers," said Captain Keel, who returned to St. Louis in January for a two week leave. "We distributed the items to our men, and we still had enough to share with troops in other units."

Captain Keel is a family friend of Ricci Lougeay, an employee at First Integrity. Lougeay learned that many of the troops serving in Iraq lacked amenities ranging from personal grooming items to warm socks and hand warmers to comfort items

like games and snacks. She asked her fellow employees if they would be interested in donating items to send to Captain Keel and his troops.

The response from First Integrity employees was overwhelming. The company sent eight large boxes, with the items amounting to several thousand dollars, to Captain Keel's troops.

"We can't thank you and your troops enough for the efforts you are making in the Middle East for all Americans," said First Integrity President Joe Bayer. "When you think about the sacrifices you have made...well, it is very humbling. You are heroes to all of us."

Captain Keel, whose wife is from St. Louis, is stationed out of Ft. Drum New York. He is currently in Iraq for another six-month tour of duty.



*U.S. Army Captain Edward "Fritz" Keel presents a certificate of appreciation to First Integrity Mortgage Services President Joe Bayer for items the company donated to troops stationed in Iraq. Standing next to Capt. Keel (left) are his mother-in-law Joyce Hanebrink, wife Kelly and son Jesse.*

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Apply For A Loan Online,  
Visit Our Improved Web Site  
[www.FirstIntegrity.com](http://www.FirstIntegrity.com)**

*Kiss The Cook!*

by Marie Gianoulakis

**Easy Spring Ambrosia Salad**


- |                                  |                                   |
|----------------------------------|-----------------------------------|
| 1 cup pineapple chunks (drained) | 1 cup coconut flakes              |
| 1 cup miniature marshmallows     | 1 cup mandarin oranges (drained)  |
| 1 cup sour cream                 | 1/2 cup chopped pecans (optional) |

Believe me it is this easy; mix all ingredients,  
refrigerate prior to serving.

ENJOY!

MAR06-C0817CP

Mortgage Bankers Association of St. Louis  
Missouri Mortgage Bankers Association  
Better Business Bureau



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[www.FirstIntegrity.com](http://www.FirstIntegrity.com)

77 West Port Plaza, Suite 200  
St. Louis, MO 63146  
ph: 314.878.7900  
fx: 314.878.5636

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