**[xxx] Salt And Pepper Of Personal Finance (Email #16)**

Hi {FIRST NAME},

How are you doing?

In my last email, I left you with a question…

Do you know what salt and pepper have to do with your mortgage?

I’ll give you a clue, the question deals with assets and/or funds.

You see, before any of the funds can be used for down payment and or closing costs, they have to be seasoned…

In this case, seasoning might not actually involve any “salt” or “pepper”…  :)

But I think they will serve well to illustrate my point.

You are *guaranteed* to remember it now…

Remember when we spoke of funds that need to be sourced?

This follows the same logic. You must be able to show that the funds are either:

1. Yours, or…
2. A Gift

If they can’t be verified, then they might be added to your DEBT.

So, saving all your money in a piggy bank, under the mattress or in the attic somewhere is NOT a good idea. You won’t be able to use it when closing the deal.

Even if you add the funds to your bank account, you will not be able to use them before they have been seasoned…

The period of “Seasoning” usually lasts 60 days or 2 payment cycles

Seasoning can be an alternative to sourcing, but it is decided on a case-by-case basis…

Speak soon,

{REAL NAME FROM CLIENT COMPANY}

**P.S.**

Good credit is a good thing but do you know what actually affects your credit?

I’ll give you a few insights into credit in my next email but feel free to ask me anytime **{SCHEDULING TOOL}.**