**[xxx] Do You Know Your DTI? (Email # 9)**

So {name},

I promised to give you the most important Indicator to your financial success (**DTI**).

But first… would you like to get a thrilling sneak preview from the:

**7 *DEADLY* Mistakes, Most Borrowers Make, That Can *INSTANTLY* Kill A Good Deal** (Right Before Closing)

Would you?

A’ight…

Btw… it kind of goes *hand in hand* with **Income and DTI (Debt to Income Ratio)** from the 4 Cs…

So it will help to illustrate the point.

**Deadly Mistake #1 - Buying A New Car (or leasing one)**

Buying a new car. Seems so right, so proper - a new house, a new car and new you.

But it doesn’t work. In fact, it might just **rob** you of your dream property.

Here’s a **horror** story to illustrate this:

Luke and Cindy had been going steady for a while.

They had good jobs, and they were ready for an upgrade.

Life was good.

Their **DTI** (more on that below) was exactly 38% (with a good credit score of 740) when they had submitted their application.

Not long after, they found their dream home… Cindy *loved* it and so did Luke.

So they put in an offer…

After about 2 weeks the owner finally got back to them.

Excitedly, they picked up the phone…

**ACCEPTED**

Oh, the joy, things really were going great.

The deal was almost signed (just a few days away).

The loan repayment did not seem high at all. And the home was so **perfect**.

It was a whole new image.

So a few days before the closing day…

They decided to get a shiny new car to park in the new garage.

It would be a complete social image upgrade… like one of those *“Million Dollar Makeovers”.*

It was a dream come true until…

On the morning of the closing day it turned out that their dream was…

**IMPOSSIBLE**

So…

\*\*\***Here’s a tip:** Your credit is monitored 24/7 in the days coming up to the closing day. Give me a shout ***{INSERT SCHEDULING TOOL HERE}.*** before you make any kind of large financial investment in the midst of purchasing your new home!\*\*\*

Why did that happen?

Because when it was time to sign, their **DTI** had risen to 47%…

Their mortgage max allowed **DTI** was 41%!

The deal did NOT close…

**Don’t make that mistake.**

Did this story get a happy ending?

Well… I guess you’ll find out in one of the future emails.

So what exactly is **DTI** and what are the two ends of it?

The two ends (or ratios) are:

**Front End Ratio** and **Back End Ratio**.

Tomorrow, I’ll tell you exactly how to calculate each of them and why you **MUST** check the end result **YOURSELF**…

**or else**…

C’ya,

**{EMAIL SIGNATURE GOES HERE}**