**[xxx] Salt And Pepper? (Email #24)**

Hey {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 it will serve as a good example 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
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 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…

Seasoning is the period which your funds have been in your account. Usually 60 days or 2 payment cycles would mean that they are “seasoned”.

Seasoning ca be an alternative to sourcing, but the difference is usually case specific…

Get in touch and I will make sure you are crystal clear on your options: ***{INSERT SCHEDULING TOOL HERE}.***

All the best,

**{EMAIL SIGNATURE GOES HERE}**

P.S.

Do you know what happens if your home appraisal cost is lower than the sales price?

You don’t?

Well, it might come as surprise to you.

Hit me up and I’ll explain this in detail and advise you on how to proceed: ***{INSERT SCHEDULING TOOL HERE}.***

See ya’.