

# TIM MAILLON & ASSOCIATES

# THE REAL ESTATE HOTLINE NEWS 2008

Your Real Estate Consultants...for Life!

April 2008

## Why Practice?

A class of high school basketball players with similar skills was divided into three groups to conduct an experiment.

Group one was told not to practice shooting free throws for one month. Group two was told to practice shooting free throws an hour a day for a month. Group three was told to practice shooting free throws an hour a day for a month – but only in their imaginations.

At the end of the month, all three groups were tested. The group that didn't practice slipped slightly in its percentage of free throw successes. The group that practiced an hour a day also slipped slightly. But the third group, which practiced only in their minds, increased its success rate by two percentage points.

How could actual practice, such as that done by the second group, fail to improve performances as much as practicing in the mind?

The explanation is that in your mind, you never miss a shot.



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*Don't Miss our April Quiz Question on Page 2*

What are you practicing in *your* mind?

## Start Over – Grow Stronger

Keep on beginning and failing. Each time you fail, start all over again, and you will grow stronger until you have accomplished a purpose. Not the one you began with perhaps, but one you'll be glad to remember.

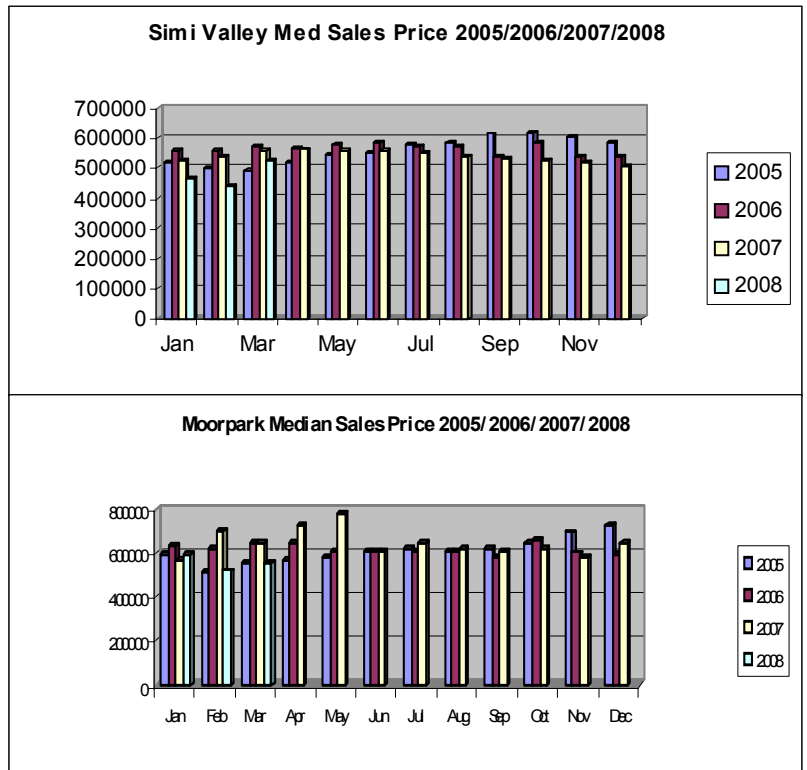
– Anne Sullivan



# How To Grow A Great Garden

The trees are budding, the grass is growing, and you're thinking of all those wonderful garden plans you never got around to last year. This year, get a head start on the season with some tips to help save time and avoid disappointment. And don't forget to involve the kids – this is one of the few times you can give them permission to play in the dirt!

- If your only winter crop was couch potatoes, be careful. Don't strain those under worked winter muscles. Bend at the knees and lift with your legs, not your back.
- Check your garden chemicals and dispose of last season's leftovers appropriately. Don't buy more chemicals than you can use in a season – the smaller the bottle, the better.
- Avoid using insecticides by planting marigolds, basil, mint, chives, onions, and chrysanthemums near or in your garden. Secretions from these and many other plants act as a natural insect repellent.
- If cleaning out the fireplace is on your schedule, great! Save the ashes – your flower beds love them.
- Starting seedlings in vermiculite to get a jump on the season? Be sure to transplant them as soon as the second pair of true leaves form, or they'll starve.
- Your soil is ready for planting when you grab a handful and it crumbles. If it forms a ball, it's still too wet to start gardening.
- Mulches can keep the soil from warming up, so wait to apply mulches until plants are three to four inches tall and the soil is warm.
- Use leaves, grass clippings, coffee grounds, and tea bags to form a compost pile, and use it to enrich your soil. For best results, chop elements into small pieces before adding



## April Quiz Question

***What is the most abundant element in the universe?***

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them to the pile.

- Many of last year's plants will multiply. If you're going to thin them out, pack up a few as gifts for your neighbors (this is a great job for kids).

And don't forget to sit back and enjoy your handiwork!

- *Adapted from homemadesimple.com*

## Money Matters

Here are some suggestions from the Academy of Matrimonial Attorneys to keep your finances – and your relationship – on track:

**No matter who makes the most money**, divide the household responsibilities fairly.

**Set short- and long-term goals together**, and stick to them unless you both agree to change them.

**Each partner should have access to money** they can spend any way they want. No one should ever have to ask his or her spouse for money.

**Set a budget and stick to it for at least a year.** If necessary, consult a financial counselor to help keep your finances in order.

## Administrative Professionals Week

Once upon a time we called it "National Secretaries Week," but the name has gone through several changes from its beginning as National Secretaries Week in 1952, to Professional Secretaries Week in 1981, to Administrative Professionals Week in 2000.

But through all the name changes, the goal remains the same: To recognize and celebrate the work of the millions of secretaries, administrative assistants, and other people in various support roles.

Here are some suggestions from the International Association of Administrative Professionals (IAAP) Web site for observing the last full week of April, Administrative Professionals Week:

- Hold a company-wide observance or special event for administrative staff, such as a presentation by a professional development speaker, or a group recognition of administrative professionals by the chief executive.
- Provide registration for a professional development seminar to build the individual's technical, interpersonal or business skills.

### **MARCH QUIZ ANSWER AND WINNER!**

**Question:** *If your grocery cart is full of Rock, Northern Pink, California Spot, and Gulf of Mexico White, what are you purchasing?*

**Answer:** *Shrimp*      **Source:** *Saveur Magazine*

**Congratulations** to Kevin Davis from Chatsworth. He is last month's winner and will receive a \$20 gift catalog.

**Watch for your name here in a coming month!**

- Support membership in appropriate networking and professional associations.
- Encourage study for and attainment of professional certification.

Additional gift suggestions include appropriate business-related items such as personalized business cards or a desktop nameplate, or a monetary bonus for exemplary performance.

IAAP also suggests that it's always wise for employers, managers, supervisors or executives to ask their administrative staff how *they* would prefer to observe this event.

## Help Your Child Get A Good Night's Sleep

Does your child suffer from sleep problems? If so, he or she is more likely to have trouble *falling* asleep than *staying* asleep. Here are some tips to help your children sleep better from the American Academy of Sleep Medicine:

**Follow a consistent bedtime routine.** Set aside 10 to 30 minutes to get your child ready to go to sleep.

**Establish a relaxing setting** at bedtime.

**Interact with your child at bedtime.** Don't let the television, computer or video games take your place.

**Keep your children from TV programs,** movies and video games that are not appropriate for their age.

**Don't let your child fall asleep** while being held, rocked, nursed, or fed a bottle.

**At bedtime, don't allow your child to have** foods or drinks that contain caffeine, and try not to give him or her any medicine that has a stimulant.

## A "Head Rest" Heads-Up

Do you have a feature in your car that you refer to as a "head rest"?

It's actually a *head restraint*, and it's not there so you can "rest" your head. Head restraints are installed in vehicles for safety purposes and are as essential a safety feature as seat belts and air bags.

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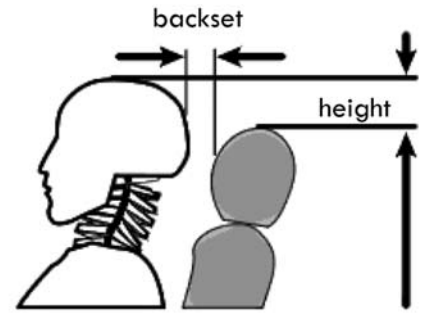


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Why? Because effective head restraints reduce the rearward motion of your head in a rear-end crash, decreasing the likelihood of whiplash injuries which cause painful, permanent damage to hundreds of thousands of people every year.

The key word here is *effective*, and head restraints are effective only if positioned properly – something many of us don't know how to do. This takes only a few minutes, and may prevent a lifetime of disability:



1. Sitting in your normal driving (or riding) posture, adjust the head restraint up or down until the center of the head restraint at least meets the center of the back of your head, or higher.
2. If the head restraint adjusts forward and backward, position it as close to the back of the head as possible, ideally within three inches. This adjustment is called the “backset.”
3. Each time you get into your car, check to be sure your head restraint and those of your passengers are positioned correctly.
4. If you're unable to adjust your head restraint correctly, consider purchasing an aftermarket head restraint add-on.
5. When you're researching a car purchase, check out the head restraint design along with other safety features. Web sites such as [www.iihs.org](http://www.iihs.org) (Insurance Institute for Highway Safety) offer head restraint information and ratings.

While head restraints will never make the list of a vehicle's “sexy” options, this important safety technology *can* save you from a chronic, life-changing injury.

## Give That Customer What He Wants!

A store manager accidentally overheard one of his salesmen talking to a customer. “No, sir,” the salesman said. “We haven't had any for a long time

### “6 Steps to Take When Moving to a Larger Home”

A new report has just been released which identifies the 6 most common and **costly mistakes that homebuyers make** when



moving up to a larger home. Unlike the experience of buying a first home, when you're looking to move-up, and already own a home, there are certain factors that can complicate the situation. It's very important for you to understand these issues before you list your home for sale.

Not only is there the issue of financing to consider, but you also have to sell your present home at exactly the right time in order to avoid either the financial burden of owning two homes or, just as bad, the dilemma of having no place to live during the gap between closings. In answer to this issue, industry insiders have prepared a FREE Special Report entitled “**6 Mistakes to Avoid When Moving Up to a Larger Home**”.

The information contained in this report will help you make informed choices before you put your home on the market in anticipation of moving to a larger home. Order this report NOW and find out what you need to know to make your move up to a larger home worry-free and without complications.

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

and it doesn't look like we'll be getting any very soon, either."

The manager, appalled at the discouraging news his salesman had delivered, called after the departing customer, "You come back in a week or so, and we'll have whatever you want!" Then the manager turned to the salesman and yelled, "Never, *ever* tell a customer we're out of something and can't get it for him! Tell them we'll have it for them as soon as possible! What in the world did that customer want anyway?"

"Rain," answered the salesman.

## Saying "I'm Sorry" – The Right Way

Apologies are an important and necessary way for humans to maintain long-term relationships. If you've received an apology that wasn't done well, then you know how much it matters to apologize the right way. Here are three recommendations on how to deliver a winning apology:

- Take responsibility. Tell the person you're apologizing to exactly what you're sorry for: "I'm sorry I lost control of my temper the other night." Stay away from excuses such as, "I've been fighting with my husband a lot and I just lost it." Stick with what happened and don't blame your shortcoming on anything or anyone else.
- Acknowledge that you've hurt the other person. Say, "I know I hurt you." Avoid saying, "You seemed offended from what I said."
- Let the other person know that you have good intentions for the future. Be specific. Say, "I will remember how much I've hurt you. I will also remember that you don't like to be criticized publicly." This is better than just saying you'll try not to do it in the future.

*Marriage has no guarantees. If that's what you're looking for, go live with a car battery.*  
– Erma Bombeck

## Featured Home



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## *WELCOME NEW CLIENTS*

Here are some of the new clients who became members of our "Real Estate Family" this past month. We'd like to welcome you and wish you all the best!

*Megan McVey*

*Steven & Sheri Lark*

*Tom Van Davis*

*Michael Peters*

*We love giving recognition to our new friends and our wonderful existing clients who are kind enough to refer their friends and relatives to us.*

## What Can We Change?

We cannot change our past. We cannot change the fact that people act in a certain way. We cannot change the inevitable. The only thing we can do is play on the one string we have. And that is our attitude.

– Charles R. Swindoll



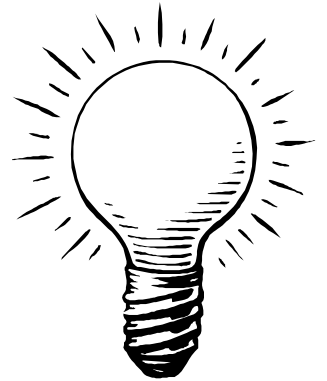
## Are You Waiting For Inspiration?

Deciding you're going to sit down to do some kind of task is often the hardest part of getting it accomplished, says Steven Pressfield in *The War of Art*. But once you do sit down and begin, often something remarkable takes place: A whole sequence of events is set into motion by that one act.

Pressfield says author Somerset Maugham was once asked whether he wrote on a schedule or only when struck by inspiration. "I write only when inspiration strikes," he replied. "Fortunately it strikes every morning at nine o'clock sharp."

### Quotes

*I have not failed. I've just found 10,000 ways that won't work.*  
– Thomas Edison



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