

# TIM MALLON & ASSOCIATES

# The Real Estate Hotline News 2007

Your Real Estate Consultants...for Life!

July 2007

## \*\*Happy 4th of July\*\*

### Follow Your Dreams

Perhaps you've heard the expression, "When the going gets tough, the tough get going." Here are a few examples of when life got tough for some people, how they kept on going – and followed their dreams:

**Alexander Graham Bell:** When he invented the telephone in 1876, it didn't exactly ring off the hook with calls from potential backers. After making a demonstration call, President Rutherford B. Hayes said, "That's an amazing invention, but who would ever want to use one of them?"

**Thomas Edison:** His schoolteachers in Michigan complained that he was "too slow" and hard to handle. As a result, Edison's mother decided to take her son out of school and teach him at home. In his lifetime, Edison produced more than 1,300 inventions.

**Lucille Ball:** She began studying to be an actress in 1927 and the head instructor of the John Murray Anderson Drama School told her, "Try any other profession – any other."



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**Marilyn Monroe (Norma Jean Baker):** In 1944, Emmeline Snively, director of the Blue Book Modeling Agency, told the future movie star, "You'd better learn secretarial work or else get married."

**Julia Child:** In 1953, she and her two collaborators signed a publishing contract to produce a book tentatively titled *French Cooking For the American Kitchen*. Julia and her colleagues worked on the book for five years. The publisher twice rejected the 850-page manuscript. But she and her collaborators didn't give up. They found a new publisher, and in 1961 – eight years after starting – they published the best-selling book, *Mastering the Art of French Cooking*.

**Elvis Presley:** In 1954, Jimmy Denny, manager of the

Grand Ole Opry, fired Elvis after one performance. He told Elvis, “You ain’t going nowhere, son. You ought to go back to driving a truck.”

– Adapted from the IdeaBank website

**Follow your dreams. They can take you places others thought impossible.**

## When Is Sunscreen Not Enough?

Did you know that the medicine you’re taking may be making you more susceptible to sunburns? Certain types of topical creams can make users sun-sensitive. But these aren’t the only popular prescription and over-the-counter treatments that should make users sprint for the shade.

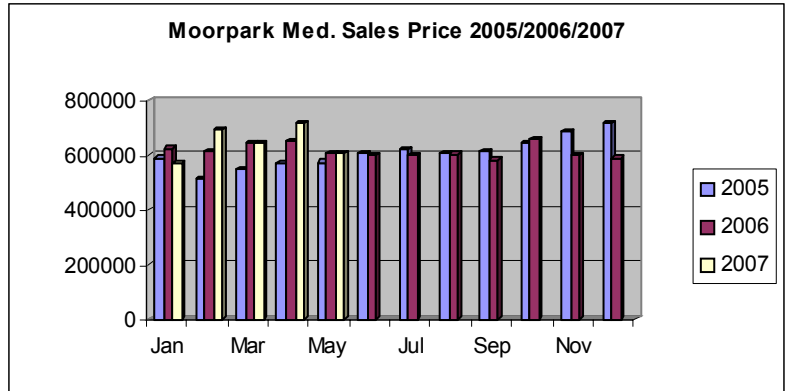
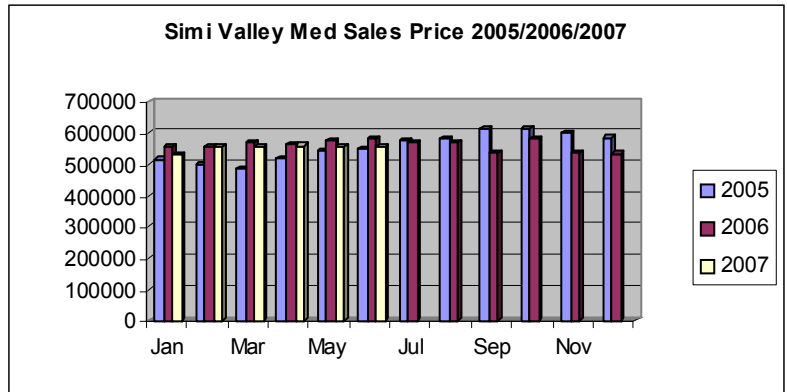
Other popular medication taken internally can also cause dangerous reactions to the sun – ranging from severe sunburn to rashes. Some of these products include antidepressants, antihistamines, antibiotics or non-steroidal anti-inflammatory drugs (ibuprofen). If you take any of these drugs and plan to be exposed to long periods of sunlight, you might want to consult a physician and take precautionary steps to ensure your safety.

– Adapted from *Redbook*

## I Wasn’t At Work Today Because...

Here are some real excuses employees gave their supervisors for missing work:

- The police arrested me as a result of mistaken identity.
- I forgot to come back after lunch.
- I hurt myself bowling.
- A hitman was looking for me.
- I eloped.
- I had to be there for my husband’s grand jury trial.



### JULY QUIZ QUESTION

If you began spelling out numbers in sequence, beginning with o-n-e, t-w-o, t-h-r-e-e, what is the first number you would come to with an “a” in it?

Email your answer to  
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 or fax your answer toll free to  
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- A skunk sprayed me.

– Adapted from *The Washington Post*

## Think Your Luck Is Bad? Think Again

If you think you've had your share of bad luck in life, consider this information from the film *Acts of God*. According to the movie's director, Peter Greenaway, the story focuses on a park ranger whom lightning struck on a number of different occasions:

- In 1942, the ranger lost his big toe.
- In 1962, lightning singed off his eyebrows.
- In 1970, he received severe burns on his left shoulder.
- In both 1972 and 1973, his hair caught on fire.
- And in 1977, he suffered serious chest and stomach burns.

But, he did live through each of these ordeals, so his luck couldn't have been that bad – could it?

– Adapted from Petergreenaway.co.uk.actsofgod.com

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## Are You In Good “Company”?

Do you know where the word “company” comes from? Most people probably don't think of a group of people sitting down and eating bread together when they hear the word “company,” but that's exactly what the word meant in its original sense. The word comes from the Latin *con*, which means together, and *panis*, which means bread. Thus, company originally symbolized the idea of people being such good friends that you'd share your bread with them.

- Adapted from *Thereby Hangs a Tale* by Charles Earl Funk

## Does Office Equipment Drive You Insane?

Has your office equipment ever refused to work and driven you to the edge? Does it feel personal when the Xerox machine jams? If so, you're probably not much different from the hordes of people working in offices all over the world. But how can you keep from melting down when the inevitable glitches happen? Try these tactics:

**First, take a deep breath and step away from what it is you are trying to do.** Trying to do something the same way that has already failed the first 25 times you tried will only frustrate you further.

**Admit to yourself that you don't know what you're doing.** Realize that a machine has gotten the best of you and accept it. You don't know how to make the thing do what it's supposed to do.

**Ask around the office until you find the person who knows the inner secrets of office equipment.** Approach these people with respect and the correct demeanor. They probably get interrupted a lot to help out in this way.

**Ask the person to show you how to make the equipment work.** But first, get a tablet that you'll keep in an important place you'll *always remember* and label it "Equipment Troubleshooting." Then write down, step by step, everything the person shows you in order to solve the problem. This way, you won't have to ask again in a couple of months when the problem occurs again, and you've probably forgotten how to fix it.

## Are Pickles Good For You?

Some picklemakers swear that pickles are good for you. That's what Dolores Mason, a 72-year-old prizewinning picklemaker from West Virginia, says: "There's something in vinegar that's good for your body."

Regardless of whether a vinegary pickle is good for you or not, recently pickles have been enjoying a resurgence in popularity. Why the newfound love of the pickle? It could be due to the introduction of trendy flavors (pickles infused with hot peppers and citrus) and the recent craze for low-carb diets, because – you guessed it – pickles are low in carbs. Richard Hentschel, executive president of Pickle Packers International, says that pickles are naturally low in carbohydrates, with the exception of sweet pickles.

According to the trade association, 67% of American households eat pickles, consuming 2.5 billion pounds each year. The biggest selling pickle in America, the dill, contains only five calories, zero grams of fat, zero grams of protein and one gram of carbohydrates.

Some dill pickles have a bit of sugar added and the sodium content is around 200 milligrams. Sweet pickles are becoming more popular as picklemakers add sugar substitutes to reduce calories. Some

## JUNE QUIZ ANSWER AND WINNER!

**Question:** What is the World's Largest Flower?

**Answer:** The Rafflesia Arnoldii

**Source:** Everyday Mysteries

**Congratulations** to Joe Benton of Thousand Oaks. He is last month's winner and will receive a \$20 gift catalog.

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

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other new pickle flavors on the market include lemon, raisin and apple-cinnamon.

- Adapted from *The Baltimore Sun*

## Don't Forget Your Business Cards

Are you one of those people who never seems to have a business card? If so, then you'll want to break the habit of forgetting to bring your cards along.

Not having your business card available is a social faux pas. When someone asks you for a card, they're complimenting you. It means the person likes you and might be willing to do business with you in the future. Not having the card with you is embarrassing for both of you. It also puts your reputation on the line. After all, what kind of a businessperson doesn't have a card on hand? It communicates that possibly you're not serious about your job, your business or your life – and that you can't be trusted with their business. Here are a few strategies that will help you to always have a card handy:

- To use business cards strategically, you need a plan. For instance, you might decide to give out five to 10 cards per day. You'll be less likely to forget them if you have a plan.
- And while you're at it, why don't you invest in new cards? Make sure it's a design you love and will enjoy handing out. This will also serve as a motivation to keep your cards with you.
- You might also want to practice a presentation. How are you going to introduce yourself and offer your card? How are you going to make a positive impression?
- Buy a nice business card case. Get one you'll want to show off.
- Keep business cards everywhere – in your glove compartment, gym bag, desk drawer, coat pocket and briefcase. That way, you'll never have to say, "I don't have one with me right now."

## "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.

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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!

*Brenda Miller*

*Tom and Shannon Kennedy*

*Denny & Linda Harmon*

*Colby Senth*

*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.*

- Adapted from digital-women.com

## Think Before You Send

Have you ever thought, “Maybe I shouldn’t send this by e-mail” just before your finger pressed the send button? That voice is your intuition saying what you probably already know – some things just aren’t appropriate for e-mail. Here are some guidelines for e-mail use that should keep you out of the virtual doghouse:

- If it’s something big – don’t e-mail it. Announcements for downsizings, reorganizations, acquisitions, and mergers are important topics. You should deal with them in person.
- Don’t e-mail policy changes that will generate questions. As a general rule, any changes in time-off policies, benefits, or any other items that impact the wallet will receive questions and require a face-to-face answer.
- If your e-mail discussion volleys back and forth more than three times, it’s time to stop e-mailing and start a live discussion about the issue.
- Never put anything confidential in an e-mail. Don’t include comments about performance, salary, etc.
- If you couldn’t handle seeing it in the newspaper or in court, then don’t send it. E-mail is never really private and not easily deleted.
- Don’t hide behind your e-mail. It will make you mysterious and possibly disliked.

If you want more information, read *The Boss’ Survival Guide* by Bob Rosner, Allan Halcrow and Alan S. Levins.

– Adapted from abc.com

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## Blog’s Popularity Continues To Climb

There’s a rising trend among Internet users. According to a Pew Internet and Life Project report, blog readership rose sharply last year – a 58% increase from the previous year.

The report also found that 62% of adult Internet users still don’t understand what a blog is. Dictionary.com defines a blog as an on-line diary or a personal chronological log of thoughts published on a web page.

Blogs are in high demand. The report indicated that 27% of the 120 million adult Internet users in the United States read blogs – and those numbers continue to grow at a rapid pace. In one nine-month period in 2004, blog readership increased 17%.

Even more incredible is that 7% of Americans have created a blog. In addition, 82% of blog writers have had on-line access for six or more years and 48% of these authors are under the age of 30.

- Adapted from clickz.com

## Quotes

*A common mistake people make when trying to design something completely foolproof is to underestimate the ingenuity of complete fools.*

– Douglas Adams

*A kiss is a lovely trick, designed by nature, to stop words when speech becomes superfluous.*

– Ingrid Bergmen

*It is better to offer no excuse than a bad one.*

– George Washington

If something appears to be a block, then it can be a stepping stone. All the force that is pulling against you can be changed to lift you.

– John-Roger

Human beings are the only creatures on Earth that allow their children to come back home.

– Bill Cosby

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