

# **Tim Mallon & Associates**

# **The Real Estate Hotline News 2008**

Your Real Estate Consultants...for Life!

March 2008

## **Small Seed – Big Reward**

This is a story of a young man named Ping, and of a King who was childless and needed to find a successor.

The King devised a way to find a successor who would be courageous and honest. He sent out a tiny seed to each young man in the country. This seed was to be planted and nourished to the best of each young man's ability.

When Ping received his seed he obtained a beautiful pot, fertile soil, and planted his seed. He watered it and nurtured it and watched it, but nothing happened. He moved his plant to another area with more sun, thinking it needed different light, and still, nothing happened. He asked his father what to do. His father suggested putting it into another container and continuing to nurture it. Still nothing!

The day finally arrived for all the young men to present their results to the King. Everyone else had beautiful plants, and Ping was so embarrassed that he sat in the back of the room with his pot so he wouldn't be noticed.

The King walked around the room looking at the plants – and frowning. The longer he walked, the more he frowned. Then he came to the back of the room and saw Ping and his pot. He led Ping up to his throne and announced to all present that Ping would be the next King. "How can this be?" all the young men cried.

The King said, "Before I sent you the seeds, I ordered the seeds boiled so they wouldn't grow. Only one man in my kingdom was courageous and honest today – and only that man deserves to be your next King."

Ping's "failure" was really his success

## **Some Irish Blessings**

Here are some Irish blessings to incorporate into your March 17 St. Patrick's Day celebrations:



### **Inside This Issue**

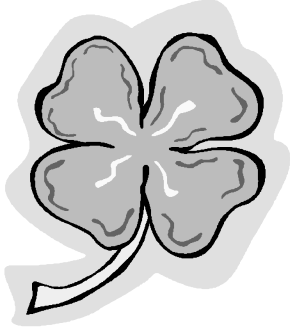
- **How to Save Energy and Money**
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*Don't Miss our March Quiz Question on Page 2*

May your right hand always be stretched out in friendship and never in want.

May the saddest day of your future be no worse than the happiest day of your past.

May the roof above us never fall in, and may the friends gathered below it never fall out.



May you have warm words on a cold evening, a full moon on a dark night, and the road downhill all the way to your door.

May you live as long as you want, and never want as long as you live.

May your troubles be less and your blessing be more, and nothing but happiness come through your door.

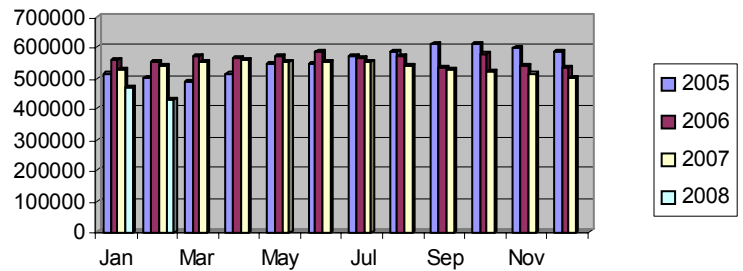
## How To Save Energy And Money

Somewhere around 90% of the energy used to do laundry is used for heating the water, according to [www.EnergySavers.gov](http://www.EnergySavers.gov). To save energy while you're washing clothes you can use cold water or less water. And unless you're dealing with oily stains, the warm or cold setting on your washing machine will clean your clothes just fine. Just switching your energy setting from hot to warm can save a lot – it cuts the energy used for a load of laundry by 50%.

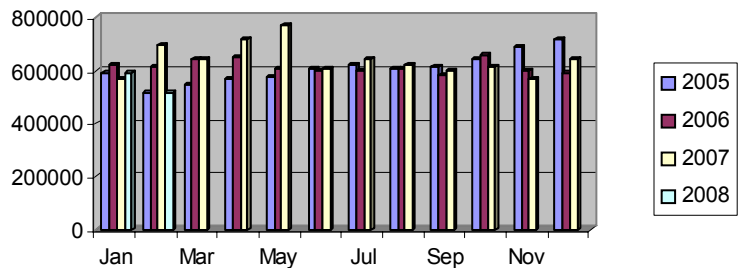
Here are some additional energy-saving tips from [EnergySavers.gov](http://EnergySavers.gov):

- Wash your clothes in cold water and use cold-water detergents whenever possible.
- Wash and dry full loads. If you do wash a smaller load, change the water-level setting.
- Dry towels and other heavier cottons separately from lighter clothing.

Simi Valley Med Sales Price 2005/2006/2007/2008



Moorpark Median Sales Price 2005/2006/2007/2008



### March Quiz Question

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

**Enter Online at: [www.TimMallon.com](http://www.TimMallon.com) or Email your answer to [quizanswer@timmallon.com](mailto:quizanswer@timmallon.com) or fax your answer toll free to 1-866-361-3721**

**!!Win a \$20 Gift Catalog!!**

- Don't overdry. Use the moisture sensor on your machine, if you have one.
- Use the cool-down cycle to allow clothes to finish drying with residual heat in the dryer.
- Consider drying your clothes on a clothesline or drying rack.
- Check your dryer vent periodically to make sure it's not blocked.
- Clean the lint filter in your dryer after every load.

And pay special attention to that last tip. Dryer lint may seem insignificant, but it's a leading cause of home fires, causing millions of dollars in property damage annually.

## ***FEBRUARY QUIZ ANSWER AND WINNER!***

**Question: Who was the first African-American woman to receive a medical degree in the U.S.?**

**Answer: *Dr. Rebecca Lee Crumpler***  
**Source: *www.time.com***

**Congratulations** to of Susan Li from Simi Valley. She is last month's winner and will receive a \$20 gift catalog.

## **Try Turning It Off For Awhile**

Technology is a wonderful thing. It can help us do our jobs more quickly and efficiently. It can put us in touch with friends across the globe, allowing us to interact with far-flung folks from Bangalore to Paris to Louisville. But there are some not-so-positive effects of technology that we all need to beware of. Is technology operating as an isolating factor in your world? Do you use it so you don't have to talk to people? Do you use it to avoid personal interaction at all costs?

Charles Handy, author of *Waiting For the Mountain to Move: And Other Reflections on Life*, postulates that technology can isolate us – and it started with, of all things, the technology of the chimney. Before chimneys, Handy says, we all had to huddle together around the fire in one room. Everyone had to keep warm, so the cowherd and the master shared the same space in order to survive. With the advent of the chimney, however, social stratification was born and we withdrew into separate quarters. Central heat allowed the process to continue, and today's technology has increased the trend toward isolation.

Handy says with the Internet and email, days can go by where we barely have the opportunity to speak to each other in person. How about you? Are you speaking to other humans face-to-face at all these days?

## **Do You Complain Effectively?**

Let's say you have a legitimate complaint. What do you do with it?

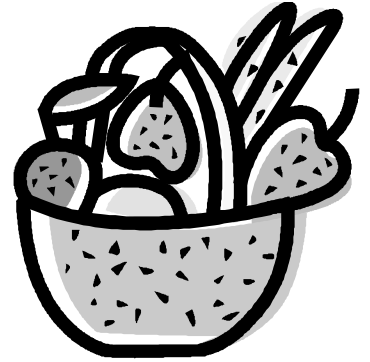
Leif Hokanson, of Personal Best Consulting, says don't waste your breath complaining about something to someone who can't help you solve the problem; that's "akin to yelling at the rain."

Instead, says Hokanson, be an effective complainer: Find the person in charge of the sprinkler system, and ask him or her to turn the thing off.

## Can Produce Poison You?

Most of us know that we can get food poisoning from meat, but a lot of people have no idea that fruits and vegetables can also harbor harmful microbes.

There are a whopping 76 million cases of food poisoning per year in America, but the majority of food poisoning cases go unrecognized, and unreported as well. Of the 25,000 cases per year that are investigated, about a third are attributed to tainted produce.



Here are some things you can do to reduce the chances that you or someone in your family might get sick from tainted produce:

**Always wash your hands** before and after handling produce.

**Always wash cutting boards**, knives and other equipment before and after using them on produce.

**Wash your fruits and vegetables**, then dry them with a paper towel, rather than letting them air dry.

**Wash even the rinds of produce** you're going to cut, such as cantaloupe. This is to reduce the chance that your knife will transfer bacteria from the skin to the fruit. Also, make sure you cut away any bruised or soft areas of your fruits and vegetables.

**Refrigerate cut fruit and vegetables**, and don't eat foods that have been left out for more than two hours.

**Be careful at farmers' markets.** Some vendors promote their goods by using a knife to cut off slices of produce, then they wipe the knife on their shirt or pants and cut the next piece – an invitation to food poisoning.



## How To Confound Your Coworkers

If it's too quiet around your cube, here are some suggestions to liven things up:

1. Every time someone asks you to do something, ask if they want fries with that.

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2. Page yourself over the intercom. Don't disguise your voice.
3. Drop meaningless and confusing management-speak into conversations such as, "What's the margin, Marvin?" and, "When's this turkey going to get basted?" and, "If we don't get this brook babbling, we're all going to end up looking like doe-eyed Labradors."
4. Put mosquito netting around your work area and play tropical sounds all day.
5. Kneel in front of the water cooler and drink directly from the nozzle.
6. Put your wastebasket on your desk and label it "In."
7. While sitting at your desk, soak your fingers in Palmolive liquid. Call everyone Madge.
8. Encourage your colleagues to join you in a little synchronized chair-dancing.
9. While making presentations, occasionally bob your head like a parakeet.
10. In meetings, gradually push yourself closer and closer to the door in your chair.

## Strange Name – Serious Condition

"Shingles" are items we associate with the roof or sides of a house, so it may seem strange to call an infection by that name. But "shingles" is also the name of a viral infection that can be very painful and have serious, long-term complications.

Shingles is an outbreak of rash or blisters on the skin that's caused by the same virus that causes chickenpox – the *varicella-zoster* virus. Once you've had chicken pox, the virus lies inactive in your nerves. Years later, for reasons that aren't clear, the virus may reactivate as shingles. Shingles is common; a half-million cases are reported each year, with more than half of those people over 60. Stress and fatigue may activate the virus, and

### "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)**

people with weakened immune systems – those with HIV infection, or who are receiving medical treatments such as steroids, radiation and chemotherapy, or who receive organ transplants – are also susceptible. The first sign of shingles is often burning or tingling pain, or sometimes a numbness or itch, in one location of the body. After several days or a week, a rash of blisters similar to chickenpox appears, most commonly as a band that wraps from the back and around one side of the chest (though other areas such as the neck, face and scalp can be involved, as well).

Shingles affects people in different ways. Many people have mostly itching; for others, the pain is excruciating; and for some, the rash causes the skin to remain painful and sensitive to touch for months or even years after the rash clears up. For most healthy people, the pain subsides within three to five weeks and the blisters leave no scars.

Vaccines may reduce the risk of shingles for some people, and early treatment can help shorten the duration of the infection and minimize the chance of complications. So, if you suspect you're exhibiting symptoms of shingles, consider contacting your doctor immediately.

## Featured Home



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## What Is True Leadership?

True leaders don't always want to be the leader of the pack. Instead, true leaders are always working on launching others in life. They actually delight in the success of others. They are not threatened by the forward movement of those they lead. They lift them up and give them a hand. They are proud of people when they advance, and they like having had a small hand in helping someone along the way. Ralph Nader said it succinctly: "The function of leadership is to produce more leaders, not more followers."

## Daylight Saving's Dual Purpose



Daylight Saving Time begins March 9 and we "spring forward" – that is, turn our clocks ahead one hour.

### *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.*

It's also the perfect time to replace the batteries in your smoke detectors. Though seven out of eight homes have smoke detectors, one-fourth of them don't work due to dead or missing batteries. Don't be part of that statistic. Dead batteries can't save lives!

## When You're Stuck, Try This

Are you stuck on a problem you can't solve? Do you feel that no matter how you look at it, you just can't come up with the answer? If so, you may feel the need to go over everything you know about the situation, even though you've already done this to the point of exhaustion.

A better idea might be to scrap what you know and start over again, erasing what you know and getting rid of any assumptions that could be blocking your success. Think about detective stories. When the sleuth sits down to go over the facts, he usually doesn't discover a new fact, but discovers instead that his "knowledge" was the problem all along.

When you find yourself stuck in this way, heed the words of Daniel J. Boorstin: "The greatest obstacle to discovery is not ignorance; it is the illusion of knowledge."

### Quotes

He failed of greatness, and this was due to his lack of integrity.  
– Thomas Costain

I like nonsense – it wakes up the brain cells.  
– Dr. Seuss

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