

# TIM MAILLON & ASSOCIATES

# THE REAL ESTATE HOTLINE NEWS 2009

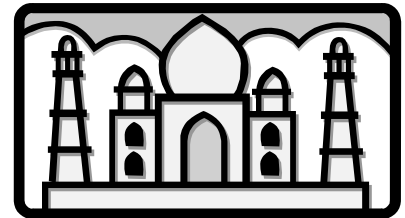
Your Real Estate Consultants...for Life!

October 2009

## “You Don’t Need Feet To Dance”

In 1982, teenager Sudha Chandran was a highly accomplished classical dancer with a promising future in her native India. That all changed when her right leg had to be amputated after a car crash. Though the incident brought her bright career to a halt, she didn’t give up.

In the painful months that followed, she sought out an Indian doctor who had devoted his life to developing innovative artificial limbs, particularly a solid but flexible artificial foot. The doctor agreed to create a prosthesis for Sudha and studied the type of dance she used to do, tailoring the limb to allow many kinds of movement.



to

Sudha believed in herself and her dream, and began her courageous journey back to the world of dancing – learning to balance, bend, stretch, walk, turn, twist, twirl, and finally, dance.

In 1984, Sudha made a historic comeback by giving a public recital in Bombay. Her performance was met with thunderous applause, and invitations to dance flooded in from all over the world. A shrewd movie producer invited Sudha to tell her story on screen, launching Sudha’s highly successful film and television career.

### Inside This Issue

- **Write It/\$ave It**
- **How to Escape From the “Always More Mind”**
- **Silly Statements**
- **Halloween Riddles**
- **New Approach to Problems**
- **Your Toothbrush-Friend or Foe?**
- **How to Succeed by Failing**
- **Is Facebook Your Friend?**

*Don’t Miss our October Quiz Question on  
Page 2*

When Sudha was asked how she’d ever thought she’d dance again after such a setback, she said quite simply, “You don’t need feet to dance.”

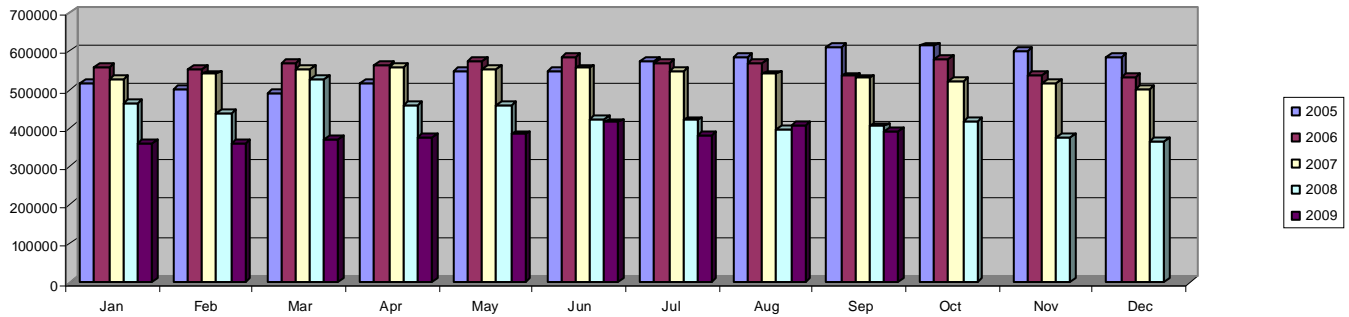
Instead of asking “Why me?” Sudha said, “What’s next?”

## “I Heard You Say...”

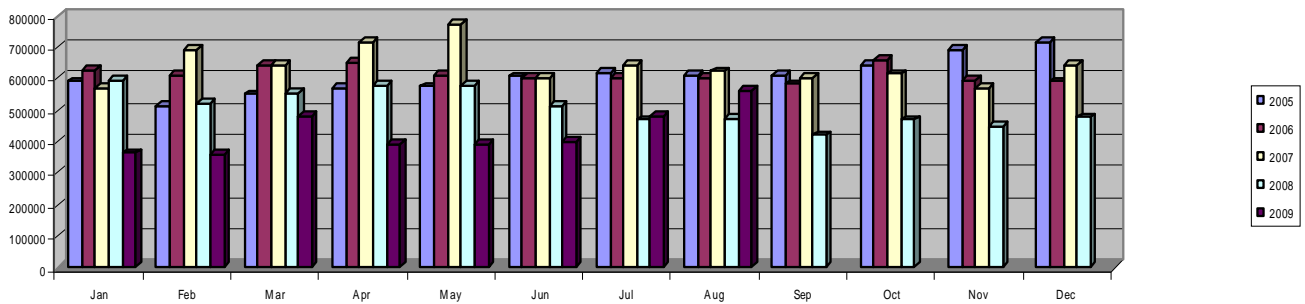
Take a tip from your favorite waiter or waitress: According to a study, 85 percent of customers like their order repeated back to them, because it makes them feel they’re being heard. It also gives you the chance to make changes or corrections, but the most important effect is that it validates what you’ve said.

Use this as a guide to everyday conversations. Don’t parrot back people’s words all the time, of course, but paraphrase them often enough to show that you value what they’re saying.

Simi Valley Med Sales Price 2005-2009



Moorpark Med. Sales Price 2005-2009



## Write It/\$ave It

Are you spending more money than you need to? It's a nagging worry, especially these days. Fortunately, you don't need an advanced degree in finance and accounting to analyze your spending.

Try this: Keep track of your spending for one week. Just one week – longer, and you'll probably get too busy. But you can hold onto your receipts and add them up for seven days. At the end of the week,

separate and categorize your expenses (use a spreadsheet if that helps you visualize better). You'll see what you're spending your money on, and chances are you'll find at least a few areas where you can cut back.



## October's Quiz Question

*How many phalanges are in the human hand?*

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 Gift Catalog!!**

# How To Escape From The “Always More” Mind

You may know someone who skitters from one task to another, never enjoying an accomplishment before moving on to the next thing to be accomplished or mastered. And what does get done is never enough.

In *The Heroine’s Journey* by Maureen Murdock, this is called “The myth of never being enough.” When you’re stuck in this mindset, you’re never satisfied with what you do, because something deep inside yourself tells you, “It’s not enough.” You’re always thinking ahead. You agree that what you’re engaged in currently is not enough. If you’re gardening, you feel you should be working on your report, and if you’re working on your report, you feel you should be gardening.

Murdock recommends this exercise for overcoming this tyrannical way of thinking. Take a piece of paper and divide it into three columns. In the first column write, “I planted daisies.” In the second column write, “I am satisfied.” In the third column write, “And that’s enough!”

Though it’s a simple exercise, Murdock says that if you practice it whenever you catch yourself being a self-critical, unsatisfied tyrant, that feeling of “not enough” will gradually disappear from your mind.

## Silly Statements

If you’re a logophile – a lover of words – you might find yourself cringing as you read *these* words!

## Tim Mallon is now “Foreclosure Prevention Certified”

I wanted to let each of you know that I have become **Certified in Foreclosure Prevention** through the **Harris Real Estate University**. I have been helping homeowners save their credit and also their home from a foreclosure. By means of a **Loan Modification, or a Short Sale**, homeowners can reduce the negative credit rating and be able to apply for a new loan in a much shorter timeframe than having a Foreclosure ding on their credit rating. If you know someone who I might be able to help, I hope you’ll feel confident that I can assist them in the decisions that their situation might require. Thank you as always for your continued support and trust in my services. If you would like to get more information on Short Pays and Foreclosure Options you can visit my website at [www.MyOptionsAre.com](http://www.MyOptionsAre.com) —Tim

## September’s Quiz Answer

**Question:** *The terms ruck, lineout, and maul pertain to what sport?*

**Answer:** Rugby.

**Source:** [www.guide.rugbyrugby.com](http://www.guide.rugbyrugby.com)

**Congratulations** to Janet Martin of Simi Valley. Your name was selected at random from all of the correct quiz entries and you’ll receive a gift catalog.

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

- Police were called to a day-care center where a three-year-old was resisting a rest.
- When fish are in schools they sometimes take debate.
- The short fortune teller who escaped from prison was a small medium at large.
- The dead batteries were given out free of charge.
- A dentist and a manicurist fought tooth and nail.
- A calendar's days are numbered.
- With her marriage she got a new name and a dress.
- If you take a laptop computer for a run, you could jog your memory.
- When she saw her first strands of gray hair, she thought she'd dye.
- Acupuncture: a jab well done.

## Halloween Riddles

Q: How do you mend a broken jack-o-lantern?  
A: With a pumpkin patch.

Q: What did one ghost say to another ghost?  
A: "Do you believe in people?"

Q: Why don't mummies take vacations?  
A: They're afraid they'll relax and unwind.

Q: Why didn't the skeleton dance at the party?  
A: He had no body to dance with.



Q: **HOW DO ACTUAL SELLING PRICES COMPARE TO LISTING PRICES IN MY AREA?**

Q: **HOW ARE HOMES WITHIN A 5 MILE RADIUS SELLING?**

Q: **UNSOLD HOMES IN MY AREA?**

Q: **WHERE CAN I GET ANSWERS TO ANY PRESSING QUESTIONS I MAY HAVE?**

A: Real-time Market Snapshot

## New Approach To Problems

At work, at home, even on vacation, there are always problems that need solving. Some problems are easy to solve with the same solutions that have always worked. Others call for a fresh thinking, an original approach. Try these tips for generating exciting, new ideas:

**Rephrase your problem.** Turn your problem around by describing it in different words. Instead of "How can we produce more widgets?" ask, "What's preventing us from producing X widgets a week?"

**Dig deeper.** Instead of focusing exclusively on the present situation, explore the background. When did the problem start, for example? What changed? Or, what are some of the underlying causes? What could you do about them?

**Avoid either/or thinking.** Don't limit the possibilities. Instead of "We can either raise revenues or cut costs," look for ways to do both, or find additional options. Maybe you have time to work on only one project, for example, but instead of neglecting the other, perhaps you can find someone else to get it started.

**Find Out What Homes in Your Neighborhood Are Selling For...**

*It's Easy. It's FREE...*

Visit:

**MyMarketSnapshot.com**

**Ask for help.** No matter how smart you are, an extra brain will usually help you find options you wouldn't have considered on your own. Someone else's eyes may see angles you hadn't spotted before. Go outside your usual circle of advisors for a different perspective.

**Keep a log.** Carry a small notebook and get into the habit of writing down your ideas as they occur to you, so they'll be accessible when you need them. Don't worry about how practical your ideas are in the beginning, or what they might apply to. Just looking through your list may spark a thought you wouldn't have found before.

## Your Toothbrush – Friend Or Foe?



You may be very conscientious about your dental care, but if you're using a worn toothbrush, you may also be sabotaging your good efforts.

The American Dental Association (ADA) recommends replacing your toothbrush every three to four months, or sooner if the bristles are frayed. Children's toothbrushes often need replacing more frequently than adult brushes. In addition:

**Do not share toothbrushes.** Sharing a toothbrush could result in an exchange of body fluids and/or microorganisms between the users of the toothbrush, placing the individuals involved at an increased risk for infections. This practice could be a particular concern for persons with compromised immune systems or existing infectious diseases.

**Thoroughly rinse toothbrushes** with tap water after brushing to remove any remaining toothpaste and debris. Store the brush in an upright position and allow the toothbrush to air-dry until used again.

**If more than one brush** is stored in the same holder or area, keep the brushes separated to prevent cross-contamination. Clean the holder often.

**Do not routinely cover toothbrushes** or store them in closed containers. A moist environment such as a closed container is more conducive to bacterial growth than the open air.



## Tri Counties Property Management

*Part of our FULL Service to You, our client.*

*Take the headache out of managing your rental properties.*

*For more information on our management services*

*Visit:*

**TriCountiesPM.com**

## How To Childproof Your Home Office

If your office is in your home and you have small children, safety is paramount. Here's how to guard against these common home-office dangers:

**Cords.** Keep phone lines, electrical cords, cables, and window cords looped and out of children's reach to reduce potential strangulation hazards.

**Clutter.** Small objects like pen caps, loose change, rubbers bands, and the like can easily choke a small child. Keep your workspace clear of anything that might find its way down a little one's throat.

**Shelving and storage.** Keep file cabinets locked so children can't open them and cause them to fall over.

**Sharp edges.** Scissors, letter openers, and other sharp objects should be kept out of reach – and out of sight – to prevent injuries.

**Chemicals.** Cleaning supplies, liquid paper, and ink cartridges can be hazardous if ingested. Don't leave them accessible to curious kids.

## How To Succeed By Failing

Success is about...failure. At least, it's about learning how to fail without letting it stop you from moving forward. As personal and business coach Jane Herman writes:

"You've heard the expression, 'Anything worth doing is worth doing well.' Here's your new motto: 'Anything worth doing is worth being willing to do badly.' If something is important to you, then you've got to be willing to try it, even knowing that you may fail. If you have the attitude that you can't do something unless you can do it well, or perfectly, then you will never take a step. Be willing to take the step."

## Is This Your New Career?

Lots of people these days are investigating new careers, thanks to the recession and the changing economic landscape.

Yahoo's HotJobs Web site targets some jobs that just might become major options for today's and tomorrow's jobseekers:

**Data miner.** Collectors of data from the Internet for marketing purposes may become very important as more and more commerce moves online. The mean annual salary is just over \$70,000; the top 10 percent can earn over \$100,000.

**Environmental engineer.** Climate change, fluctuating energy prices, and ecological concerns are

**Don't Forget!**

**FREE FORECLOSURE SEARCH**

**Search for Foreclosures, Auctions, NOD's**

**FREE at**

**www.TimMallon.com**

**Click on:  
Foreclosure Search**

### **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!

**Matthew Michaels**

**Aman Bath**

**(Referral from Michael Peter)**

**Steve Martin (no relation) and Lisa Andrews**

*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.*

driving a new need for people who can create clean, low-impact vehicles, buildings, and products. Salary: approximately \$74,000.

**Accent reduction.** Globalization means being able to communicate clearly with people from other cultures. Trainers work with executives, customer-relations specialists, and others around the world to eliminate speaking styles that impede clarity of communication. Salary: about \$64,000.

**Auto mechanic.** Drivers are keeping their current vehicles longer instead of spending money on new cars, which means an increased need for maintenance. And a generation of Baby Boomer mechanics is reaching retirement age. Average salary: A little over \$36,000.

## Is Facebook Your Friend?

Could your Facebook profile prevent you from getting a job offer? The online job site CareerBuilder reports that its survey of over 3,200 hiring managers found that 22 percent say they screen job applicants by viewing their social networking profiles, and 34 percent have eliminated job candidates because of the content they've found.

Top objections? Forty-one percent cited posts on drinking or drug use, and 40 percent were troubled by candidates' provocative photographs. Also: poor communication skills; evidence of dishonesty concerning applicants' qualifications; discriminatory remarks on race, religion, or gender; and unprofessional screen names.

### Window Treatments

Call  
800-800-3329  
Ask for Joyce

*"You'll Love The Treatment"*  
Receive a 10% discount when mentioning this ad

### Looking For That Perfect Gift To Give?

Check Out:

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

## Our Preferred Referral Reward Program

*Refer a Friend, Family Member, or Business Associate to Us. When We Close Their Escrow, We will present you with a Gift Catalog worth over \$500.00*

*Choose your gift, order online. Postage paid*

*Our way of saying thank you for your trust in us.*

*Sign Up at:*

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



## Compliments of Tim Mallon & Associates

*Your Real Estate Consultants*

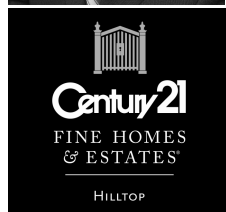
Century 21 Hilltop Realtors

559 Country Club Dr.

Simi Valley, CA. 93065

805-579-1116 off

866-361-3721 toll free fax



# Now Foreclosure Prevention Certified

**\*\*FREE FORECLOSURE SEARCH\*\***

**Search for Foreclosures, Auctions, NOD Properties**

**FREE! NO Monthly FEE!**

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

This newsletter is intended for entertainment purposes only. Credit is given to the author of various articles that are reprinted, when the original author is known. Any omission of credit to an author is purely unintentional and should not be construed as plagiarism of literary theft.  
Copyright 2008 by The Real Estate Hotline. This information is solely advisory, and should not be substituted for legal, financial or tax advice. Any and all financial decisions and actions must be done through the advice and counsel of a qualified attorney, financial advisor and/or CPA. We cannot be held responsible for actions you may take without proper financial, legal, or tax advice. This newsletter is not intended as a solicitation if your property is currently listed with another broker.