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December, 2012

Are You Sharing Your Best?

During this season, many of us turn our attention to thoughts of sharing, growth and love. This little story reminds me of how much more loudly our actions speak than words do, and how love is the loudest action of all.

A farmer's superior corn won awards at the state fair year after year. A newspaper reporter who went out to interview him was surprised to discover that the farmer shared his seed corn with all of his neighbors. "Why do you share your best seed corn with farmers who are going to be competing with you every year?" he asked.

The farmer smiled. "The wind picks up pollen from the corn as it ripens and sweeps it from one field to the next," he explained. "If my neighbors grow inferior corn, I'll end up growing inferior corn. If they grow good corn, I'll be growing good corn."

It's the same elsewhere: Keeping what's "good" all to yourself can hurt you in the end, but sharing what you've got tends to come back to reward you.

I hope December is a wonderful month for you and that you ring out the year with lots of love around you.

Sincerely,

Lisa

Lisa Flashenburg
Your Real Estate Consultant For Life

P.S. What are sharing these days? Would you share this with me at lflashenburg@legaledgere.com or 781-975-0803



May the glow of holiday candles reflect the warmth of the season.

Lisa's Local Ledger

News To Help You Save Time And Money

December 2012

The Archer

After winning many archery contests, a young and boastful champion wanted to add another feather to his cap. Everyone had told him that he was almost the best archer in the land, and that only one person could beat him. So he decided to challenge that master to a contest. When he saw the frail old man come onto the field, he almost changed his mind. But he had vowed to prove that he was the best.

The two stood side by side, and the young man smiled confidently at the older man. Then he proceeded to demonstrate remarkable technical proficiency by hitting a distant bull's eye on his first try, and then splitting that arrow with his second shot.

"There," he said to the old master, "see if you can match that!"

Unconcerned, the master did not draw his bow, but instead motioned for the young archer to follow him up a mountain path. Curious, the champion followed. All the observers dutifully followed along.

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They walked up the mountain trail for a long while until they reached a deep chasm spanned by a single thin log high above a raging river.

Calmly stepping out onto the log, the master picked a far away tree, drew his bow, and fired a clean, direct hit. "Now it is your turn," he said as he gracefully stepped back onto safe ground.

Staring with terror into the abyss, the young man could not force himself to step onto the log, much less shoot at a target.

"You have much skill with your bow," the master said, sensing the challenger's fear, "but you have little skill with the mind that lets loose the shot."

Could you benefit from upping your mental game?

Lisa

December Doings

December is a month for celebrating Christmas, Kwanza, Hannuka, Bodhi Day, and Ashura. Here are a few less notable, but interesting December anniversaries:

- Happy Birthday Bingo, first played in December 1929 in the US in Georgia. Historians believe it is a variation of an Italian game of chance. Bingo raises \$5 billion in charitable funds every year.
- Nice Ice. On December 1, 1959, 12 nations agreed to keep Antarctica a peaceful place of scientific research. The Antarctic Treaty, bans nuclear testing and the dumping of radioactive waste, freezes territorial claims and fosters scientific cooperation.
- Birth of Basketball. The modern version of the game was invented in December 1891 by Canadian gym teacher James Naismith to keep his gym class active. He wrote simple rules and used a peach basket and soccer ball to play the first game.
- First Wireless Phone Call. December 23, 1900, near Washington, D.C., inventor Reginald Fessenden was the first to transmit the human voice via radio waves, sending a signal from one radio tower to another. Fessenden's work paved the way for broadcast radio but it also provided the foundation for cell phones and networks.

December Quiz Question

Q: *What can you keep when you give it to someone?*

Everyone who faxes, emails or calls in the correct answer by the last day of this month will be entered into a drawing for a \$25 gift certificate to

PF Changs.

November Quiz Question

Q: *What can you catch, but not throw?*

A: *A cold.*

Congratulations to:

Robin Donigian.

Reframe Thinking To Boost Problem Solving

Need to think outside the box to solve a problem? Try one of these strategies to stretch your thinking:



• **Take the opposite approach.** Imagine how an organization completely unlike yours would approach the situation. If you work for a Fortune 100 corporation, for instance, explore what solutions a mom-and-pop operation would try.

• **Question your assumptions.** Make a list of everything you think you know for sure about the situation. Then look at each item and ask whether it's really true. You may uncover a mistaken belief that's creating needless difficulties.

Winter Fun Facts

1. The wind chill factor is a measure of heat loss from exposed skin.
2. If it gets cold enough, ice crystals can form and snow can fall from clear skies.
3. All snowflakes have 6 sides.
4. A whiteout is also called a snow squall. It occurs when a cloud touches the ground.
5. Hot water freezes faster than cold water.
6. The "winter blues" were first diagnosed in 1984. And have recently been named seasonal affective disorder or S.A.D. (*seriously*)
7. Ten inches of snow melts down to one inch of water.
8. The largest snowflake recorded in the Guinness World Book of Records fell in Montana and was 15 inches wide.

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Some people will never learn anything, for this reason—because they understand everything too soon. ~ Alexander Pope

Birds Can Be Multilingual



Why do parrots, parakeets, and other talkative birds mimic human speech? Because they can't tell us, no matter how big their vocabularies seem to be, the answer is the subject of theory.

An article in the online magazine "Slate" reports that birds in the wild seem to use their distinctive calls to, among other things, identify themselves as members of their group and distinguish outsiders who sing different songs.

Some birds will adapt their songs to "fit in" with a new group. Parrots and mockingbirds can tailor their songs to whoever is nearby, so they may be attempting to gain acceptance as members of the family when they repeat human words. Because humans expect such mimicking and frequently reward it, parrots train themselves to "speak" in order to fit in. The extent to which they actually understand human language, though, remains highly debatable.

Perfect Holiday Parties



Throwing a party is often a matter of the right combination of providing your guests relaxation and enough structure that they are able to enjoy themselves. A savvy host knows there are many ways to do this. Here are a few tips for throwing a winning party:

- **Set the tone.** If you really want everyone to relax and have fun make sure that you are completely organized.
- **Whatever you're going to serve, have it ready,** and know how you're going to serve it. If it's sit down, have the first course on the table before you call your guests in to sit down. If it's a buffet, round up some light help from your guests to do last minute preparations.
- **Accept all gifts graciously,** but don't feel pressure to use what people bring immediately if you already have something else planned. Make sure you thank the person and emphasize you can't wait to try it or use it tomorrow.
- **Keep people talking and the conversation rolling.** Don't let one person dictate the conversation. You are the host and you can politely interject if someone takes over inappropriately or focuses on an inappropriate subject. Listen to what the person is saying and find a place to interject and segue into a new subject.
- **See people out when they are ready to go,** but don't linger at the door and ignore your other guests. You want to make sure everyone leaves feeling you truly enjoyed their company and that they added to the uniqueness of the evening.

I saw the angel in the marble and carved until I set him free. —Michelangelo

Overheard On A Bus

Woman: "I don't know what to get Fred for a gift."

Friend: "Well, why don't you get him a book?"

Woman (long pause): "I don't think so. He's already got a book."

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CUSTOMER SERVICE?**

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Lisa's Legends

Send me an interesting story you've seen, a short blurb about your or your business or something interesting that has happened to you recently and you'll be featured in this column!

Congratulations to **Tamara Cleary** with her great fundraiser at Prince Pizza in Saugus for **Laughing For The Cure**. Join her for the **Bark for Life** in Somerville, April 27, 2013 [with your dogs] and the **Relay for Life** in Medford, June 1-2, 2013

Sleep Tight

Sleep is one of the least understood of all healthy habits. Here are just a few of the "oddities" around sleep that remind us how much there is to know:



- The record for the longest period without sleep is 18 days, 21 hours, 40 minutes during a rocking chair marathon. The record holder reported hallucinations, paranoia, blurred vision, slurred speech and memory and concentration lapses.
- If you fall asleep within 5 minutes, you're sleep deprived. The ideal is to fall asleep between 10 and 15 minutes, meaning you're still tired enough to sleep deeply, but not so exhausted you feel sleepy by day.
- People can take cat naps with their eyes open without even being aware of it.
- REM dreams typically have bizarre plots, while non-REM dreams are repetitive and thought-like, with little imagery – like obsessively returning to a suspicion you left your mobile phone somewhere.
- Scientists have not been able to explain a 1998 study showing a bright light shone on the backs of human knees can reset the brain's sleep-wake clock.

Nuts To You—For A Healthier Diet

Hungry for a quick snack? Nuts are tasty, convenient, and healthy. Their fiber and unsaturated fats can help lower LDL ("bad cholesterol") levels, and they contain omega-3 fatty acids and vitamin E, both good for the heart.



Just choose wisely. Although all nuts have health benefits, they're best eaten raw or dry-roasted, not covered with chocolate, salt, or sugar. Here's the breakdown on some of the most popular nuts (roasted, serving size 1 ounce):

- **Pistachios:** 161 calories; 12.7 grams of fat (1.6 g saturated vs. 10.5 g unsaturated)
- **Peanuts:** 166 calories; 14 grams of fat (2 g vs. 11.4 g)
- **Cashews:** 163 calories; 13.1 grams of fat (2.6 g vs. 10 g)
- **Almonds:** 169 calories; 15 grams of fat (1.1 g vs. 12.9 g)

Less Is Often More

WELCOME NEW CLIENTS

Here are some of the new clients who became members of our “Real Estate Family” this past month. I’d like to welcome you!

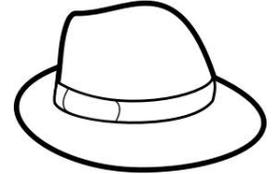
Madison Bell from Florida

Mike Brown

We love recognizing our new friends and wonderful clients who are kind enough to introduce their friends, family and neighbors to us.

There once was a man named John Thompson who planned to open a store selling hats. He sketched a sign to hang over the door, with a picture of a hat and the words: “John Thompson, hatter. Makes and sells hats for ready money.”

Thompson showed his proposed sign to friends. One pointed out that the word “Hatter” was unnecessary, as the sign clearly stated Thompson made and sold hats.



Another advised him to get rid of “for ready money” (meaning cash only), as few of Thompson’s prospective customers purchased hats on credit. And a fourth suggested eliminating “sells hats” altogether, because presumably no one would think that Thompson was giving hats away.

That left a sign with the words “John Thompson,” and a picture of a hat. Thompson followed his friends’ advice, and when he opened, it became a big success.

Music in the soul can be heard by the universe. ~ Lao Tzu

The Power Of ‘We’

A famous organist was performing a concert on a huge antique organ in front of a packed audience. The bellows were hand-pumped by a boy seated behind a screen, unseen by any in the vast auditorium. The first part of the performance went very well, and at intermission the organist took his bows as the listeners applauded enthusiastically.

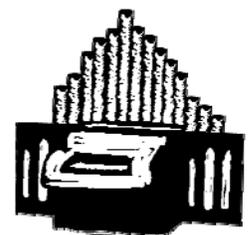
During the break, the musician rested in a side passageway. The boy came out to join him.

“We played well, didn’t we, sir?” the boy asked.

The proud musician glared at him. “What do you mean, ‘we’?”

After the intermission, the organist returned to his seat to begin his next number. But as he pressed his fingers down on the keys, nothing happened. The bellows produced no wind, and so not a sound came out.

Then the organist heard a whisper from behind the screen: “Say, mister, now do you know what ‘we’ means?”



LISA'S LOCAL LEDGER

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_____.
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Lisa's Local Ledger

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Christmas in Summer

In case you ever wondered, yes they do use Christmas trees in Australia. They also have Father Christmas, Christmas Carols and exchange of gifts. Christmas Dinner may be a barbeque in the backyard or a picnic on a beach though, with champagne instead of eggnog.



The big events of the Christmas season are Carols By Candlelight. These began in Melbourne in 1937 and are outside concerts in the warm summer evening's where people sit on blankets light candles and join together to sing Christmas Carols. Most towns have a concert and two major ones are televised across Australia from Sydney and Melbourne. Christmas Eve wouldn't be the same in Australia without Carols by Candlelight.