

Lisa Flashenburg
(781)975-0803
905 Turnpike St., Ste.A-1
Canton, MA 02021



January, 2016

My Inspiration for Your New Year's Resolutions

I'm inspired by the following story to set some New Year's resolutions, not only about being kind to others, but also about being kinder to myself. What do you think? Here's the story:

On the way back from work every evening, more often than not, there would be a homeless man standing at the exit ramp of the freeway.

He waved at every car. He was always happy and smiling and sometimes almost dancing.

Every day after work I would gather my spare change, and put it aside to give to him if I saw him. A feeling of joy would come over me whenever he was there as I came off the ramp. He had that effect. His joy was infectious. Occasionally the red light would be on for a minute and we would ask each other about our day. His answer would always be the same, "I'm blessed!"

Then one day I was called into my boss's office and told that I was being let go due to some mistakes I had made on a recent project.

Needless to say that on my way home that day I was upset. I started calling myself names and reviewing everything I had done wrong. I wasn't feeling the joy as I got off the ramp where the homeless man would be. Yet there he was as always, smiling and waving.

I'd hoped to catch the green light, but missed it. He set his eyes on me, as he strolled over to my car. When he reached me, he gave me an even bigger smile than usual and said, "Today I will give you a dollar." He pulled a dollar out of his pocket and pressed it into my hand. I burst into tears. I wanted to jump out of my car and hug him!

In hindsight, I know he helped me remember that no matter what I'd lost, I still had the choice to be joyful in my present circumstances. I had no job and no savings, but in that moment, I suddenly felt like I could deal with it. I vowed to stop beating myself up and get on with life with a smile on my face and more kindness to others than ever before.

Sincerely,

Lisa

Lisa Flashenburg
Your Real Estate Consultant For Life

P.S. I hope your New Year's resolutions are full of heart and joy. Please let me know if this story inspires you as it did me. I'm at lflashenburg@LegalEdgeRE.com or 781-975-0803.

My inspiration- off for an adventure down under to Australia and New Zealand.



Lisa's Local Ledger

News To Help You Save Time And Money

January 2016

Frugality Runs In The Family

An accountant's thriving London business had been in the family for many generations, beginning with his great-great-grandfather. The main office was in an old building, and the accountant's clients walked up a single, elegant marble step to reach the front door. Over time, the marble step had worn away until it developed a deep dent that was increasingly hazardous to his clientele.

One day, the accountant asked a stonemason to take a look at the situation and give him a bid to replace the marble step. The stonemason examined the step and then scratched his head.

"It's a big job," he said. "But I suppose I could give you a new step for 100 pounds."

The accountant frowned. "That's a bit more than I wanted to pay." They looked at the step, and then the accountant asked, "What if you dug up the step, turned it over, and put it back? Then it would be good as new."

The stonemason nodded. "20 pounds." "Do that," said the accountant, and he went back inside the office.

A few hours later the stonemason rang the bell. The accountant opened the door and saw the stonemason standing next to the marble step that he'd dug up and flipped over. A nearly identical dent marred the other side.

The stonemason chuckled. "From the looks of it, I'd say your great-great-granddaddy thought of the same thing about 150 years ago."



Start making your plan to get your house ready for the spring market. Winter is a great time to get your fixer upper projects done.

INSIDE THIS ISSUE

- Frugality Runs In The Family
- New Year's Resolutions We Can All Use
- January Quiz Question
- Do We Really Need 8 Glasses of Water?
- Help Children With Stress
- Is Pet Insurance Worthwhile?
- What Matters More Than Grades For Graduates?
- Fewer Brides Taking Husband's Name
- Attention to Financial Detail Adds Up
- How To Weigh A Dead Dinosaur
- Put Your Health On The Right Track This New Year
- Recognizing Wisdom

Lisa

New Year's Resolutions We Can All Use

New Year's resolutions are part of every new year. So, to help you create your list of resolutions for 2016, here are some suggestions you can borrow from:

- I resolve to figure out why I "really" need 9 different e-mail addresses.
- I resolve to vary my passwords so that all 72 of my online accounts don't have the same password.
- I resolve to get the garbage out before I hear the truck coming.
- I resolve to stop lying to myself about keeping my New Year's resolutions.
- I resolve to lose just enough weight so that my stomach doesn't jiggle when I brush my teeth.
- I resolve to actually take a cooking lesson instead of pretending I know what I'm doing.
- I resolve to get rich or cry trying.
- I resolve to try and figure out what I'm missing before I accuse others of being wrong.

January Quiz Question

Q: Which weighs more: A kilogram of asphalt, a kilogram of titanium, or a kilogram of cotton?

Everyone who texts, 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

California Pizza Kitchen

December Question

Q: What are the 6 flavors of quarks?

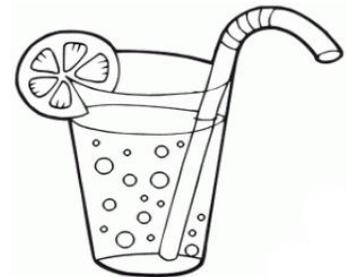
A: Up, down, top, bottom, strange, and charm.

Do We Really Need 8 Glasses of Water?

You may be familiar with the notion that we need to drink 8 glasses of water per day. It sounds logical: Since our bodies need water to function, not drinking enough of it prevents us from functioning optimally. But the water rule may not be strictly true.

According to Mayo Clinic studies, adults need between 2 and 3 liters of water per day. That's 8 to 10 glasses of water. But that doesn't mean we need to lift 8 to 10 glasses to our lips.

The reality is that most people consume a large amount of water each day in other forms, just not in the form of pure water. When considering total water intake, all forms of common beverages—such as water, coffee, tea, soda, and juice—help keep us very well-hydrated. Also, the moisture content in the foods we consume, such as fruits and vegetables, contributes significantly to our daily total water intake. Rather than 8 glasses of water, you may only need 3 or 4 to supplement your normal intake.



Help Children With Stress

Adults sometimes look back on their childhood years through rose-colored glasses, remembering only the lack of responsibility. But children feel stress just like anyone else. A survey of more than 400 parents with children ages 5-13, conducted by the WebMD website, found that parents appear to underestimate the level of stress their kids are feeling, although they recognize the symptoms: increased arguments, tears, whining, headaches and stomachaches, nightmares, and the like. What can parents do when their children need help with stress? WebMD offers this advice:

- **Stay connected.** Spend some time every day talking to your children about what's going on in their lives. Listen to their concerns, answer their questions, and reassure them of your love.
- **Ease up.** Don't over schedule your family. Give children unstructured time to play and relax. Limit "screen time," but otherwise let them choose what to do.
- **Maintain healthy routines.** Make sure your family eats breakfast and dinner together, and that children consistently go to bed and get up at reasonable hours.
- **Talk to your pediatrician.** Your child's doctor should be able to offer advice and guidance on handling stress, and if necessary finding a counselor to help with severe problems like bullying.
- **Take care of yourself.** Children feel their parents' stress. Concentrate on your own physical and mental health to set a good example and to maintain a good relationship with everyone in your family.

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!

Mark Davidson

Petia Petrova

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



Is Pet Insurance Worthwhile?

As valuable as our pets are, is it worth insuring them? It comes down to your finances and risk tolerance. If your pet is healthy, and you have plenty of money, then insurance might be a waste of money. It's common to pay \$300/year or more for pet insurance. That may not sound like much, but the problem is that like all insurance, the most common treatments aren't covered, so your expensive routine items like teeth cleanings probably will come out of pocket anyway. Also, if your pet needs an expensive treatment—say a \$3,000 emergency surgery—your insurance may only cover a fraction of that amount. For these reasons, many people calculate that the total they would pay for premiums will be greater than the benefit they receive back.

What Matters More Than Grades For Graduates?

If you know someone who's recently graduated and is looking for a job, here's some advice you can pass along to them. Employers in a Twitter survey cited these 6 critical factors as more important to them than GPA:

- 1. Know how you learn.** If you need to hear something multiple times, or write it down, knowing that will impress your boss as you more quickly learn new things at work.
- 2. Be aware of time management.** Watch how much time you need to do things like research a paper, read a book, etc. Your boss won't always tell you how long something should take, but will still expect you to finish in a timely manner.
- 3. Get relevant experience.** Your future employer will take your experience in jobs, internships, student organizations, and volunteer projects in your industry as the absolute best indicator for your potential in a new position.
- 4. Have a portfolio proving your work.** Many employers will want to see your work before hiring you. If you're not building a portfolio at school, then produce these things on your own time. If your work is mechanical, take photos of you working, along with an explanation of what you're doing.
- 5. Be able to make a presentation.** Conveying ideas in a clearly organized way, speaking confidently, and discussing your thoughts are important parts of your professional life.
- 6. Be able to write and edit well.** Writing and editing skills matter in everything from reports to emails. Errors in writing tend to have high negative impact on people's opinions of you, even as good writing goes unnoticed because it's expected.

DO YOU WANT TO WORK WITH OTHER BUSINESSES THAT GIVE OUTSTANDING CUSTOMER SERVICE?

Request a free copy of my **service directory**. All the businesses listed in it have a proven track record for providing the kind of outstanding customer service you deserve.

Fewer Brides Taking Husband's Name

Getting married calls for many decisions, including whether a bride keeps her maiden name. A Google survey reports that in recent years, the trend towards a bride keeping her maiden name has been on an upswing.

Twenty percent of women who got married in the past few years opted to retain their birth name, and another 10 percent chose a separate option, such as hyphenating their last name or using their maiden name professionally, while changing to their husband's name legally. In the 1970s, about 17 percent of women getting married for the first time retained their names.



Attention to Financial Detail Adds Up

A high school dropout, industrialist George Eastman was considered not terribly smart by his teachers. But he had at least one exceptional talent—he understood the value of money.

According to one story, Eastman was sponsoring construction of a theater in Rochester, N.Y., home of his company Eastman Kodak. While reviewing the blueprints with the project's architect, Eastman suggested squeezing in two more spectator seats in the orchestra section.

"Why?" the architect asked.

Eastman explained that two extra seats would bring in 60 cents more per performance. With six performances a week, they'd generate an extra \$3.60 per week, or \$187.20 per year. And \$187.20 per year would be the interest on a savings investment of \$3,120.

For George Eastman, every penny counted—which is why he became one of the most successful business leaders of his time.

Every great love starts with a great story. —Nicholas Sparks

How To Weigh A Dead Dinosaur

Paleontologists routinely tell us what a particular dinosaur or mammal from millions of years ago weighed, but how do they measure the weight of an animal that's extinct? Here's one new technique scientists have developed:

The first step is constructing a digital model of the bones recovered. Then a computer program covers the model in a digital "shrink wrap" to estimate the animal's volume. In the final step, they come up with an estimate using a volume-to-mass conversion based on 14 living mammals, starting with the red deer (90 kilograms) to the African elephant (2.7 metric tons). This process has allowed researchers to calculate that the woolly mammoth weighed 3.6 metric tons, and the giant ground sloth weighed 3.7 metric tons.



Free Reports!

- How Sellers Price Their Homes

Free Information!

- The 10 Dumbest Mistakes Smart People Make When Buying Or Selling A Home
- How To Buy A House With Little (Or No) Money Down

Free Newsletter Subscription!

See page 7

Put Your Health On The Right Track This New Year

Regular exercise is important to maintaining your health, and the New Year is the perfect time to commit to a healthier lifestyle going forward. Here are some tips for helping you maintain your healthy resolve on a daily basis:



- **Redefine “exercise.”** Incorporate new behaviors into your lifestyle, like walking for 20 minutes per day, taking the stairs instead of the elevator, getting off the bus or train a block early, and parking further from the door of the supermarket.
- **Clear your mind and schedule.** Make a regular date with yourself for exercise and train yourself not to think about all the other tasks you could be doing. Focus on the here and now, and don’t get distracted.
- **Shorten the duration.** Rather than a single hour long session, aim for three 20-minute workouts or four 15-minute workouts a day. People who opt for shorter sessions actually tend to work out more over the course of a week.
- **Find exercise you enjoy.** Most gyms offer a variety of equipment, so choose an activity that makes you feel good, not something you detest, no matter how beneficial it may be. Playing racquetball, biking, or fast walking will do as well as going to the gym.
- **Pick a partner, but set your own goals.** People who exercise with friend have a higher success rate. However, even if you work with a buddy, decide what you want to achieve. Set realistic targets, not impossible goals that make you reluctant to try. Make sure your goals are concrete. Don’t vaguely aim to walk “more” each day.

Lisa’s Legends

Who do you know that has done something outstanding this month?

Congratulations to:

Batya Zamansky [my cousin]

& a member of the Chai

Notes, Cornell’s co-ed

acapella group for their

holiday performance at the

White House in December

Good luck to **Jonathan**

Karelitz of Morgan Stanley,

nominated to be one of the

National Associations of Plan

Advisors (NAPA) – Young Guns:

Top 50 Plan Advisors Under 40

winner

Recognizing Wisdom

A young man arrived at a distant monastery to speak to a wise monk. “Master, what makes a person wise?” the young man asked.

The master thought for a moment, then said “The ability to recognize.”

“To recognize what?”

The master smiled. “To recognize the butterfly in a caterpillar, the eagle in an egg, and the saint in a selfish human being.”

LISA'S LOCAL LEDGER

Free Information Request Form

Please complete the box below and place check marks next to the free reports and information you'd like to receive. Then FAX the form to me at:

781-575-9995, or MAIL it to me at:

Lisa Flashenburg, 905 Turnpike St., Ste. A-1., Canton, MA 02021

Or simply call me or text me to ask for your information: 781-975-0803

- Name: _____ Phone/Fax: _____
- Email: _____
- Mailing Address: _____
- City: _____ State/Province: _____ Zip/Postal: _____

Please send me the free information checked below via: Mail Fax Email

Free Reports

- Protect Your Home From Burglars
- Five Deadly Mistakes Home Sellers Make
- Making The Move Easy On The Kids
- How Sellers Price Their Homes
- How To Stop Wasting Money On Rent
- How To Sell Your House For The Most Money In The Shortest Possible Time
- The 10 Dumbest Mistakes Smart People Make When Buying Or Selling A Home

Other Free Information

- Send me information about your free, no-obligation HomeFinder/HomeLoanFinder service.
- Send me the special computer report showing the features and sale prices of up to 15 of the most recent home sales near the following address: _____, City: _____ or in the _____ area.
- Please let me know the listing price and features of the home at the following address: _____.
- Please let me know the selling price of the home at the following address: _____.
- Please call me to arrange a free, no-obligation market valuation on my house.
- Please call me to arrange a free, no-obligation market valuation on my house.

Do you have a family member or friend who would enjoy a free subscription to Lisa's Local Ledger? Provide me with their contact information, and I'll add them to my mailing list.

Name: _____

Address: _____

City: _____ State/Province: _____ Zip/Postal: _____

Lisa's Local Ledger

Lisa Flashenburg
905 Turnpike St., Ste. A-1
Canton, MA 02021
www.LegalEdgeRE.com

**Go Green:
Recycle This
Newsletter!**

After you've enjoyed my newsletter, please recycle it by passing it along to a family member, friend, neighbor or coworker.

This newsletter is intended for entertainment purposes only. Credit is given to the authors 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 or literary theft. Copyright 2016 Lisa Flashenburg. This information is solely advisory, and should not be substituted for medical, legal, financial or tax advice. Any and all decisions and actions must be done through the advice and counsel of a qualified physician, attorney, financial advisor and/or CPA. We cannot be held responsible for actions you may take without proper medical, financial, legal or tax advice.

Try These Breakfast Ideas For Kids

A good breakfast starts your kids' school day off right. Concentrate on providing them with food rich in calcium, like yogurt, cheese, and milk. Try these ideas:

- **Smoothies.** Use your blender to whip up a smoothie with milk, yogurt, fruit, and other nutritious ingredients.
- **Pizza.** A mini-pizza on a bagel with lots of cheese will make every child's breakfast more fun.
- **Burritos.** Create a burrito bar on your counter with cheese, scrambled eggs, and warm tortillas and let your kids make their own burritos before they head off to school.
- **Granola.** Fill a bowl with their favorite granola, cut in some fruit, and pour on the milk.

