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## Championship Behavior

Have you ever been in an unfair situation you didn't like, and didn't know what to do about it? A good example is when your boss calls you on the carpet for some sort of behavior...coming in late, not getting a report done, etc. When you try to explain, your boss isn't interested. Now what do you do? You simmer and stew, right?

Life is full of unfair situations like this. In my opinion, a measure of maturity is how you choose to handle these situations. One method I use to push through life's unfairness is called Championship Behavior. It's a concept that has gotten me through many tight spots and funks, spurring me to positive action instead of putting me into a negative cycle of reaction.

Champions push through difficult circumstances to succeed. We can all use that same championship behavior to push through difficult circumstances in our daily lives, whenever a situation seems unfair or challenging. To a teenager, that might be when a friend spreads a bad rumor. To an adult, that might be when a boss calls you out unfairly. To a person walking down the street, that might be getting splashed by a passing car.

Championship Behavior is not about reacting quickly. It's about reacting correctly. It's about deciding how to handle challenging situations rather than simmering and stewing. It's more about the *decision* than the action. What do you need to do so that your boss will hear you? What are the best ways to handle school bullying? What can and can't be done about a problem you have no control over? Often Championship Behavior takes time to figure out, but once you know what you need to do, you have a greater sense of calm and control.

Warm regards,

*Lisa*

Lisa Flashenburg, Your Real Estate Consultant For Life

PS. Is this an idea you can use? Let me know at me at [lisaf@LegalEdgeRE.com](mailto:lisaf@LegalEdgeRE.com) or 781-975-0803!



Still time for some hiking and day trips while the weather stays fantastic!

# Lisa's Local Ledger

News To Help You Save Time And Money

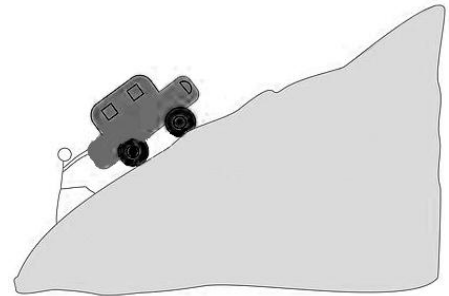
August 2016

## Enjoy Success, But Stay Vigilant

By sheer hard work, determination and perseverance, a man pushed his heavy wagon to the top of a huge mountain, intending to sell his cargo to the mountain village. Few people made it that far, and the village was willing to pay handsomely.

Once he reached the top, he paused to rest and enjoy the satisfaction of his accomplishment. It had been a long, hard road and the man congratulated himself.

He looked out at the view and fantasized about telling his family and friends about his accomplishment and showing them the wealth he had gained.



He raised his arms and began to dance a little jig for joy. And in that moment, he let go of his wagon and it started rolling back down the mountainside. The man chased after the wagon, but it gained speed and momentum as it barreled toward the bottom.

In tears as he watched it fade into the distance, the man wondered why he had treated his position at the top with so little care. He should have secured his wagon as soon as he got there. He should have made sure to tighten things up and complete his task, rather than daydreaming about bragging to his friends.

**Thinking about a refi? Rates are still so low, why not take advantage? I have great connections if you want to chat.**

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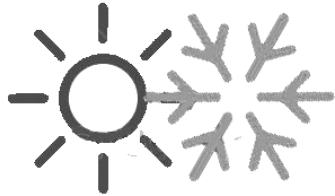
*Moral: Life often rewards the many uphill battles won by men and women of perseverance. The trick is not to lose perspective. Take pleasure in your accomplishments, but don't let that get in the way of staying on task and making sure you're secure in your newfound territory.*

—adapted from *An Inspiration a Day* by Jerome A. Waterman

*Lisa*

# What Causes Summer & Winter?

As hot as the Northern Hemisphere is right now, it seems like the earth must be right next to the sun. As



cold as the Southern Hemisphere is now, it seems like the earth must be at its farthest point. Who's correct?

The Southerners are correct. In July and into August, the earth is swinging wide in its

elliptical orbit, and is at its farthest distance from the sun. Then in early January the earth swings closest to the sun. While this makes no sense to people in the north, and perfect sense to people in the south, the fact is that distance from the sun is not the reason for summer or winter.

The reason for seasons has to do with the tilt of Earth's axis, as well as the quantity of land vs. water mass, which acts to heat and cool the surface of the planet.

## Some Odd Places to Live in the World

**Slab City, California:** There are no signs leading to Slab City, east of Los Angeles in the desert near the Salton Sea. Dubbed "The Last Free Place in America," Slab City is really a semi-permanent campsite inhabited by squatters from across America, and has a reputation for rough living.

**Coober Pedy, South Australia:** Located in the scorching Australian outback, the cool underground town was established in 1915 following the discovery of opal. The town offers underground churches, stores, galleries, and an award-winning 4-star luxury hotel.

**The Villages, Florida:** The largest gated retirement community in the world is home to more than 100,000 people over age 55. It has more golf carts than cars and no children are allowed. Unofficially dubbed "Disney World for Old People," there are 10 women to every man and there is a black market for Viagra.

**Matmâta, Tunisia:** Inhabitants have dug deep pits into the ground and then tunneled into the side walls to create their homes. The existence of this community remained largely unknown until it became the location for Luke Skywalker's home on the planet Tatooine in the Star Wars film.

## August Quiz Question

**Q:** *What is a group of flamingos called?*

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

Wagamama

## July Question

**Q:** *When did the word Frankenfood come into our English language?*

**A:** *In 1992. Coined from **Franken(stein) + food** by Paul Lewis.*

# What's In Those Meatless Meats?

Whether you're a fully-fledged vegetarian, or just a "meatless Monday" fan, you need to know what's in those meatless meat-substitutes before you buy.

With brands like Tofurky and Beef(Not), as well as hundreds of others, you have many choices for vegetable-based meat-tasting hot dogs, hamburgers, and steaks.

But "not meat" leaves a lot of room for what the products actually are. Just because something is vegetarian or plant-based doesn't automatically make it healthy, according to an article in U.S. News and World Report.



Many of these products include preservatives and additives – like tapioca starch, cellulose, xanthan gum and TBHQ, a compound that prevents discoloration – to make them flavorful and shelf-stable, and to imitate a meaty texture. Try to avoid products with a lot of these extra fillers.

When you buy, go for products with higher protein, ideally 12 grams per serving. Also, try different bases until you find the right taste for yourself, including pea protein, beans, lentils, and soy (tofu). Keep the fat under 10 grams and the sodium under 500 mgs per serving.

Also, avoid using these meatless products as a source of vegetables in your diet. You still need whole foods and vegetables, which lose something in the processing of meatless products.

**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.

## Children Want Grandparent Stories

Most children enjoy hearing their grandparents tell stories. Here are some of the tales that are certain to pique the grandkids' interest:

- How their grandparents met. Did you meet your future wife in grade school? Did you initially dislike the person you eventually married? Children are often curious about how people in their lives ended up together—and they'll like the joy they see in your eyes as you talk about your enduring love.
- The day their parents were born. Kids usually like hearing about their parents. Describe in detail what happened the day their father or mother was born: what time they came, what you were hearing, who helped out, and most important—how you felt.

(continued next page)

- The day they were born. Do the same with a story about your grandchild's birth. What preparations did you make? What did you expect? When did you first see your grandchild? What did he or she look like?
- First jobs. Talk about the restaurant where you washed dishes, or the shop where you stocked shelves. Tell children about your best and worst bosses, experiences helping customers, and what you learned from each position.
- Proudest achievements. Think back to the moments in your life when you felt proud. You'll teach your grandchildren to try hard, never quit, and take pride in their accomplishments

## The Secret to a Long Life

In May of this year, Ida Keeling laced up her mustard yellow sneakers and raced to last place in the 100-meter dash. Her fans cheered wildly! With a time of just over one minute and seventeen seconds, she had just set a new world record...for someone over 100 years old.

While hearing about her, you may question your life choices a little bit. You may ask, what are the ingredients for maintaining such impressive health deep into old age?

Quite often, the answer is that maintaining health in old age looks surprisingly similar to maintaining health in youth and middle age, too. Occasionally, fads emerge touting the secret to longevity, but the answers to longevity are the same for someone in their twenties, forties, seventies, and even nineties.

The answer to lifelong good health is always painfully simple; it's never anything sensational or news-worthy. Consider an athlete, after a stunning performance, sitting at a press conference amid a sea of flashing cameras, while reporters eagerly ask for the secret to success. Most responses, often accompanied by a shy shrug, are along the lines of: "I don't know, I just did it." Or, "I just did the right things." Attractive for the headlines? No. But accurate? Yes.

When it comes to maintaining health and wellness, embrace the simple and toss the fad diets, trendy workouts and "secret formulas." It's far easier to make habits out of simple behaviors. Live a simple life, eat whole foods as often as possible, exercise daily, laugh often, and stay curious. These are the "secrets" to a long and happy life.

### 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!

Kiril & Rosie Rachev

Dave Hirshberg

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



# The Kids Are Coming!

An elderly man living in Phoenix calls his son in New York and says: "I hate to ruin your day, but I have to tell you that your mother and I are divorcing. 45 years of misery is enough."

The son cries out, "Pop, what are you talking about? You can't divorce Mom after all these years. That's crazy. You love her."

"It may be crazy", says the old man, "but I am going to tell her on this coming Thanksgiving Day. It will be the last one we spend together!"

Frantically, the son calls his sister in Chicago and she explodes. "Like heck they're getting a divorce. You and I are going to fly to Phoenix tomorrow and talk some sense into Dad! I don't care if it is Thanksgiving week."

Then the sister calls her father and cries that she and her brother are coming. "Don't you dare tell Mom a thing until we get there tomorrow. Then she hangs up."

The old man hangs up his phone and turns to his wife. "OK", he says with a smile. "They are coming for Thanksgiving, and paying their own way. Now what do we tell them for Christmas?"

***Newsletter  
switching to all  
email or on our  
website.***

*Starting next  
month, the  
newsletter will only  
be sent out by  
email. Please send  
me your email if  
you are still  
receiving a paper  
copy so you won't  
miss an issue!*

## It's Official: We Dream Of Problems

In a recent study, published in the journal *Psychological Science*, when participants were asked to refrain from thinking about a certain person before they fell asleep, they ended up being more likely to dream about that person than someone they had been told to specifically think about before drifting off.

Daniel Wegner, a lead researcher and psychology professor at Harvard University, says that what we sweep under the rug, oftentimes returns to us in our dreams. He says that one thing this proves is that at least some dreams come from prior content in our lives and are not just random occurrences.

Wegner also says that the part of the brain that has to do with mental control is not operative while we sleep, and this allows the release of our unwanted thoughts into our dreams. Perhaps not news to many of us, but it's nice to know there's science behind the idea that our problems invade our dreams.

— adapted from *Psychology Today*



# Get More Things Done

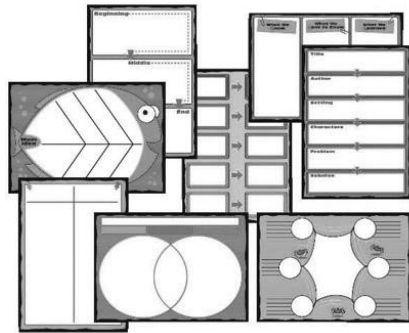
Are you feeling stressed because you have too many things going on at once? Do you feel overwhelmed? Do you have a hard time knowing what you need to do and when you need to do it?

So go the sufferings of the modern worker, according to productivity guru David Allen.

Allen says the mind works like this: It stores up all the things you need or are committed to doing, and then constantly reminds you on some level about what you need to do. Here's the bad, stress-inducing part though. Your mind is not all that smart in that it reminds you to do these things at times when you really cannot take action.

This makes people worry and drains their energy.

How do people avoid this kind of overwhelming stress in their lives?



Allen says that people need to get all the things that need to be done in their lives out of their heads by writing them down. But his method is not just another time-management to-do list. Allen says that people need to both think and

stop thinking about the things they need to do. That is, we need to take the time to think in a concentrated way on what we need to do to accomplish the tasks necessary in our lives.

And at the same time, we need to stop thinking about what we need to do at inappropriate times because that is the No. 1 energy waster in the modern world.

Allen suggests a five-pronged approach:

1. First, gather together all the things that demand our attention in our lives.
2. Understand what these demands mean to us and what we need to do about them.
3. Once we understand this information, it must be organized.
4. Look over the options for accomplishing what demands our attention.
5. Take action and do the things that need to be done.

Allen says this is the way people generally get things done, but it is the need for significant improvement or the correction of failure in any one of these five areas that keep people from getting things done and avoiding stress.

—adapted from *Getting Things Done* by David Allen

## Lisa's Legends

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

Congratulations to Attorney Nancy Ignazi on opening a new office in Middleton starting in September.

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*I can't imagine anything more worthwhile than doing what I most love. — Edgar Winter*

# 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.*

*Fax this form to 781-575-9995 or mail it to:*

*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*

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Please send me the requested free information selected 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
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- ( ) The 10 Dumbest Mistakes Smart People Make When Buying Or Selling A Home

### Free Information

- ( ) Send me information about your free, no-obligation HomeFinder 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.

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

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State/Province: \_\_\_\_\_ Zip/Postal: \_\_\_\_\_



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## We're Willing To Pay, Not To Cook

Eating out can be expensive, but many consumers are more than willing to spend the money for a meal they don't have to cook themselves. The consulting firm Alix Partners, which surveys restaurant-goers, reports that diners expect to pay 1.9 percent more for their meals in 2016, for an average of \$14.25, up from \$13.99 last year.

It's the first time expectations have risen since Alix Partners began their surveys in 2007. In other findings, the survey found that consumers are nervous about food-borne illnesses, with 28 percent saying they'd never eat at a restaurant that had experienced an outbreak, and 34 percent indicating they'd wait until the restaurant had been cleared by health authorities. And just because they plan to spend more money doesn't mean they're not on the lookout for deals—56 percent say they're going to look for more coupons and other discounts this year.

