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March, 2017

Keep Calm and Carry On

As we march into spring, it seems that everyone gets busier, more frenetic. Like the birds and the bees, we're inspired to improve our nests and bring home the nectar to our family hives. As the pace picks up, I'm reminded by this story to keep a calm head:

Once a wise man was walking with a few of his followers. They saw a small lake in the distance, and the wise man said to one of his followers, "I am thirsty. Go get me some water from that lake."

The follower eagerly ran to the lake. But there were people in it, splashing around, making the water cloudy. The follower shouted that a very important man wanted to drink the water and everyone should get out, but no one listened. Feeling ashamed, he returned to the wise man, complaining "The water is too dirty, and no one will listen to me and get out." The wise man nodded, but said nothing.

After an hour, the wise man asked the same follower to go back to the lake and get him some water. This time the follower found that everyone had left, and the silt had settled down. The water now looked fit to drink, so he brought some to the wise man.

The wise man looked at the water and said, "See what you did to make the water clean? You let it be. Your life force is like the water. When you are frantic and anxious, your spirit becomes cloudy and distasteful. Just let it be. Things will become clearer. It is effortless."

Kind Regards,

Lisa

Lisa Flashenburg, Your Real Estate Consultant For Life

P.S. If spring has you wound up, remember to keep calm and carry on! If you need anything from me, contact me at lisaf@LegalEdgeRE.com or call me at 781-975-0803.



Just was in Vegas, just how far should you carry on with the roll of the dice?

Lisa's Local Ledger

News To Help You Save Time And Money

March 2017

Taught a Lesson

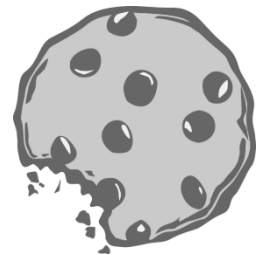
A small boy at summer camp received a large package of cookies in the mail from his mother. He ate a few, then placed the remainder under his bed. The next day after lunch, he went to his bunk to get a cookie. The box was gone. He told the camp counselor what had happened.

Later that afternoon the camp counselor saw another boy sitting alone by the lake, eating the stolen cookies. "That boy," he said to himself, "must be taught a lesson."

He sought out the boy whose cookies had been stolen. "Billy," he said, "I know who stole your cookies. Will you help me teach him a lesson?"

"Well, OK—but you aren't going to hurt him, are you?" asked the boy.

"No, that would only make him resent you," the counselor explained. "I want you to call your mother and ask her to send you another box of cookies."



Anyone in need of a Senior Move Specialist? Call me to guide you through the challenges of moving your parents.

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The boy happily did as the counselor asked and a few days later, he received another box of cookies in the mail.

"Now," said the counselor, "the boy who stole your cookies is by the lake. Go down there and share your cookies with him."

"But," protested the boy, "he's a thief."

"I know. But try it—see what happens."

Later the camp counselor saw the two boys coming up the hill walking together. The boy who had stolen the cookies was earnestly trying to get the other to accept a toy in payment for the stolen cookies, and the other boy was just as earnestly refusing the gift, saying that a few old cookies weren't that important anyway.

Lisa

March Quiz Question

Q: *When was the coil spring invented?*

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

The Cheesecake Factory

February Question

Q: *What is Prince Harry's real first name?*

A: *Henry Charles Albert David.*

Congratulations to:

John Morris.

Spring Cleaning: Do Fabrics First

Fabrics that have absorbed a winter's worth of dirt, body oil, and germs will need a deep cleaning to get them ready for another year of wear. That usually means using a carpet cleaner to shampoo carpets and clean upholstery.



When renting a carpet cleaner, practice first in an unobtrusive area to make sure you have the knack of the machine and that the treatment won't discolor fabrics or cause dyes to run.

Move furniture just slightly—not out of the room or against the wall, as the old rules dictated — and place the legs of each piece back on top of small wax paper squares after shampooing. The wax paper will protect your carpet and keep the furniture legs from getting wet as the carpet dries.

Open the windows to speed drying, which can take a day or more. And if you're not the furniture-shifting, machine-renting type, hire a professional carpet and upholstery cleaner.

Where Do You Keep Your Phone?

Quick—where's your smartphone right now? A survey from YouGov Omnibus asked that question of millennials and people in other age groups to determine how connected we are to our devices. The survey found that pants pockets are the most common location across all age ranges—58 percent of millennials, 39 percent of those age 35-54, and 44 percent of people 55 and older.

But some people literally can't let go. The survey found that more than 50 percent of millennials say they sometimes will carry their phone in their hand all day long. Only 30 percent of those in the 35-54 group said the same, and 16 percent of the 55-and-older crowd joined them.

That makes durability an important issue for millennials. The survey found that 48 percent want their phones to come with shatterproof screens, water resistance, and other protective features, while only 40 percent of the middle group were looking for those elements and slightly more than 25 percent of the oldest group had the same worry. For the two older groups, battery life seems to be a more important concern.

Feeling Sick? Don't Look On The Internet

The internet is good for some things, but when you want to find out what's making you feel sick, you're generally better off with your doctor than with a medical website or smartphone app. That's the diagnosis of a study by Harvard Medical School that was recently written up in the *JAMA Internal Medicine* journal.

The research involved 234 physicians and 23 diagnostic tools offered by such websites as the Mayo Clinic and Web MD, along with apps for the iPhone and Android smartphones. Given 45 hypothetical patients and their symptoms, the human doctors got the correct diagnosis right away in 72 percent of the cases, while the computerized symptom checkers were correct only 34 percent of the time.

When asked to provide not one, but three possible diagnoses, physicians again outperformed their technological counterparts, hitting the right diagnosis with their top three 84 percent of the time. Websites and apps found the correct diagnosis just 51 percent of the time.

So although you might be tempted to just Google your symptoms and head to the drugstore, most of the time you're better off making an appointment with your doctor.

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!

Dzmitry Bazyluk

Mykayla Ohmer

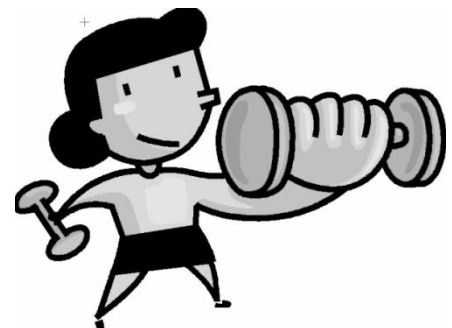
We love recognizing our wonderful new friends and existing clients who are kind enough to introduce their friends, family and neighbors to us.

How Much Are You Really Working Out?

You may think you're working out a lot. But as a percentage of your lifespan, it's probably not very much. In fact, a global study by Reebok found that the average human spends less than 1 percent of his or her entire life exercising—0.69 percent to be exact.

The Reebok study is part of their 25,915 Days Campaign, which is named for the number of days in the average human lifespan of 71 years. The survey data came from more than 90,000 respondents the United States, United Kingdom, Canada, Germany, France, Mexico, Russia, Korea, and Spain. In terms of days we spend on specific activities, here's what Reebok found:

- Exercise: 180 days
- Looking at a tech device: 10,625 days
- Sitting down: 7,709 days
- Socializing with family and friends: 1,765 days
- Romantic involvements: 117 days



Positive Job Habits

Talent alone won't help you succeed at work. To get ahead, work on establishing the following work habits:

- **Keep clutter to a minimum.** Schedule a few minutes each day to get rid of junk mail and old papers that build up. Set aside 15 minutes once a week to do a thorough sweep of clutter in your workspace.
- **Minimize distractions.** If you procrastinate by talking on the phone, set a time limit for each call. Also, learn to tactfully get rid of people who interrupt your work.
- **Schedule steps towards your goals.** Rather than only having a to-do list of daily tasks, also create a to-do list of items that move you towards key goals.
- **Know your style.** Don't work against your inner nature. Schedule your toughest work for the times when you have the most energy.
- **Seize the moment.** Gather simple tasks that need to be done and keep them by the phone. Then if you are put on hold, start working on them.
- **Emulate someone who is successful.** Find a person who is succeeding at juggling school or family with work and ask how they do it. Notice how they behave at work.
- **Make accomplishing tasks fun.** Challenge yourself to get a certain amount of work done in a given time, or see if you can get through a difficult task without making mistakes. Reward yourself for success.

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.

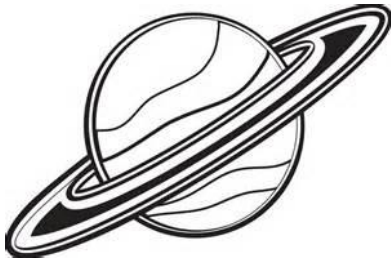
Brain Drain: Control Appetite After Work

Ever notice that you can feel starving after a long day at work even though you've spent it mainly at your desk? Scientists, as reported by *The New York Times*, say it happens because your brain wants more fuel to keep going—even though you probably haven't been digging ditches or running marathons all day. The problem is that you're consuming calories your body doesn't actually need, because your brain is telling you to.

Oddly, the solution to controlling brain-induced appetite is to exercise. In an experiment at the University of Alabama at Birmingham, 38 college students met to discuss their favorite pizza. After the discussion, they were allowed to eat as much pizza as they wanted. That created a control. On another day, they were brought back and given a series of tests from college entrance and graduate-level exams. Afterward, half the students worked out on treadmills while the rest sat quietly. The entire group was again served all the pizza they wanted, but the treadmill group ate less—about 25 fewer calories than at their previous session. On the other hand, the rest of the group actually ate 100 calories more. The study suggests that a light workout after a mentally strenuous day may curb the appetite. So perhaps a brisk walk before dinner is in order?

An Ancient Mystery: How Old Are Saturn's Rings?

The rings of Saturn have dazzled humans ever since they were spotted by Galileo, but they still contain many unexplained mysteries, such as how old they are. One theory states that they date back approximately 4.6 billion years; another suggests that they're just 100 million years old.



Scientists backing the younger theory contend that the rings should show more evidence of space debris from the Kuiper Belt, which would make them darker than they appear today.

Proponents of the older view note that the rings were probably created by a moon or some other icy object falling apart as it passed close by Saturn, an event which doesn't seem to have happened in recent times ("recent" in astronomical terms, at any rate).

Some of the trouble comes from not knowing precisely how massive the rings are—a lighter series of rings could have formed more recently than a heavier one.

The case may be solved by the Cassini space probe, which is scheduled to fly between Saturn and its rings in September 2017 on the last leg of its mission. Once inside the rings, researchers can measure the gravitational pull on Cassini from both directions, Saturn on one side and the rings on the other, then compare those figures with earlier data about gravitational pull from outside the rings. According to the website, Science News, researchers have a betting pool on the findings.

Lisa's Legends

Who do you know that has a project that is making an impact on the world, or has received a promotion or an award and deserves some recognition?

Congratulations to Ted Maney & his film debut regarding Economic Opportunities with Aquaculture & to his presentation at the Sea Rover's Convention in March, helping to promote awareness of our underwater world

One More Reason To Dislike Spiders...

Their hearing! Spiders can't "hear" exactly, but they can sense and respond to vibrations in the air over relatively long distances. Until recently, scientists believed they were only sensitive to sounds from a few inches away. However, the Sci-News website reports that researchers at Cornell University have found that jumping spiders (*Phidippus audax*) can pick up low-frequency sounds from up to 10 feet away.

The spiders apparently sense vibrations through the hairs on their forelegs, which produce a response in acoustically sensitive neurons. Physically probing a single hair produced the same type of response. The jumping spiders are most sensitive to frequencies produced by the wingbeats of wasps, one of their natural enemies. Scientists plan to examine the brains of fishing spiders and wolf spiders for similar abilities.

Brain Floss Puzzles

Brainteasers are good for honing your creative thinking. Try these to stretch your mind:

1. You are driving a bus with nine passengers. At the first stop, three people get off and five get on. At the second stop, seven people get off and four get on. At the third stop, six people get off and two get on. How old is the bus driver?
2. You have to choose to enter one of three rooms. Inside the first room is a team of ninjas hired to kill you. Inside the second is a tiger that hasn't eaten for three months. Inside the third is a raging inferno. Which room do you enter?
3. Imagine you're in a leaky rowboat that's sinking. Great white sharks are circling your boat. How do you get out of this predicament?

(See answers at the bottom of the page.)

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See page 7

Rock-Star Press Management

Rock star David Bowie knew how to charm reporters. According to the Digital Spy website, when a magazine ran a series on some of the journalists who'd interviewed him over the years, they discovered that he'd played the same trick on them over and over again:

Bowie would schedule a 45-minute interview. When his aide came in to show the reporter out, he'd say, "Look, I know we're on a schedule, but we're having such fun here, could we do an extra 15 minutes?" Every journalist felt flattered by the attention, which usually resulted in a positive review of whatever album Bowie was publicizing. Only years later did they discover that he'd scheduled them for a full hour all along.

A Meeting Of The Minds

The famous actor/director Charlie Chaplin once met world-renowned physicist Albert Einstein at a public event. According to Storypick, Einstein told the comedian: *"What I most admire about your art is your universality. You don't say a word, yet the world understands you."*

To which Chaplin replied, *"True. But your glory is even greater. The whole world admires you, even though they don't understand a word of what you say."*

Answers to Brain Floss:

1. Whatever your age is, since you are the bus driver.
2. Room 2. A tiger that hasn't eaten in three months is dead.
3. Stop imagining.

LISA'S LOCAL LEDGER

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- () Making The Move Easy On The Kids
- () How Sellers Price Their Homes
- () How To Stop Wasting Money On Rent
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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: _____

Look How Amazing Your Brain Is!

Here's an interesting experiment in brain function, sometimes used to test if a person has mental deterioration. Warning: if English is not your native tongue, you may naturally have problems with the exercise.

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Spring Into Action

To get in shape for spring and summer, you don't need to do everything at once. Put one or two changes into practice, such as controlling your portion sizes or cutting back on added fats and sugars in your food choices. When you feel comfortable with your progress, try something else.

Add physical activity to your day. Spring weather makes it easy to get outdoors and get your recommended amount of daily physical activity. These activities can count toward your day's total exercise:

- Go for a brisk walk during your lunch hour or after dinner.
- Take the stairs instead of the elevator or escalator whenever possible.
- Skip the drive-thru car wash and wash the car yourself.
- Stretch your green thumb by doing some gardening. Consider growing your own fruit, vegetables and herbs.
- Walk in place while watching TV.
- When possible, ride your bike to school or work — or use it to run errands.
- Plan an active family vacation or a weekend outing.

Like good eating habits, regular physical activity needs to be part of everyone's healthful lifestyle. Remember, your goal is to make changes gradually so you can stick with them and won't have to repeat this process next year.

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