

Lisa Flashenburg  
(781)975-0803  
2 Cabot Pl., Ste. 5  
Stoughton, MA 02072



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## Words Can Change You In An Instant

Sometimes people say things to you at just the right time, and they change your life forever. Perhaps it was a coincidence, perhaps it was part of a mysterious master plan. Perhaps everyone you meet in life, you meet for a reason. You learn something from that person, and sometimes the lesson is quite stark. Here's an example of what I mean:

I was 13 years old, trying to convince my 8-year-old brother to skateboard down a small hill. It was taking quite a while as my brother was really nervous about it.

We were at a big, public park, and nearby there was an old woman who looked about 75 years old. She was sitting on a bench watching us.

My brother was practically crying and I was embarrassed that he was being such a wimp.

He kept saying, "I might crash. I'm afraid!"

I was really putting the pressure on when the old woman got up and walked over to us. I thought she was going to tell me to lay off.

Instead, she raised her fist defiantly at my brother and said, "So be afraid! And then do it anyway!" He swallowed and took off. He did fine.

That was 35 years ago and I have never forgotten it. It was a revelation that it's not about being unafraid. It's about being afraid and doing it anyway.

Can you remember a moment like this, when your perspective changed all at once because of something someone said to you?

Warm Regards,

*Lisa*

Lisa Flashenburg, Your Real Estate Consultant For Life

P.S. If you've got a great story like this, please share it with me at [lisaf@LegalEdgeRE.com](mailto:lisaf@LegalEdgeRE.com) or call me at 781-975-0803.

Congratulations to all the new Graduates who are starting out on new adventures with new perspectives!



# Lisa's Local Ledger

News To Help You Save Time And Money

May 2017

## Reviving Frank Lloyd Wright

According to online magazine, *Dazeen*, an organization called the Frank Lloyd Wright Revival Initiative has big plans to resurrect the architect's demolished or unbuilt projects.

The first project scheduled will be the visitor's center for Banff National Park.

Originally commissioned in 1911, the Banff visitor center was finished in 1913, but due to frequent flooding in the area, it was demolished in the late 1930s. Now, the Frank Lloyd Wright Revival Initiative wants to bring back the unique design.

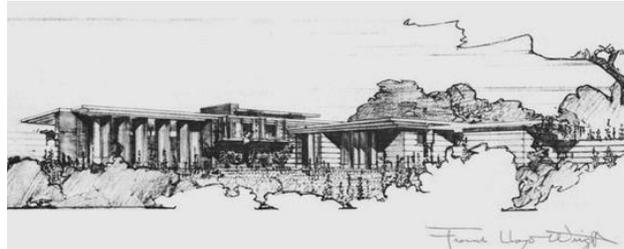


Image from Public Domain

Frank Lloyd Wright (born Frank Lincoln Wright, June 8, 1867 – April 9, 1959) was an American architect, interior designer, writer, and educator, who designed more than 1,000 structures; 532 of which were completed.

**In need of a Senior Move Specialist?  
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challenges of moving your parents.**

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What makes Wright's structures so unique and timeless is their harmony with humanity and the environment, a philosophy he called 'organic architecture'.

This philosophy was best exemplified by Fallingwater (1935), which has been called "the best all-time work of American architecture". Wright was a leader of the Prairie School movement of architecture.

Wright went so far as to coin his own term: 'Usonian'. Wright proposed the use of the adjective Usonian in place of American to describe his particular New World character of an American landscape—distinct and free of previous architectural conventions.

*Lisa*

## May Quiz Question

**Q:** *What goes up when rain comes down?*

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

Fridays

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## April Question

**Q:** *What is an Easter egg in a movie?*

**A:** *A media **Easter egg** is an intentional inside joke or hidden message inside of a media work.*

## Mother, May I?

The month of May was perhaps named after Maia, a Roman earth goddess, considered the mother of all things green and growing. The derivation, May, stems from *Miaus* (Latin), meaning "greater" or "growing larger."

According to Wikipedia, however, ancient etymologists (people who study the origin of old words) also connected the month of May to *maiores* (Latin), meaning "ancestors," which also derives from *Maius*, referring to those who are "greater" in terms of generational precedence.

The word may as in "May I?" comes from Old English *mæg*, which is related to Old High German *mag* (have power to), and perhaps to Greek *mēchos* (expedient).

May is also another name for the hawthorn flower, and May is a diminutive for the names Mary, Margaret, and Mabel.

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*A mother is one to whom you hurry when you are troubled. ~ Emily Dickinson*

## Why Can't I Have A Boss Like That?

Once there was a lab technician, named Sam. Sam had forgotten to open a critical valve on a piece of equipment he was using. The pressure built up in the system and caused it to malfunction. The resulting damage cost \$250,000 to repair.

The next week, Sam's boss called him in to talk about it. Sam had already cleared his workspace, figuring that he was about to get fired.

Sure enough, his boss started grilling him, asking why he didn't do a proper check of the equipment first, and reviewing his past performance.

Then the boss said, "Alright. Get back to work and don't let it happen again."

Sam was momentarily stunned. "Am I not getting fired?" he said. "I thought that's what you were going to tell me."

His boss said "No way! I just spent \$250,000 teaching you a lesson you'll never forget. Why would I fire you now?"

# Exposing The Mysteries Of An Ancient Codex



British and Dutch scientists have used high-tech imaging to uncover the secrets of an ancient Mexican manuscript, the *eScience News* website reports. The manuscript, known as the Codex Seiden, is a strip of deer hide five meters long that's been covered with gesso (a white plaster composed of

gypsum and chalk) and folded accordion style to make a document 20 pages long.

It dates back to approximately 1560, and was found in what's now known as the Oaxaca region of Mexico. Like other codices from that area and others, the Codex Seiden uses brightly-colored symbols to record history: wars, genealogy, and cultural information.

One intriguing discovery: The high-tech imaging found the image of an individual represented by a glyph of a twisted cord and a flint knife. The man or woman resembles a character found in other codices, and may be an important ancestor of two families connected to other archeological sites in Mexico.

## 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!

Jenelle Femino

Melissa Carr

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

## A Mother's Day Story

Many years ago, my mother who lived in Nigeria, became a widow. The life she had imagined for herself as a young girl quickly evaporated. She tried moving on, finding a life with her extended family, but she was always worried, always despondent.

When offered the opportunity, soon after I was born, she gave me up for adoption. An international adoption agency placed me with a family in Canada.

Some might think my mother was weak; others might call her selfish. Many call her an opportunist, looking for a way to have her children raised in comparative luxury.

I think none of these things. Instead, I'm grateful for the life I have and to have a mother who sacrificed our relationship to give me a chance at a better life. She is courageous. She is my mother, no matter who raised me. I carry her courage inside me as all children of mothers do.

*Healthy citizens are the greatest asset any country can have. —Winston S. Churchill*

# More People Closing Off The Kitchen

For years the concept of a grand room with an open kitchen has been all the rage. As a result, countless walls have been knocked down and it's rare to find newer houses without open kitchens.

But is the tide turning? Are we returning to days when the kitchen was an isolated room where smells were trapped and messes hidden?

Increasingly, home builders are hearing requests from customers for a closed-off kitchen, and remodeling companies are being asked to put the walls back.

Perhaps it's a matter of the grass being greener on the other side...if you've lived your life with a closed-off kitchen, maybe you want an open space. And if you've lived your life with an open floor plan, maybe the novelty of a closed-off kitchen is appealing.

This is a natural cultural shift. If you look at homes from the 1920's, bathrooms were seldom put inside a master bedroom, kitchens were almost always isolated, and garages weren't attached. By contrast, homes built in the last 20 years have attached garages, large master baths, and open kitchens.



But there's a shift taking place among builders, who take their cues from the market. People are starting to ask for smaller homes and cozier spaces, pushed in part by high property costs and in part by a desire for simplification.

Ultimately, the footprint of homes over the next several decades will depend on the cultural preferences of people who live in an area, since we tend to take our housing cues from others in our community.

## IOU What?

A woman went to a lawyer. "My neighbor owes me \$500, and he won't pay up. But I don't have the loan in writing. What should I do?"

The lawyer said "Easy! Write a letter asking for the \$5,000 he owes you."

"But he only owes me \$500," the woman said.

"And when he writes you back to tell you that, then you'll have your proof!"

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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.

# Adventure Jobs Over 50: Traveling Brand Ambassadors

Here's a story that might give you some new ideas about retirement! See the full article with other ideas by Gwen Moran on [nextavenue.org](http://nextavenue.org).

After Silvana and Allan Clark's youngest daughter went off to college, the couple got the itch to travel and try something new.

They were fans of the charity Soles4Souls, which provides footwear for poor people in the United States. Silvana approached the nonprofit with an idea:



If Soles4Souls would buy the Clarks an RV, they would drive around the country, giving away free shoes and promoting the organization.

The Clarks were effectively offering themselves as brand ambassadors. The charity signed on and gave them the titles "Sole Ambassadors." For 19 months, the Clarks lived out of a Soles4Souls-branded RV, never once returning home. After arriving in a town, they'd receive shipments of shoes and would sort, organize and distribute them out of the RV.

## 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 Tamara Cleary and Judy Podymaitis as they step into their new roles for the Grand Chapter of Eastern Star in MA & to Kim Bauer for her recent graduation.

Help support Judi Burten with her Bicycles Battling Cancer bike ride on June 11<sup>th</sup>.

*Ask me for details*

## Who's Smart Now?



A boy named Johnny hung out in front of the local grocery store in a small town. The manager noticed that the other boys who hung out in front of the store always teased him, calling him stupid and playing tricks on him. Johnny didn't seem to mind, and always looked a little surprised.

One of their tricks was to offer Johnny his choice between a shiny nickel, worth 5 cents, and a dusty old dime, worth 10 cents.

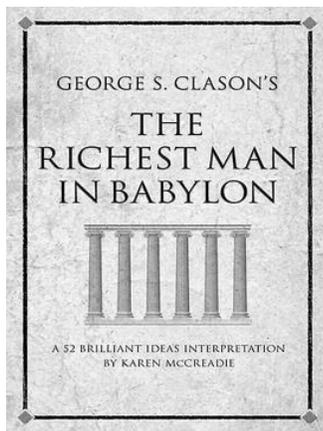
Johnny always took the nickel because it was bigger and shinier.

One day the store manager took Johnny off to one side. "Look son, those boys are making fun of you. They think you don't know the dime is worth more than the nickel. Don't you know that?"

"Yeah," Johnny said, "but if I took the dime, they'd quit doing it!"

# A Great Gift For College-Bound Kids

*The Richest Man in Babylon* is a book by George Samuel Clason which dispenses financial advice through a collection of parables set in ancient Babylon.



Through their experiences in business and managing household finance, the characters in the parables learn simple lessons in financial wisdom.

Originally a series of separate informational pamphlets distributed by banks and insurance companies, the pamphlets were

bound together and published in book form in 1926.

At only 44,640 words (approximately 145 conventional pages), it's a quick read, filled with simple, time-tested advice, such as save a portion of all you earn. Give this gift early, so your teen has time to read before heading out into the world on their own.

## **Free Reports!**

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## **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**

## Outside-The-Box Thinking

These days, most people have heard some form of the idea that “what we see can affect how we think.” But over a century ago, this was a new discovery. According to an article on the Observer website, in the early 1900’s gestalt psychologist Karl Duncker created an experiment known as the “Candle Problem.”

Duncker led some test subjects to a table pressed up against a wall. The table held three items: a candle, a book of matches, and a box of tacks. He asked the subjects to find a way to attach the candle to the wall so that its wax wouldn’t drip on the table. None of them could do it, until Duncker made a slight change.

In the second experiment, he used all the same materials, except this time he removed the tacks from their box and placed them on the table next to the candle. Most of the test subjects quickly figured out that they could pin the empty tack box to the wall using the tacks, so the wax would drip only inside the box.

The point? This sort of “functional fixedness” can be seen in many patterns of behavior, from taking the same route to work every day to holding on to ideas that have outlived their purpose.

# 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, 2 Cabot Pl., Ste. 5, Stoughton, MA 02072*

*or just call me at 781-975-0803!*

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

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

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

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

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
- 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

### 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: \_\_\_\_\_

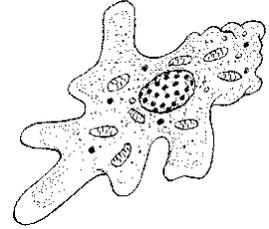
Address: \_\_\_\_\_

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

# Salad Salmonella Warning

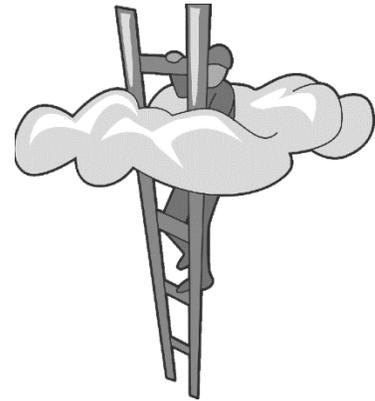
Salads are good for you, and pre-made, bagged salads are convenient, but be careful—even slight damage to greens in those bags can release juices that aid in the spread of salmonella.

Most salad greens are exposed to salmonella bacteria as they grow in fields, from sources such as insects, bird droppings, and manure. Although the leaves are presumably cleaned before being packaged, the juices produced by breakage also increase the bacteria's ability to form biofilms, which helps the bacteria cling tightly to surfaces and makes washing them off more difficult.



## Mistakes To Avoid While Climbing The Ladder To Success

Successful people know what they have to do to reach the top. Just as important, they know what not to do if they want to succeed. From the *Success* magazine website comes this list of activities to avoid on your way up:



- **Going back to failed strategies.** You'll fail from time to time. Just be sure to recognize what you do wrong so you don't keep repeating it.
- **Pretending to be someone else.** If you're not being true to your personality, people will see it. Strive to make decisions that authentically reflect your values.
- **Trying to change other people.** You won't be able to turn co-workers, employees, managers, customers, and even friends into the people you want them to be. Seek out people whose interests and ambitions match your own.
- **Short-term thinking.** Don't obsess about today's problems, nor trade long-term benefits for immediate gain. Focus on the big picture—your long-term goals.
- **Trusting the wrong people.** Learn whom you can depend on for honesty, assistance, and support. Remember that no one is perfect, and build relationships you can count on.

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