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What Are We Missing?

Here's a true story someone sent me that I'd like to share with you: A man sat at a metro station in Washington DC and started to play the violin; it was a cold January morning. He played six Bach pieces for about 45 minutes. During that time, it was calculated that 1,100 people went through the station.

Three minutes went by, and a middle aged man noticed the musician playing. He slowed his pace, and stopped for a few seconds, and then hurried to meet his schedule. A minute later, the violinist received his first dollar tip: a woman threw the money in the box without stopping. A few minutes later, someone leaned against the wall to listen, but then looked at his watch and walked away.

A 3 year old boy wanted to listen, but his mother dragged him away while the child kept turning his head to look back. This action was repeated by several other children. All the parents, without exception, forced the children to move on.

In the 45 minutes the musician played, only 6 people stopped and stayed for a while. He collected \$32. When he finished playing and silence took over, no one noticed.

No one knew that the violinist was Joshua Bell, one of the most talented musicians in the world. He had just played one of the most intricate pieces ever written, on a violin worth \$3.5 million dollars. Two days before he had sold out at a theater in Boston.

Joshua Bell playing incognito in the metro station was organized by the Washington Post as part of a social experiment about perception, taste, and priorities. The outlines were: In a commonplace environment at an inappropriate hour, do we perceive beauty? Do we stop to appreciate it? Do we recognize talent in an unexpected context?

One possible conclusion: If we can't hear one of the best musicians in the world playing the best music ever written when it's in the wrong context, what other amazing things are we missing because we refuse to acknowledge their greatness out of context?

Sincerely,

Lisa

Lisa Flashenburg
Your Real Estate Consultant For Life

P.S. Please feel comfortable sharing this story and email your thoughts to lflashenburg@legaledgere.com or call me at 781-975-0803



A big thank you to all my friends that have participated in a number of amazing fund raiser walks and bike rides for Cancer Awareness and MS

Lisa's Local Ledger

News To Help You Save Time And Money

June 2012

Stranded Car Dilemma

Imagine you are driving alone in two-seater car on a deserted road in blizzard conditions, when you see another car which has recently run off the road and into a tree. There are three people in the stranded car, none of whom is injured:

- An old friend, who once saved your life
- Your greatest lost love and childhood sweetheart
- An elderly lady

No-one has a phone. The likelihood of any more passing traffic is effectively zero. The conditions are too dangerous for people to walk anywhere. It is not possible to tow the crashed car. The nearest town is an hour's drive away. It is very cold and you can see that the three people are shivering uncontrollably.

The question is: Given that your car is just a two-seater, in what order should the stranded people be taken to the nearest town? Answer: There is no right or wrong answer, but the most creatively balanced solution is:

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Ask your old friend to drive the old lady to the town and get help, while you and your lost love keep each other warm and wait for help to arrive.

Most people get stuck on this dilemma because they refuse to give up the driver's seat. The moral is that when you're stuck on a problem in life, try moving all the pieces around to come up with new combinations. Get someone outside of you to help you see the possibilities from a different perspective.

Lisa

June Quiz Question

Q: *It is greater than God and more evil than the devil. The poor have it, the rich need it and if you eat it you'll die. What is it?*

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

Legal Sea Foods.

May Quiz Q&A

Q: *I went to the woods and got it. I brought it home because I couldn't get it. What is it?*

A: *A splinter.*

Congratulations to:

Heidi Schwarz of Net Exposure

Dad's Most Important Work

The effort put into fatherhood is a man's most important work. Our need to do something important and enduring is built into us by nature.

Taking a long view of the eons of human existence, it becomes apparent that raising our children is as essential to human survival as is eating or breathing.

The quality of our work will directly affect the quality of that existence, just as our forefathers' love and work gave us the qualities we needed to get us this far.

~ from Fathermag.com

I like to travel; I hate having my life disrupted by routine. ~Caskie Stinnett

June Brings Joy to the World

June 17 is Father's Day! It's a celebration honoring fathers and celebrating fatherhood, paternal bonds, and the influence of fathers in society. In some societies, Father's Day is a celebration for men to get together and hike or have a physical adventure to celebrate their manhood.

June 5, 2012 is World Environment Day, an annual event sponsored by the U.N. aimed at being the biggest and most widely celebrated global day for positive environmental action. World Environment Day activities take place all year round but climax on 5 June every year. This year's host country is Brazil and this year's topic is "Does it include you?"



See An Interesting Home?

No need to wonder about the price or call a high-pressure sales agent who will make you feel obligated. I can send you the information quickly and easily for any house, listed or sold, anywhere in town.

Just ask me! It's all part of my free, no-obligation HomeFinder Service.

Leave the address on my voicemail, anytime, 24 hours a day, and I'll fax, mail or email all the information on that listing within 24 hours.

June 21 is the first day of summer—are you ready to celebrate? Summer begins on the solstice, the day when the Earth's axis tilts our northern hemisphere most prominently toward the sun. (In the southern hemisphere, the summer solstice occurred on Dec. 22, 2011.) On this day, the sun will reach its highest point in the sky, and afterward the daylight hours will grow shorter.

Concentrate all your thoughts upon the work at hand. The sun's rays do not burn until brought to a focus. ~ Alexander Graham Bell

June 'Staycation' Ideas

Many people are cutting back on big vacations this summer. Here are several ideas for inexpensive stay-at-home vacations.

1. Make a list of all the local destinations that out-of-towners would visit if they came to the area. Pick one and pretend you're an out-of-towner.
2. Rent a hotel room for a night and live it up— play in the hotel pool, order room service, etc.
3. Consider a 3-day fishing, hiking, camping, horseback, surfing excursion.
4. Likewise, consider creating a 3-day themed vacation where you study a particular person, topic, or art form that's represented locally.
5. Have a camp-out in your own backyard.
6. Volunteer to do community work by improving a park or helping at the food bank.
7. Plan to go to a local event, like a rock concert, film festival, or car show, instead of fighting traffic, plan on getting a hotel room in the vicinity.

We've Moved!

We've been rapidly growing and have moved into more spacious offices, located just down the street from our old office. Stop by for a visit ...

**905 Turnpike St. in
Canton.**

Free Reports!

- ☑ Making The Move Easy On The Kids.

Free Information!

- ☑ How To Stop Wasting Money On Rent

Free Newsletter Subscription!

See page 7.

The Green Economy— Explained

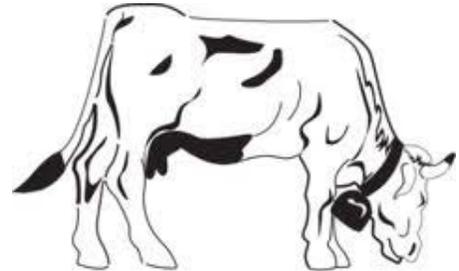
Here's a quick story to observe World Environment Day and illustrate the difficult balance in managing natural resources.

In 1968 Garrett Hardin wrote this article to describe a common grass land in which several farmers allow their cattle to graze. In order to increase individual wealth, it is in the interest of each farmer to enlarge their herd and continue to graze on the same piece of land. But after the threshold of a

certain number of cattle is exceeded, the quality of the land begins to decrease with every added cow.

Since no one is individually responsible for the land, and no fee is charged for grazing, each farmer maximizes profits by increasing the size of his herd. The quality of the land continues to degrade and soon there is not enough grass to feed the cows. The farmers who increase their cattle benefit at first but, in the end, everybody loses.

A green economy puts in place checks and balances so that no one person gains at the expense of others due to hogging of a natural resource, including the quality of the air we breathe.



There is a sufficiency in the world for man's need, but not for man's greed.

~Mohandas K. Gandhi

It's All In How You Look At Things

Many years ago two salesmen were sent by a British shoe manufacturer to Africa to investigate and report back on market potential.

The first salesman reported, "*There is no potential here - nobody wears shoes.*"

The second man reported, "*There is massive potential here - nobody wears shoes.*"

Final Exam Survival Guide

June is final exam time for many students. Here are some tips for being mentally prepared:

1. Avoid distracting people. During exam week, avoid complainers, people who are stressed, negative people, and people who like to study differently than you.

2. Eat healthy and exercise. It's been proven that eating less food will make you mentally sharper. When you do eat, choose raw foods and avoid sugar. If you're feeling dull, do some jumping jacks.

3. Force yourself to take breaks. For every hour that you work, take a 10 or 15 minute break. Let yourself do whatever you want (check Facebook, check out the people sitting nearby, stare off into space, call a friend, etc.).

4. Visualize it all going right. Imagine yourself feeling confident that you know all the information. Picture getting all of the answers right, and focus on how relaxed you feel. When you imagine a happy ending, that's often what happens.

5. Before the test, take a break. If you've studied hard, treat yourself to a nice (healthy) breakfast or lunch before the test. Don't think about the test for a while. Simply bask in the certainty that you have done the best preparation you can and there's nothing more to do but ace the test. Relax.

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

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

Thanks to Ted Maney for sending 2 business recommendations for the North Shore

When reviewing your notes before an exam, the most important will be illegible. ~ Murphy's Law

Cell Phone-Only Households

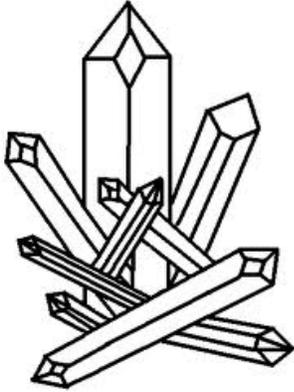
Who needs a land line when you've got a cell phone? Fewer and fewer of us, as it turns out. According to the National Center for Health Statistics, 26.6 percent of households are now cell phone only—almost double the rate in 2007 (13.6 percent).



Crystals—More Old Than New Age

Ancient sailors used the sun and the stars to navigate vast distances, but what did they do on cloudy days when the position of the sun was obscured?

Viking legends speak of sunstones: mysterious crystals that helped navigators determine the position of the sun regardless of sky cover. Scientists have already determined that ants and honeybees can detect polarized sunlight through the clouds to guide their movements. They now theorize that certain kinds of crystals may block out sunlight except for specific rays that are polarized in certain directions.



Preliminary findings indicate that sunlight near the horizon is polarized and can be detected on cloudy days. The sunstone theory is being tested by students using crystals to see whether they can find the sun's location on overcast days. If they succeed, an ancient mystery may be solved.

Walking Wise

In a study funded by the National Institute on Aging, 120 people ages 55 to 80 were divided into two groups, with half instructed to walk for 40 minutes a day three times a week. The other half did exercises to stretch and tone their muscles.

After six months, and then one year, the scientists measured the size of participants' hippocampus, a section of the brain that tends to shrink with age.

In the walking group, the volume of the hippocampus had increased by 2 percent at the end of the year, while in the other group the hippocampus had decreased by 1.5 percent.

So whatever your age, remember that taking a brisk walk can keep you healthy throughout your life in many different ways.

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!

Angela & William Black
referred by Adam Mazonson
Deb & Mark Pasculano

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

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, 1017 Turnpike St., Ste. 22B., Canton, MA 02021 or just call me at 781-975-0803

www.LegalEdgeRE.com email: Lflashenburg@LegalEdgeRe.com

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: _____

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A Weird Vacation Idea

While June might be late for planning a summer vacation, there are always those long weekends when it's possible to take a three - or four day vacation, if only there was somewhere to go.

One family I read about had just that dilemma. They conjured up ideas for days. No one could agree—some didn't want a water park, the kids didn't want to go camping—they decided to look for something "weird." I realize that weird is highly subjective, but as a family, it's important to get on the same wavelength. They got on the internet and researched the oldest communities in Canada on the theory that they'd find some offbeat road trip types of attractions.



They took to the Trans-Canada Highway and found a giant bronze spider and the big nickel not to mention the Orange Julep building and so much more.

This year I highly recommend taking a "weird" vacation, just for something truly different and culturally interesting, especially if you have kids.