

Lisa Flashenburg  
(781)975-0803  
1017 Turnpike St., Ste.22B  
Canton, MA 02021



January, 2013

## How Did I Get Here?

Instead of setting goals and making resolutions this year, here's a slightly different idea that might have greater impact on the results you get.

Instead of planning simple goals and resolutions, what if you imagine forward to the time when you are already at your goal, then you ask yourself how you got there?

Instead of saying "I'm going to lose 20 pounds," or "I'm going to start going on more dates with my spouse," or "I'm going to start putting 10% of everything I make in savings," imagine you are already there. Then ask, "How did I get so thin?" "How did my spouse and I get so close and loving this year?" and "How did I get so prosperous?"

This twist is similar to what Noah St. John calls "afformations" in which he talks about turning affirmations on their head. When using this idea in goal setting, instead of affirming what we want in the future, we use the power of our inquisitive mind to picture the result and then ask how we got there. Our minds naturally want to find an answer, and in that answer might lie a more certain path to our goal.

By imagining goals in these terms, too, we're picturing more than just the goal. We're picturing the result of the goal.

So go ahead and reframe your New Year's resolutions. Imagine you've already succeeded, and ask "How did I...?"

Sincerely,

*Lisa*

Lisa Flashenburg  
Your Real Estate Consultant For Life

P.S. Have a prosperous and healthy New Year and let me know what's new for you by getting in touch with me at [lflashenburg@LegalEdgeRE.com](mailto:lflashenburg@LegalEdgeRE.com) or 781-975-0803



Predicting a rosie future for 2013.

# Lisa's Local Ledger

News To Help You Save Time And Money

January 2013

## A little learning

Lumbering is a dangerous occupation, and one instructor became famous for training novices to bring down the tallest pines with the fewest injuries.

One day a group of instructors arrived to learn his methods. He was willing to demonstrate and had everyone follow him to where the tall trees were being cut. The instructor sent some novices high into the pines to trim branches before felling the trees. However, as soon as they all were high in the treetops, he surprised the observers by going to sleep while the “class” worked above him.

It was only when the rookies had worked their way down about 20 feet above ground that he awoke. He began to watch them very carefully and warn them to watch their footing, test their weight before venturing onto a branch, and so on. One of the observers asked him why he'd waited so long to stress safety.



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Mortgage Rates  
Continue to be Fabulous!

The instructor said, “When the novices are high up, their fear makes them learn to watch every step. But when they’ve learned a little, accomplished a little, and descended to what they think is a safe height, they tend to get careless—and that’s when they need extra warnings about caution.” He taught the observers what experienced leaders also know—remember to anticipate the dangers of expertise and overconfidence as much as ignorance and fear.

—Adapted from Leadership...with a human touch, [www.leadership-mag.com](http://www.leadership-mag.com)

*Lisa*

# The Invention Of January

Happy January, the traditional first month of the year! But how did January get to be the first month of the year? Consider that until the 1700s, calendars were not always as we see them today.

January 1 became the first day of the new year when Julius Caesar (100 B.C.E.-44 B.C.E.) reorganized the Roman calendar and made it solar rather than lunar in the year 45 B.C.E. and moved the beginning of the year to January 1.

When the Gregorian calendar, which most of the world uses today, was introduced in 1582, January 1 continued to be recognized as the first day of the year in most places. However, in England and the American colonies, March 25, intended to represent the spring equinox, was the beginning of their year. Under this system, March 24, 1700, was followed by March 25, 1701. In 1752, the British government changed the beginning date of the year to January 1.

January is named for Janus, considered the Roman god of the doorway or the gatekeeper, appropriate as January is the doorway of the year.

## January Quiz Question

**Q:** *Where are the lakes that are referred to in the "Los Angeles Lakers?"*

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

PF Chang's.

## October Quiz Question

**Q:** *What can you keep when you give it to someone?*

**A:** *Your word.*

Congratulations to:

Susan Sandler.

*"Ring out the old, ring in the new, Ring, happy bells, across the snow;  
The year is going, let him go; Ring out the false, ring in the true."*

*~Lord Tennyson Alfred*

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See page 7**

## Jammin' January Observances

Aside from New Year's Day, here are more interesting and notable January remembrances and celebrations:

- 1913 Patent #1,049,667 was granted to William Burton for the manufacture of gasoline.
- 1930 Mickey Mouse cartoon first appeared in newspapers throughout the U.S.

- 1880 Patent #223,898 was granted to Thomas A. Edison, for "an electric lamp for giving light by incandescence".

## Weird Words

English is an amazing language, filled with unusual and obscure words. Here are a few to drop into the conversation when you want to show off.

**Erinaceous (adj.)** Of, pertaining to, or resembling a hedgehog. "He told me I looked stunningly erinaceous, but I'm not sure it was a compliment."

**Kakorrhaphiophobia (n.)** Abnormal fear of failure. "Bernard loved pie, but his kakorrhaphiophobia prevented him from entering the pie-eating contest."

**Macrosmatic (adj.)** Having a good sense of smell. "Vernon's macrosomatic powers enabled him to trail the suspect by following the scent of anchovies on her breath from a pizza she'd eaten yesterday."

**Xertz (v.)** To gulp a beverage enthusiastically, heartily and quickly. "Thirsty, Max proceeded to xertz his beer and then belched the first eight bars of 'Old McDonald Had a Farm.' "

**Zoanthropy (n.)** A mental disorder in which one believes oneself to be an animal. "Bruce had to sleep upside down because in his extreme zoanthropy he believed he was a bat, an affliction which eventually led to his becoming a caped vigilante."

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*When you are courting a nice girl an hour seems like a second.  
When you sit on a red-hot cinder a second seems like an hour.  
That's relativity. ~ Albert Einstein*

## Cheapest Tablet On The Market

The cheapest new tablet computer (for now) comes from India. The Aakash ("Sky" in Hindi) is a joint project between IIT Rajasthan, one of India's elite Institutes of Technology, and manufacturer DataWind. Cost: approximately \$49.

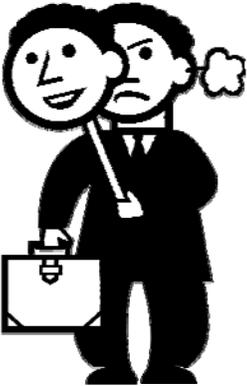


The mobile Internet device uses Android technology and is only 7 inches long. It's assembled in India, though its components come from South Korea, China, and the United States (as well as India). Right now, only about 100,000 Aakashes are in the manufacturing pipeline, and those will be sent to colleges for use by disadvantaged students free of charge. You can't actually buy it. At least not yet.

# Lead With Positive Attitude

The success of any team (not to mention your own family!) depends on the positive attitudes of the members and the leader. Demonstrate—and reinforce—these important personal guidelines:

- **Ego control.** Remember, you're committed to the goals of the team, not your own ambitions. Can you and the rest of your team put the group's priorities first?
- **Admitting mistakes.** Be willing to honestly concede errors so the team can move on.
- **Constructive disagreement.** Hiding your expertise just to avoid conflict won't help the team achieve their goals. Everyone has to be willing to stand up for his or her ideas and to listen respectfully to other points of view.



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## \*Lisa's Legends\*

Send me an interesting story you've seen, a short blurb about your or your business or something interesting that has happened to you recently and you'll be featured in this column!

Congratulations to **Rich Snider** on the sale of his company **Marketing Messages**. And to 25 successful years as a member of the Bay State Executive Association networking group. Ask me what this group do for your business!

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*He who laughs, lasts. ~Mary Pettibone Poole*

## Sometimes A Hug Trumps A Fight

The next time your small child throws a temper tantrum, try giving him or her a hug instead of a lecture.

You might be surprised at how effective a hug can be in quieting a child in the midst of a meltdown.

Hugs can defuse a child's hurt or anger, making it easier for him or her to listen to what you have to say. Once calm, your child can take part in a larger discussion about the problem and his or her behavior. Children do better when they feel secure and loved, no matter what.



# Good Medicine

I don't know what it is, doc," the young man said. "I just don't feel good."

The doctor examined him and ran some tests. Then she talked to her nurse and came into the examination room with three bottles of different-colored pills.

"OK," the doctor said. "I want you to take one blue pill with a large glass of water every two hours. I want you to take a green pill with a large glass of water every three hours. And then take one of the yellow pills, with a large glass of water, every four hours."

"Geez, that's a lot of pills," the patient said. "What's the matter with me?"

"You're not drinking enough water."

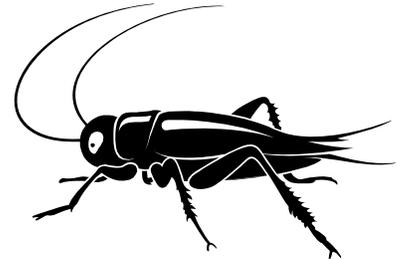
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*Successful and unsuccessful people do not vary greatly in their abilities. They vary in their desires to reach their potential. ~John Maxwell*

## 'Chivalry' In Insects?

They may not hold doors open, or spread cloaks on mud puddles, but male insects are a little more gentlemanly than one might think, according to research conducted by scientists at the University of Exeter.

The team studied wild field crickets in Spain over two full breeding cycles, from "first date" to parenthood. They observed that male crickets made no effort to isolate their mates to prevent them from breeding with competitors, as had been believed. They also showed a willingness to risk their lives to protect their mates from predators—for example, waiting for the female to escape into a burrow before running from hungry birds.



The researchers noted that males were killed by predators much more often than females were, and that females usually survived such attacks.

"Rather than being bullied by their mates," one scientist said, "it seems that females are in fact being protected. We could even describe males as 'chivalrous.'"

# Effects of Peaceful Video Games

Playing action-packed video games may make people more violent, but do calm, peaceful games bring on a mood of relaxed serenity?

Maybe so, according to experiments conducted by researchers at Ohio State University.

First, they had to find a relaxing video game. They settled on Endless Ocean, which simulates scuba diving and gentle underwater exploration. Then they took a group of 150 college students and randomly assigned them to play either a violent game like Resident Evil 4, a “neutral” game like Mario Galaxy, or Endless Ocean.

After the games, the students were asked to participate in a test of reaction times against another player (who didn’t actually exist). The stakes: Winners would receive a small amount of money for pressing a button faster than their competitor; losers got blasted with a loud noise through headphones. The amount of money and noise were up to the students.

Those who’d played the violent game tended to be more aggressive in the test, inflicting louder and longer blasts on their nonexistent opponents. Players of the peaceful game granted their adversaries more money for beating them than their violent gamer counterparts.

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!

Keith Sheppard of Lynn

John Conlan of Randolph

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

## Caffeine Withdrawal

Planning on giving up coffee for the health benefits?



If you’re pregnant, prone to anxiety attacks, or worried about being addicted to caffeine, giving it up may be a good idea. Just watch for the symptoms of withdrawal. They can include headache, fatigue, drowsiness, and difficulty concentrating.

The symptoms can arise quickly. Medical experts say they generally begin 12–24 hours after your last cup of coffee (or whatever form you regularly take your caffeine in), and can last up to two weeks. So be prepared (and warn those around you as well).

# LISA'S LOCAL LEDGER

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Lisa Flashenburg, 905 Turnpike St., Ste. A-1., Canton, MA 02021 or just call me at 781-975-0803

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Lisa Flashenburg  
905 Turnpike St., Ste. A-1  
Canton, MA 02021  
[www.LegalEdgeRE.com](http://www.LegalEdgeRE.com)

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### 'Green' Ideas To Save Money And The Earth

Reducing your carbon footprint doesn't just save the environment—it can actually help you save money at the same time. Here are a few tips for conserving your hard-earned cash while helping out Mother Earth:

**Fix your leaky faucet.** That irritating drip-drip-drip doesn't just drive you crazy, it can add up to a lot of money over the course of a year. Keep faucets in good condition, and look for ways to cut down on water use in general: Shut off the tap while doing the dishes, and collect rainwater in barrels for uses other than drinking (like washing your car).

**Shop secondhand outlets.** You can often find practical and even stylish clothes in secondhand shops. You'll save money and also help reduce the amount of wastewater produced by the textile industry.

**Heat and cool your home more efficiently.** Make sure hot and cold air isn't seeping out through ducts and doors that don't close firmly. Check your light switches for drafts around the edges, and seal them up. Install ceiling fans to circulate warm air downward during the winter months and keep air conditioning costs more reasonable in the summer.

**Go vegan.** Cutting down on the amount of meat you buy saves money at the grocery store, and it reduces carbon emissions associated with raising livestock. If possible, plant a vegetable in your backyard for a dependable supply of fresh, inexpensive, and pesticide-free produce.