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March, 2013

Not Insignificant At All

Here's a wonderful excerpt from the book *Extremely Loud & Incredibly Close*. A boy and his father are talking at bedtime after reading. The excerpt is from the boy's perspective.

When Dad was tucking me in that night and we were talking about the book [we had just read], I asked if he could think of a solution to "The problem of how relatively insignificant we are."

He said, "Well, what would happen if a plane dropped you in the middle of the Sahara Desert and you picked up a single grain of sand with tweezers and moved it one millimetre?" I said, "I'd probably die of dehydration." He said, "I just mean right then, when you moved that single grain of sand. What would that mean?"

I said, "I dunno, what?" He said. "Think about it." I thought about it. "I guess I would have moved a grain of sand." "Which would mean?" "Which would mean I moved a grain of sand?" "Which would mean you changed the Sahara."

"So?" "So? So the Sahara is a vast desert. And it has existed for millions of years. And you changed it!" "That's true!" I said, sitting up. "I changed the Sahara!"

"Which means?" he said. "What? Tell me." "Well, I'm not talking about painting the Mona Lisa or curing cancer. I'm just talking about moving that one grain of sand one millimeter."

"Yeah? If you hadn't done it, human history would have been one way ..." "Uh-huh?" "But, you did do it, so ...?" I stood on the bed, pointed my fingers at the fake stars, and screamed: "I changed the universe!" "You did."

We're as powerful as we want to be!

Sincerely,

Lisa

Lisa Flashenburg
Your Real Estate Consultant For Life

P.S. Get in touch and let me know what's on your mind lately. Email me at lflashenburg@LegalEdgeRE or call me at 781-975-0803



It's Shamrock season- which means spring is coming round the bend!

Lisa's Local Ledger

News To Help You Save Time And Money

March 2013

Servant Leadership

A legend tells of a French monastery known throughout Europe for extraordinary harmony due to the leadership of a man called Brother Leo.

Several monks from another monastery began a 5-day pilgrimage to visit Brother Leo to learn his leadership secrets so they could bring peace and harmony to their own monastery, which was a place of some bickering.

As they began their journey, almost immediately, they began to bicker about who should do various chores each time they made camp or packed and unpacked.

On the third day they met another monk who was also going to the monastery, and he joined them. When it came to chores, this monk never complained or shirked a duty, and whenever the others would fight over a chore, he would gracefully volunteer and do it himself. By the last day, the others were following his example, working together smoothly.

When they reached the monastery and asked the gate keeper if they could see Brother

Leo, the man laughed and pointed at the extra monk. "But Brother Leo is right there among you!"

**It's a Seller's Market
Home Prices are Climbing,
Inventory is low**

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Do you know anyone moving into Senior housing looking to sell their home? Call me!

Today, many people seek leadership positions, not so much for what they can do for others but for what they can do for themselves: for status, connections, perks, advantages. They do service as an investment, a way to build an impressive resume or earn favors.

The parable about Brother Leo teaches a service model of leadership, where leaders are preoccupied with serving rather than being followed, with giving rather than getting, with doing rather than demanding.

I don't know if that's practical in today's corporate or political world, but it's worth thinking about.

Lisa

March Mentions

- Officially, Spring begins Wednesday, March 20 and ends on Thursday, June 20.
- The saying “In like a Lion, Out Like a Lamb” refers to a prediction about the weather. If it’s stormy and raining in early March, it will be mild and pleasant in late March and April. This was probably more true of Wales, where the phrase is thought to have come from.
- Until well into the 1700’s in some places (including the American colonies), March was the first month of the year, and New Year’s Day was March 25th.
- The word March is thought to stem from Mars, the God of War. Soldiers considered the new year of *marts* to be a time for preparation for war.
- March is the signal in many parts of the Northern Hemisphere for grass to spring forth. Be ready to mow your lawn more frequently to maintain grass health, but don’t fertilize unless you want to mow twice a week! Save fertilization for the fall when the roots need extra nourishment for winter.

March Quiz Question

Q: How much dirt is in a 3’x5’x2’ hole?

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 Long Horn Steak House

January Quiz Question

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

A: In Minnesota. The team was originally known as the Minneapolis Lakers and kept the name when they moved west
Congratulations to Ted Maney!

“Writing about music is like dancing about architecture,” ~Laurie Anderson

Dance Your PhD

In the “Dance Your Ph.D. Contest,” a yearly competition sponsored by the American Association for the Advancement of Science, scientists illustrate their doctoral research using a variety of interpretive dance styles, including break dancing and hula hooping.

The dances are judged by a panel of senior scientists, educators, and professional dancers, and scored for both scientific and artistic creativity in four categories: physics, chemistry, biology, and social sciences.

One entry in the 2012 event called for a chemist to dance “Odd-Z Transactinide Compound Nucleus Reactions Including the Discovery of 260Bh.” (That was the hula-hoop activity—but you guessed that already, right?)



5x5 Exercise

Too tired to work out? Too busy? Too...whatever? Here's a way to slip exercise into your day without heading to the gym or breaking for a long period.

5x5 exercise means to exercise vigorously five times per day for five minutes each time.

When you get up in the morning, do morning calisthenics. Take five to do jumping jacks, run in place, do burpees, or put on the music and dance. Five minutes goes by quickly.



On morning and afternoon breaks at work, instead of lounging in the smoking area, take a brisk five minute power walk, run up and down the stairs, or do stomach crunches in the lounge.

Before going to lunch, do more of the same for five minutes.

And when you get home in the evening, before you eat or sit down to watch TV, slip in some hula hooping, dancing, a brisk walk, burpees, etc.

Before you know it, you've slipped 25 minutes of exercise into your day. Mix up your exercise types to include both aerobic and strength exercises. Aerobic exercises are those that keep you moving—running, walking, swimming, dancing. Strength exercises involve resistance—push ups, weights, sit-ups, yoga.

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*“Learning is the beginning of wealth. Learning is the beginning of health.
Learning is the beginning of spirituality.” ~Jim Rohn*

Passion for Learning

Socrates was once approached by a man who asked the great teacher to help him to learn. The master took the would-be student into the water and suddenly pushed him under and held him there.

Surging to the surface, out of breath, the young man gasped, “Why did you do that?”

Socrates answered, “When you want to learn as badly as you wanted to breathe, you will.”



Think Before You Compliment

As a professional photographer, Julie took a lot of pride in her work. One evening she was at a dinner party with a master chef. The chef asked to view some of Julie's images, and afterwards complimented her. "These are really good," he told her. "You must have a great camera to get shots this nice."

After dinner, Julie complimented the host on his wonderful food. "That dinner was excellent," she said. "You must have some high quality pots and pans to get food this good."



"People rarely succeed unless they have fun in what they are doing." ~Dale Carnegie

When You Have Too Much Money

If you're tired of scrimping and saving, here are some ideas for spending your kids' inheritance on yourself before you go:

- **Food.** The priciest hamburger in the world is probably the FleurBurger. It's made with foie gras and a special truffle sauce, served with black truffles on the side (and a bottle of Chateau Petrus 1990) at the Fleur de Lys in Mandalay Bay, in Las Vegas, for \$5,000.
- **Drink.** A bottle of Bowmore whiskey, a 54-year-old Scottish single malt, went up for auction in Edinburgh in late 2012. The bottle was expected to sell for as much as \$240,000 as a collector's item.
- **Accommodations.** The Royal Penthouse Suite at the Hotel President Wilson in Geneva, Switzerland, offers guests a private fitness center, a library, a billiards room, and breathtaking views of the mountains for \$65,000 per night.
- **TV.** Watch your favorite shows on the PrestigeHD Supreme Rose TV, made from 61 pounds of 18-karat rose gold inset with 72 1-carat diamonds. Price: \$2.25 million.
- **Jeans.** Neiman Marcus Stores offers Couture Swarovski Crystal Jeans for \$10,000 a pair.

**Have fun on St. Pat's day &
help a great cause: Eastern
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St. Patrick's Day
Fundraiser**

**Wakefield Masonic Bldg
370 Salem St.
Wakefield**

**March 17 - Corned Beef and
Cabbage Dinner and Gift
Party, Reservations by
March 13th with Carolyn J.
Greene,
cjggrene@comcast.net. \$12
per adult, \$6.00 per child.
4:00 P.M. to 7:00 P.M. Gift
Party.**

Murphy's Laws

Everyone has heard of Murphy's first law: "If anything can go wrong, invariably it will." But hardly anybody knows who Murphy was.

The search for Murphy's notebooks over the years has led to a garage in Toledo, Ohio; an inventor's junk loft in Aliquippa, Pennsylvania; and the home of a retired female blackmailer in Sarasota, Florida. It was learned that Murphy had no first name, that he never could hold a job, and that his writings were returned by the post office for insufficient postage.

Everything Murphy wrote was an explanation for why things go wrong. Here are a few more Murphy classics:

- Nothing is ever as simple as it first seems.
- Every activity takes more time than you have.
- Everything you decide to do costs more than first estimated.
- Whatever you set out to do, something else must be done first.
- If you improve or tinker with something long enough, eventually it will break.
- By making something absolutely clear, somebody will be confused.
- You can fool some of the people all of the time and all of the people some of the time, and that's sufficient.

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!

Chris Goodson of Chelsea

Michelle Francis of Revere

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

Where Did Water Come From?

Water. You turn on the faucet, and out it comes. But where did water on Earth originally come from? Some scientists believe that oceans may have been formed (about 8 million years after the formation of planet Earth itself) by water dumped from passing comets, and the recent discovery of a comet containing water with a similar chemical composition to the water all around us on Earth has given support to that theory.



Hartley 2, a comet about 1.25 miles long, contains ice with the same D/H ratio (the proportion of "heavy hydrogen") as water found in oceans here on Earth. It's the first time that Earth-like water has been detected in a comet. Hartley 2 probably comes to us from the Kuiper Belt, a sector of space about 30 times Earth's distance from the sun. Six other comets studied by the scientists contained water with a different composition, and probably originated in the Oort Cloud, about 5,000 times farther away.

Are You Holding Your Career Back?

According to an online survey of 972 people conducted by corporate trainer VitalSmarts (Provo, Utah), many people recognize what's holding them back in their careers. 97% in the survey identified at least one career-limiting habit that prevents them from reaching their full potential at work. The top five bad habits:

1. Unreliability
2. The "It's not my job" syndrome
3. Procrastination
4. Resistance to change
5. Negative attitude

In addition, survey participants noted other behaviors limiting their careers, including disrespect, short-term focus, selfishness, passive/aggressive tendencies, and avoidance of risk. You can overcome your self-sabotage with this advice:

- **Get feedback.** Sometimes you don't know what to do to improve the situation because you don't know exactly what's wrong. Ask people you trust to give you candid input.
- **Create a personal motivation statement.** Think about where you want to go in your career and what you want to accomplish.
- **Seek professional development.** Look for training programs, conferences, and books that will help you learn the skills you need. Invest in these yourself if your employer won't pay for them.
- **Associate with positive role models.** Don't hang out with people who share your bad habits.
- **Get a mentor.** An experienced pro can help you learn to make better decisions about your work and career.

Watch The Typos!

Actual corrections sent to readers:

- Important notice: If you bought our Easy Sky Diving book, please make the following correction: on Page 8, line 7, the words *state zip code* should read *pull rip cord*.
- In a notice last week, we said Mr. Oscar Hoffnagle is a defective on the police force. This was a typographical error. Mr. Hoffnagle is, of course, a detective on the police farce. [Notice the second typo now in the final word.]

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- The 10 Dumbest Mistakes Smart People Make When Buying Or Selling A Home

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History Of Recycling

Recycling isn't a new idea. Here are a few milestones in humanity's efforts to cut back on waste:

1690 The Rittenhouse family of Philadelphia opens a mill for paper recycling.

1897 New York City provides the first recycling center in the United States.

1904 Recycling centers for aluminum open in Chicago and Cleveland.

1921 Great Britain begins paper recycling.

1968 U.S. aluminum industry begins recycling discarded aluminum cans.

1970 College student Gary Anderson designs what becomes the common symbol of recycling, three arrows revolving around each other in a continuous loop.



1974 University City, Missouri, offers the first city-wide curbside recycling program for newspapers.

1986 San Francisco meets the goal of recycling 25 percent of commercial and residential waste.