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July 2013

## Autobiography in Five Short Chapters

This Poem by Portia Nelson reminds me to appreciate all of life's lessons. I thought you might enjoy it.

I.

I walk down the street  
There is a deep hole in the sidewalk.  
I fall in.  
I am lost... I am helpless,  
It isn't my fault.  
It takes forever to find a way out.

II.

I walk down the same street,  
There is a deep hole in the sidewalk.  
I pretend I don't see it.  
I fall in again.  
I can't believe I am in the same place.  
But it isn't my fault.  
It still takes a long time to get out.

III.

I walk down the street.  
There is a deep hole in the sidewalk.  
I see it is there.  
I still fall in... it's a habit.  
My eyes are open.  
I know where I am.  
It is my fault.  
I get out immediately.

IV.

I walk down the same street.  
There is a deep hole in the sidewalk.  
I walk around it.

V.

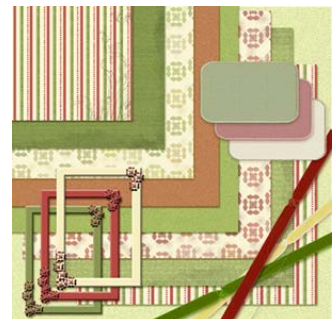
I walk down another street.

Sincerely,

*Lisa*

Lisa Flashenburg  
Your Real Estate Consultant For Life

P.S. Have you heard this poem before? Email me at [lflashenburg@LegalEdgeRE.com](mailto:lflashenburg@LegalEdgeRE.com) or call me at 781-975-0803.



If you are interested in Scrapbooking, Crafting, Knitting, etc, I am hosting a fundraising Crafting day with Eastern Star on Aug 10<sup>th</sup> in Wakefield. 9 AM- 9 PM – includes 8' table work station, and 3 meals for \$25. If you or anyone you know may be interested, email me to make a reservation. Also running a seated yoga class from 10-11 AM same day, same location for \$5. |

# Lisa's Local Ledger

News To Help You Save Time And Money

July 2013

## The Businessman And The Sea

A businessman was standing at the pier of a small coastal Mexican village when a small boat with a fisherman docked. Inside the small boat were several large yellowfin tuna. The visiting tourist complimented the fisherman on the quality of his fish.

"How long did it take you to catch them?" the businessman asked. "Only a little while" the fisherman replied. "Why don't you stay out longer and catch more fish?" the businessman then asked. "I have enough to support my family's immediate needs" the fisherman said.

"But" the businessman then asked, "What do you do with the rest of your time?"

The fisherman said: "I sleep late, fish a little, play with my children, take a siesta with my wife, stroll into the village each evening where I sip wine and play guitar with my amigos."



The businessman scoffed: "I've started many companies and could help you. You should spend more time fishing and with the proceeds buy a bigger boat and, with the proceeds from the bigger boat, buy several boats. Eventually you would have a fleet of fishing boats. You could leave this village and move to the city, where you would run your business."

The fisherman asked, "But, how long will this take?" The businessman replied, "15-20 years."

"But what then, señor?"

The businessman laughed and said: "That's the best part. Eventually, you would sell your company and become very rich. You would make millions."

"Millions, señor? Then what?"

The businessman said slowly: "Then you would retire. Move to a small coastal fishing village where you would sleep late, fish a little, play with your kids, take a siesta with your wife, stroll to the village in the evenings where you could sip wine and play your guitar with your amigos..."

*Lisa*

Take advantage of low inventory-  
see what your house is worth today!

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Do you know anyone moving into MA? Call me to help find a home

# Jazzy July

**Canada Day, July 1.** Celebrating the date in 1867 the nation was officially born when the Constitution Act joined three provinces into one country: Nova Scotia, New Brunswick, and the Canada province, which then split into Ontario and Quebec.

**Independence Day, July 4.** The date on which the British colonies of North America declared their independence from Great Britain.

**World Zoonosis Day, July 6.** Zoonosis refers to any disease that can be transmitted from animals to humans, including mad cow and rabies. A reminder to have your pets vaccinated.

**Bastille Day, July 14.** In 1790, the French prison was stormed, a symbolic event in the French Revolution.

**Nelson Mandela Day, July 18.** The birthday of South African leader Nelson Mandela (1918).

**Louis Pasteur**, in July 1873 received a patent for the manufacture of beer and treatment of yeast.

## July Quiz Question

**Q:** *In this US city, clocks are not allowed in certain buildings, though over 37 million people visit them every year. What city is it?*

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 Bertucci's.

*You can discover more about a person in an hour of play than in a year of conversation." ~ Plato*

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*Freedom and justice cannot be parceled out in pieces to suit political convenience. I don't believe you can stand for freedom for one group of people and deny it to others. ~ Coretta Scott King*

## With Lots Of X's And O's

If you've ever seen a note signed XOXO, you probably know it means kisses and hugs. But where did this practice come from?



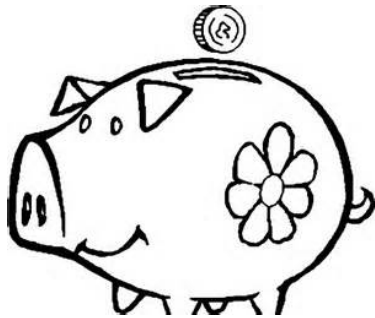
The custom of placing X's on envelopes and letters to stand for kisses dates back to the Middle Ages, when a Christian cross was drawn on documents or letters to mean sincerity, faith, and honesty. A kiss was then placed upon the cross, by the signer as a display of their sworn oath. Since most of the common people could not read or write, the 'X' was placed on documents, and a kiss placed upon it as a show of their sincerity.

The 'O' is of North American descent; no one really seems to know how it was started. Perhaps it is because the 'O' being rounded represents arms encircling another, as in an embrace.

# Why Piggy Banks?

Dogs bury bones. Squirrels gather nuts. Camels store food and water so they can travel many days across deserts. But do pigs save anything? No! Pigs save nothing. They bury nothing. They store nothing.

So why do we save our coins in a piggy bank? Because someone made a mistake. During The Middle Ages, in about the fifteenth century, metal was expensive and



seldom used for household wares. Instead, dishes and pots were made of "pygg," a cheap type of clay used for making household objects.

People often saved money in kitchen jars made of pygg, called "pygg jars." Whenever housewives could save an extra coin, they dropped it into one of their clay jars. They called this their pygg bank.

Over the next two hundred to three hundred years, people forgot that "pygg" referred to the earthenware material. Gradually the word was perverted to "piggy." In the nineteenth century when English potters received requests for piggy banks, they produced banks shaped like a pig. Of course, the pigs appealed to the customers and delighted the children.

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*When I was young I thought that money was the most important thing in life;  
now that I am old I know that it is. ~ Oscar Wilde*

## The Problem With Minimum Payments

Want to be your credit card company's favorite customer? Just max out your card, agree to pay interest at a rate of 18% to 25%, and make only the minimum payment each month. The minimum monthly payment is set by each card issuer, but it's typically about 2% of the outstanding balance. Card companies want you to pay only the minimum, so that most of your payment is interest, not principal.

While you might be tempted to make only the minimum payment, that could be the most expensive decision you ever make. Let's see how it can affect the total cost, assuming the card has a balance of \$5,000 and no further purchases are made:

- \$5,000 at 18% interest paid off at \$250/mo will take two years and cost \$5,986.
- \$5,000 at 18% interest paid off at an average minimum of \$25/mo will take 30 years and cost \$17,328.

**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.

# Office Yoga

It's three o'clock in the afternoon, and you find yourself nodding off at your desk. You make your way to the break room for a cup of coffee and "something sweet". But wait! Practice these techniques, and replace caffeine and acetaminophen with good old oxygen.

- For low energy and fatigue: Sit near the edge of your chair, holding onto the sides of your seat. Gently stretch your chest forward and up. Tilt your head back, and breathe deeply in and out through your nose. Relax into the stretch.
- While standing, raise both arms above your head and grab your left wrist with your right hand. Gently stretch to the right while breathing through your nose. Switch sides and repeat.
- For headaches and eye strain: Place your index fingers directly above the middle of your eyebrows. Press with your fingers and hold. Close your eyes and breathe deeply through your nose.
- If you're working at the computer, refocus your eyes every ten minutes by looking out the window. Once an hour, close your eyes and allow your face to soften. Slowly roll your eyes in a circle. Take a few breaths and return to action.

## “Lisa’s Legends’

Send me an interesting story, a short blurb about your & your business, something interesting that has happened recently to be featured here!

Congratulations to **Nancy Ignazi** on the opening of her solo law practice in Beverly

Thank you to **Tricia White** for a phenomenal Linked In presentation from the MSBDC- check out her food blog at Food, Friends & Family

# All In Good Taste

A hiker was brought before a judge and charged with killing a condor on the Endangered Species list. When he pleaded guilty, the judge asked for an explanation.

“Your Honor, I was hiking in the mountains and I got lost,” the hiker said. “I wandered around for days, and I ran out of food. I was starving, so when I spotted the condor swooping down on a rabbit I ran as fast as I could and caught it before it could fly away. I built a fire and cooked it. I would have died if I hadn’t eaten that bird, Your Honor. I would never dream of destroying an endangered species if I had a choice.”

He seemed sincere, so the judge gave him a fine and set him free. But before he left, the judge asked, “Just out of curiosity, how did the condor taste?”

“Not bad,” the hiker replied. “Sort of a cross between a bald eagle and a spotted owl.”



# Five Pantry Items To Keep On Hand

Here are a few items that store well that you might want to keep stocked for those occasions when you forget to buy something special for dinner.

- Dried Penne Pasta - This is a fantastic replacement for elbow macaroni in mac and cheese. It can also serve as a starch component in any casserole. If you've got cooked penne in the fridge, you can add it to leftover veggies, toss the mixture with a little Italian dressing, and serve it as pasta salad.
- Canned Beans - Beans are great for chili, stews, and soups, and they make a nice addition to salad. They also make a quick appetizer. A can of cannellini beans (drained) mixed with olive oil, garlic, chopped tomato, and any fresh or dried herbs you have on hand makes a great topping for grilled bread.



- Canned Tuna (packed in olive oil) - Tuna is the key ingredient of a Salad Nicoise or an authentic Italian tuna panini. Canned tuna can also be used in a great pasta sauce: Toss the tuna into warm pasta, with capers, cherry tomatoes, parsley, and olive oil.
- Canned Chicken Stock - Having stock on hand allows you to whip up a quick gravy for any meat dish. It's also a great base for many soups. Simply simmer one pound of vegetables, like carrots or cauliflower, in 4 to 6 cups of stock for 10 minutes. Process or blend until smooth, season with salt and pepper, and finish with a touch of cream.
- Canned "San Marzano" Tomatoes (chopped and whole) - Imported from San Marzano, Italy, these are two of the best canned products on the market. Unless you have tomatoes growing in your backyard, you can't do much better, especially when it comes to making a great marinara sauce. They also make a fantastic tomato soup.

## Remember The Spelling Rule

I before E...except when you want to pull off a feisty heist on a weird beige foreign neighbor named Keith.

### 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!

Allie & John Gillies of Somerset

Gina & Mark Cinelli of Dracut

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

### ***Free Reports!***

- ☑ How To Sell Your House For The Most Money In The Shortest Time

### ***Free Information!***

- ☑ Protect Your Home From Burglars
- ☑ How To Buy A House With Little (Or No) Money Down

**Free Newsletter  
Subscription!  
See page 7**

## **Make Your Kid's Car Last**

As kids head off to college soon, many will be driving an old family car they've been given. For them, and for future generations of kids who are waiting for their chance at your car, here are some tips for making your car last longer:

- **Battery:** Keeping your car battery at full charge will extend the battery's lifetime. Avoid using the radio, headlights, interior lights or other accessories when the engine is off. A new battery can cost your teen \$50 to \$100, and you don't want to leave them stranded with a dead battery.
- **Gas Tank:** Keep your tank as full as possible at all times. Most gas tanks are made of metal. A partially empty tank could rust, causing rust particles to flake off and clog fuel lines and filters. This could take years to happen, but if you want to make your car last, do everything to save your kids from a costly fuel system repair down the road.
- **Tires:** Underinflated tires not only hurt gas mileage but also cause your tires to wear out 25% to 50% faster than correctly inflated tires.
- **Oil:** Oil captures contaminants that can contribute to your car's wear and tear, and the less often you change your oil the more these contaminants build up, causing deposits that reduce engine function over time. Make sure you change your oil at the recommended time.

## **Heed These Warnings**

Check out some of these warning labels collected by the Michigan Law Suit Abuse Watch Web site:

- "Remove child before folding." (On a baby stroller)
- "Harmful if swallowed." (On a brass fishing lure with a three-pronged hook on the end)
- "This product moves when used." (On a popular scooter for kids)
- "Do not use this product as a toy, pillow, or flotation device." (On a bag of air used as packing material)
- "Do not use for personal hygiene." (On a flushable toilet brush)
- "Never iron clothes while they are being worn." (On an iron)



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

[www.LegalEdgeRE.com](http://www.LegalEdgeRE.com)      [email: Lflashenburg@LegalEdgeRe.com](mailto: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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## Go Green: Recycle This Newsletter!

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## Healthy Cooking Tips

It can be difficult to say no to a piece of office birthday cake, or opt for fruit rather than fries with your sandwich at lunch. However, here are some ways you can cook and eat healthier with only a tiny bit of sacrifice!

- Use herbs, spices, lemon, vinegar, or salsa to add flavoring.
- Steam, grill, broil, stir-fry, or roast meats rather than frying.
- Allow juices to drip away from meat during cooking. Use wine, fruit juice, or a light marinade to maintain moisture.
- When cooking vegetables, try steaming or microwaving instead of boiling to keep nutrients intact.

