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## Mistakes Can Be Portals of Discovery

Imagine an organization as a ship sailing on the ocean. All of the personnel on board, have one over-arching responsibility: Do not make a hole in the ship!

When working above the waterline, however, making a mistake and creating a hole in the side of the ship will have no serious consequences. We'll have the time to repair the hole, learn and sail on. Below the waterline, an action that creates a hole could, quite literally, sink us.

Business Insider identified these 3 inventions that started as above-the-waterline "mistakes" and had below-the-waterline impact:

**Sir Alexander Fleming:** Before discarding a contaminated petri dish, Fleming noticed a specific mold dissolving all the bacteria it touched. Fleming went on to discover the mold contained penicillin.

**Ruth Wakefield:** While baking a batch of chocolate cookies, Ruth Wakefield realized she was out of baker's chocolate and decided to substitute sweetened chocolate instead. The sweetened chocolate did not melt leaving crunchy chocolate morsels. Chocolate chip cookies were created.

**Spencer Silver:** After setting out to make a stronger adhesive, Spencer Silver, a researcher in 3M Laboratories, actually created a weaker adhesive. Years later a colleague spread the adhesive on little pieces of paper. Post-It notes were born.

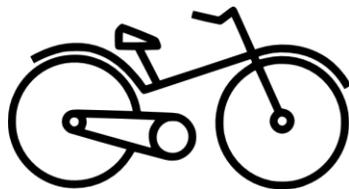
Sometimes mistakes feel bigger than life, especially when we mix them with embarrassment or disappointment. Most mistakes are only mistakes when we stop forward progress and walk away without getting the lesson or the benefit.

Sincerely,

*Lisa*

Lisa Flashenburg  
Your Real Estate Consultant For Life

**P.S.** If you liked this story, let me know how it touched you. Contact me at:  
lflashenburg@LegalEdgeRE.com or 781-975-0803.



Had a great first ride of the season- see you on the road.

# Lisa's Local Ledger

News To Help You Save Time And Money

June 2015

## Deeds, Not Rank, Make A Person Great

One day in ancient times, a king who admired selfless acts had a boulder placed on a roadway. Then he hid himself and watched to see if anyone would remove the huge rock.

Some of the king's wealthiest merchants and courtiers came by and simply walked around it. Many loudly blamed the king for not keeping the roads clear, but none did anything about getting the big stone out of the way.

Then a peasant came along carrying a load of vegetables. On approaching the boulder, the peasant laid down his burden and tried to move the stone to the side of the road. After



much pushing and straining, he finally succeeded.

As the peasant bent to pick up his load of vegetables, he noticed a purse lying in the road where the boulder had been. The purse contained gold coins and a note from the king indicating that the gold was for the person who removed the boulder from the roadway.

The king became wiser that day, recognizing that rank does not make a person great, but that deeds do.

The peasant became wiser, too, learning that those who take obstacles head-on rather than taking the easy way out, often find rewards that others don't.

**Mortgage Changes are coming August 1**  
**Ask me how this increases the amount of**  
**time it takes to close a home sale.**

### INSIDE THIS ISSUE

- Deeds, Not Rank, Make A Person Great
- Two Special Ways To Honor Thy Father
- Road Trip With A Twist!
- Online Colleges Are Growing In Bandwidth
- June Wedding Season Is Upon Us
- The Connection Between Quirky Personality And Creativity
- More Things To Do With Onions
- How To Cut Your Summer Electric Bill
- What's In A Name?
- If It Walks Like A Duck...
- Diagnosing Illness With A New Laser
- Skull Links Humans And Neanderthals

*Lisa*

# Two Special Ways To Honor Thy Father

Your father, or perhaps your grandfather, plays a special role in your life. Let him know that. This Father's Day, skip the necktie and tell your dad or granddad what he really means to you. Some suggestions:

- Write a letter thanking him. Tell him what he means to you. Read it in front of him and the whole family. You can frame it and even add photos or other mementos, creating an art piece.



told me never to correct the math teacher! Great advice."

- Create a thank-you review book. On each page, write a memory of something that you loved doing with him. Example: "Thanks, Dad, for the time you said that my math teacher was wrong and you gave me the right answer. And then

*Father's Day: June 21*

## Road Trip With A Twist!

Whatever the season, road trips are always fun. If you've got a few days to kill, here are some unique ideas to make the trip itself the destination:

- Find the "world's largest" everything between here and there. Plan one route to reach some destination, and another back. Research the "world's largest" along the way and force yourself to see every one of them.
- Pack on the adventure. Locate short activities you can do along the way...like a famous sledding hill, a zip line, or a cave to explore. You may not get as far by stopping for adventure, but you'll have a blast!
- Plan your trip around local, often overly-specific and downright weird museums, like the museum of barbed wire or telephones.
- Follow billboards. Each day, stop at all the non-corporate locations advertised on billboards. You know, like Maggie's Magic Emporium.

### June Quiz Question

**Q:** *What does LCD stand for when referring to electronic screens?*

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

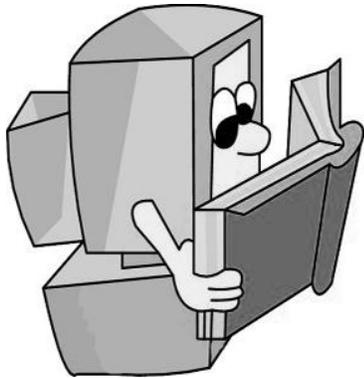
The 99 Restaurant

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*Though no one can go back and make a brand new start, anyone can start from now and make a brand new ending. —Carl Bard*

# Online Colleges Are Growing In Bandwidth

Going to a classroom to learn is so 20th century. Online learning is the hot thing, according to a study by the Sloan Consortium. More than 7.1 million college students took at least one online course in the year of



the study, an increase of about 411,000 over the previous year. The number of students enrolled in online classes rose 6.1 percent, while the number enrolled in standard, in-person college courses climbed only 2.5 percent.

Professors and administrators seem to

support the trend. The study found that over 74 percent of academic leaders consider online courses equivalent to, or even better than, traditional teaching, and 66 percent say that virtual classes leading to college degrees are essential elements in their schools' long-term strategy.

## 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!

Teresa Dalalio

Margaret Cashman

Ronald Gomez

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

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*Enjoy your sweat because hard work doesn't guarantee success, but without it you don't have a chance. ~ Alex Rodriguez*

# June Wedding Season Is Upon Us

The wedding season is here, and you might like to know, according to wedding consultants, The Knot, that the big theme of the year is inspired by ranches and lots of leather accents. The details are personal and elevated, but the party has a fun, relaxed vibe. A rustic ranch sets the scene for details like antler motifs, distressed lounges with cowhide rugs and wildflower bouquets. Mix in leather elements to contrast the soft and romantic wedding details in accents like the napkin belly band.



If the bride's style is totally laid-back and casual, use boho-chic music festivals, like Coachella, to inspire the wedding. Think things like a backyard or open-field setting, complete with kitschy details like striped tepees, cocktail hour lounges and picnic-style dining. ~ Adapted from TheKnot.com.

# The Connection Between Quirky Personality And Creativity

The stereotype of artists being quirky characters may have some scientific basis. Psychologists at Vanderbilt University say that having a quirky approach to life may be a sign that you will become a great artist, composer, or inventor.

In one experiment, researchers gave subjects a variety of household objects (a spool of thread, a fork, a cocktail jigger, and a cheese grater) and asked them to come up with new functions for them. The participants belonged to one of three groups: people diagnosed with schizophrenia, average subjects with no mental abnormalities, and “schizo-typal” personalities—people who exhibit odd behavior or language but who are not psychotic or schizophrenic. Schizo-types were found to be better at creatively suggesting new uses for the objects. Schizophrenics and average subjects were found to perform similarly to each other—and less creatively than the schizo-types.

In a second experiment, subjects were again asked to come up with new uses for everyday objects as well as to perform a basic control task while the activity of their prefrontal lobes was scanned. The brain scans showed that all groups used both brain hemispheres for creative tasks—but schizo-types activated the right hemisphere in dramatically greater ways than the other subjects. This study suggests that schizo-types do indeed use the right sides of their brains more intensively.

## More Things To Do With Onions

1. **Remove rust and tarnish from utensils.** Either shove the utensil (as in a knife) through the onion, rub the juice on with a cloth, or boil an onion in water for a couple of hours, then use the liquid to dip and polish metal.
2. **Eliminate odors.** It may seem counter-intuitive to use an onion to eliminate odors, but onions absorb odors fairly quickly, including paint, fish, and burnt food. Cut an onion in half and leave it in the middle of the room.
3. **Stop pets from "going" in the same spot.** By placing an onion slice in the location where your pet has had an accident, you prevent it from repeating the mistake.
4. **Soothe a bee sting.** Cut an onion and rub it directly onto the bee sting. Let it remain for a few minutes and the sting will diminish.
5. **Eat them for health!** Studies suggest onions may lower high blood pressure, reduce heart attack risk, and even help protect against cancer--probably due to the presence of phytochemicals and the flavonoid, quercetin. One large raw onion has only 63 calories, is made up of more than a cup of water, and provides up to 20 percent of your RDA of vitamin C. Onions are also a source of fiber, vitamin B-6, folate, and calcium.



# How To Cut Your Summer Electric Bill

Summer will be here before you know it, along with the hum of the air conditioner cooling your house while draining money from your wallet. How do you keep your energy bill from skyrocketing? Here are some suggestions:

- **Look toward the light.** Switch to dimmers: They can save about 50 percent over standard light switches. Replace your incandescent bulbs with fluorescent light. And don't forget to turn off lights if you're going to leave a room for more than 10 minutes.
- **Invest in ceiling fans.** You could cut cooling costs by up to 80 percent if you run them instead of the air conditioner. Using them in conjunction with an air conditioner lets you raise the thermostat between 2 and 6 degrees. Every degree can save 4-8 percent on costs.
- **Lower the temperature of your water heater.** Most folks have them set at 140 degrees. Water will still be hot 110 or 120 degrees. Another trick: Drain a few gallons of water from the tank every month. Sediment can gather, which makes the heating element work harder.

## Free Reports!

- How Sellers Price Their Homes

## 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

## What's In A Name?

Language is constantly in flux. Words change their meanings over time, which can be obvious to anyone reading Shakespeare or Dickens. As a case in point, consider the colonial origins of these common words, as explained in *Words They Lived By: Colonial New England Speech, Then and Now*, by Joan P. Bines:

- **Backlog.** In colonial times, this was the largest log in the fire, placed in the back to provide the most warmth while cooks built smaller fires in front that they could regulate more efficiently. Thus, something held back in reserve.
- **Humble pie.** Long ago, this was a pie made from the entrails of deer, which were called the "humbles" and eaten by servants, not the upper crust.
- **Neglige.** Not a sexy garment in the 17th century, but a dress that opened in the front to display an attractive petticoat worn beneath.
- **Smug.** This used to mean well-dressed, instead of the current usage signifying obnoxious self-satisfaction.
- **Wallet.** This would have referred to a knapsack big enough to carry clothes and provisions for a trip of several days.

## If It Walks Like A Duck...

A duck walked into a bar and ordered a beer and a sandwich. The bartender looked at him and said, "But you're a duck!"

"I see your eyes are working," replied the duck.

"And you can talk!" exclaimed the bartender.

"And your ears are working fine, too. Now how about my beer and sandwich?"

"Sorry, right away." The bartender wrote up the order and poured a beer. "It's just that we don't get too many talking ducks in here. What brings you in, by the way?"

"I'm a plumber, working at that construction site." The duck stuck his bill into the glass for a long drink.

"You know, the circus is in town," said the bartender. "I was just talking to the ringmaster in here the other day. I bet they'd love to hire a duck like you."

"Really?" the duck said. "What do they need with a plumber?"

### **"Lisa's Legends' Congratulations to:**

*Who do you know that has  
done something outstanding  
this month?*

Congratulations to:

**Amy Raymond** for being  
appointed Mother Advisor to  
the **Wakefield Rainbow Girls  
Assembly;**

**Tamara Cleary** for being a  
part of the organizational  
team on a successful **Relay**

**for Life** fundraiser on  
Stoneham;

**Judi Burten & Kevin Sol** for  
participating in **Bicycles  
Battling Cancer**

## Diagnosing Illness With A New Laser

Scientists have devised a laser that may help doctors diagnose their patients. Certain diseases produce minuscule amounts of gases (people with diabetes exhale acetone, for instance). The laser, created by physicists at the University of Adelaide, operates in the mid-infrared frequency range, but is able to produce 25 times more light emission than similar lasers, making it more efficient and better at detecting very low concentrations of these gases. In addition to its diagnostic value, the new laser may be useful in detecting methane and ethane in the atmosphere, two gases considered a possible contributor to climate change.

## Skull Links Humans And Neanderthals

A 55,000-year-old human skull has shed new light on human development, according to the Sci-News website. The skull, discovered in Israel's Manot Cave, belonged to an anatomically modern human who lived in the region at the same time as Neanderthals, suggesting that modern humans and Neanderthals coexisted some 10,000 years earlier than scientists previously thought, and may have interbred. The Manot humans may in turn be closely related to the humans who eventually migrated to Europe between 20,000 and 30,000 years ago.

# 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 a. 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

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Please send me the requested free information selected below via  Mail  Fax  Email.

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

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- 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  
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- Please let me know the listing price and features of the home at the following address:  
\_\_\_\_\_.
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- Please call me to arrange a free, no-obligation market valuation on my house.

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

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

*Logic will get you from A to Z; imagination will get you everywhere- Albert Einstein*

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## **. The Truth Really Was Out There**

A series of UFO sightings in the 1950s that sparked interest in flying saucers may have an explanation: the CIA. The agency recently released a document describing top-secret tests of the high-flying U2 spy plane during that time. Because the U2 flew at higher altitudes than any other known airplanes, pilots and others who spotted the test flights may have believed they were seeing machines from another world. The CIA estimates that half of all UFO reports during the 1950s and 1960s were actually sightings of the U2 in flight.

