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August, 2015

The Lessons of Perseverance

According to biographers, Winston Churchill did not have the happiest of childhoods. Neglected by his uninterested parents, he was sent to boarding school at a young age where he would write letter after letter pleading for his parents to come visit him. Most of his letters went unanswered, and he ended up spending a succession of holidays alone at school without even the company of classmates.

Churchill would go on to suffer many failures both at school and in his political life, failures that would have defeated most people. But Churchill kept sticking his neck out, overcoming great odds and eventually leading his country in its finest hour.

How did a man with such a difficult upbringing and spotty professional record achieve such greatness? The answer may lie in the following story: In his 80s, Churchill was asked to deliver a commencement address at Harrow, the boarding school he attended as a boy. He is reported to have stood up at the podium, glared over his glasses, and delivered one of the shortest, yet most inspiring speeches ever given at a graduation ceremony.

“Never, never, never give up!” he roared. Then he sat down to thunderous applause.

Sincerely,

Lisa

Lisa Flashenburg
Your Real Estate Consultant For Life

P.S. If you're working towards something big in your life that will create a legacy for others, I hope you'll remember to persevere. Let me know if I can help:
lflashenburg@LegalEdgeRE.com or 781-975-0803



Take a daycation out to the Harbor Islands while the weather's great!

Lisa's Local Ledger

News To Help You Save Time And Money

August 2015

Me, Micro-Manage? Certainly Not!

Executives and business leaders often don't see themselves through their employees' eyes, as this tale illustrates:

A Hollywood mogul became president of a struggling new television network. With his career on the line, the CEO was determined to oversee every aspect of program development—right down to the set design.

One day a television producer at the network called his lawyer to complain about the CEO's overbearing ways. He was fearful that the debut of his new show would be delayed because the CEO was obsessed with the design of the sets.

The attorney, who had worked with the executive before, agreed to help. He invited the CEO to lunch.



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

INSIDE THIS ISSUE

- Me, Micro-Manage? Certainly Not!
- Renting A Car This Summer?
- August Quiz Question
- When Your Boss Steals The Credit
- Workaholic Apps
- The Best App Yet...
- Trust Rises as We Get Older
- Oldest Human, Lucy, May Have Company
- A Useful Trick For Criers
- Stitches May Soon Be Thing Of The Past
- Don't Count On That Extra Sleep
- Precautions For A Worry-Free Vacation
- Keep Your Kitchen Clear Of Germs

As they finished their meal, the attorney opened his briefcase and began taking out carpet and drapery swatches. "I have a question," he said to the puzzled executive. "My wife and I are redecorating and I'd like your advice on the best carpet to coordinate with this drape."

The savvy CEO was quick to see the point. "You think I'm micro-managing, don't you?"

Thanks to his creative approach, the attorney helped the CEO see that his energy would be better spent focusing on his strengths—and letting his employees focus on theirs.

Sometimes you have to be creative in getting others to see how they affect you!

Lisa

Renting a Car This Summer?

When renting or borrowing a car, there's always that moment when you have to gas up for the first time. So you get out of the car to physically look at which side of the car the tank is on, and it's always the opposite side of where you pulled up to the pump. Well, this little detail might help you:

If you look at the gas gauge on your dash, you might see a tiny arrow near the gas pump image. That arrow actually points to the gas tank side of the car. Surprisingly, most cars have this handy feature.



When Your Boss Steals The Credit

Have you ever poured your heart into bringing a good idea to life—only to have your boss take the credit?

Follow this advice for getting your due without losing your temper:

- **Don't jump to conclusions.** Your boss probably isn't determined to ruin your morale. He or she may simply not understand your role in the project, or may have perceived his or her role as bigger than it was. Look for a constructive way to make your case, and be clear about what you want.
- **Document your work.** Keep notes of your ideas, meetings, overtime work, and any other effort you put into your project or solution. You can use these to establish the level of your commitment and the amount of work you've put in.
- **Meet with your boss.** Once you can discuss the situation calmly, schedule a meeting with your boss. Don't make any accusations; just point out the work you've done and reaffirm your commitment to your organization's success. If he or she is a reasonable person, you'll get the results you want. Again, be clear about what you want.
- **Be prepared to let it go.** On the other hand, if your manager doesn't understand your point, you'll have to decide whether the dispute is worth the effort. Sometimes you need to back off and concentrate on being a supportive team member instead of winning a short-term victory...as long as it isn't a repeated pattern.

August Quiz Question

Q: *When is National Rum Day?*

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

Smokey Bones

July Question

Q: *Where did Canada get its name?*

A: From the Iroquoian word *kanata* for "settlement", "village", or "land."

Workaholic Apps

If you work on your computer all day, then you know how easy it is to lose track of time and skip breaks. Meanwhile, your waistline, muscle tone, eyesight, and creativity suffer.

As you might expect, there are plenty of apps on the market for your smartphone to remind you to take breaks. Some are downright sadistic, calling you names, deducting money from your bank account, or sending messages to your social networks when you don't follow through.

But for the work world, you want less intrusive apps. Here are two desktop apps for both the PC and MAC, encouraging you to take periodic mental and physical breaks.

Stretchclock.com: This is a quick download that helps you break for a nice stretch. The fun thing about this

program is that when the timer sounds, the program opens a calming video with a stretching routine. This helps you relieve stress, limit repetitive motion strain, and give your eyes a break.



Protectyourvision.org: This program is completely online, so no download required. It is basically an alarm clock that dings softly every 20 minutes, reminding you to look away from your computer into the distance for 20 seconds to reduce eye strain. I've used this program to also get up from my desk during those 20 seconds and run in place vigorously for 20 seconds. Gets the blood pumping and the metabolism working!

*Computers are like Old Testament gods; lots of rules and no mercy.
~ Joseph Campbell*

The Best App Yet...

If those apps aren't enough, **this** app is set to change the way millions of people function every day—and you don't even need a computer or smart phone to use it. It's called *Self Control*, and it blocks sites like Facebook, Instagram, SnapChat and Twitter for a specified period of time to help you minimize distractions while getting other things done. *Self Control* is a versatile app, also working on food, exercise, and money!

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!

Iescha Clark

Rakesh Kappurapu

Tom Wyllie

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

Trust Rises as We Get Older

In a cynical world, trust can seem hard to come by. But new research suggests trust may grow as we get older. The World Values Survey, collecting data from more than 200,000 people in 83 nations, found that more than a third of people 80 years old or older agreed that most people can be trusted. Just a quarter of 20-year-olds said the same.

The results were consistent regardless of nationality, gender, education, and income.

A similar study, analyzing data from the General Social Survey of 1,230 US citizens, also found that willingness to trust increases as we grow older.

One possible explanation: As time goes on, people tend to simplify their lives and spend more time with their families, resulting in a more positive and generous attitude about the world. Essentially they project their family's good will onto the world at large. Either that, or older people just come from a more trusting era.

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

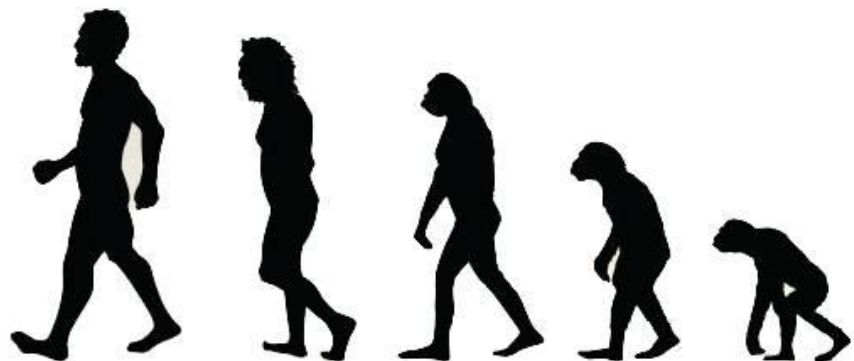
Request a free copy of my **service directory**. All the businesses listed in it have a proven track record for providing the kind of outstanding customer service you deserve.

Oldest Human, Lucy, May Have Company

Scientists may have discovered a new human ancestor to go along with Lucy, the 3.2 million-year-old *Australopithecus afarensis* female from eastern Africa. The new specimen, dubbed Little Foot because of his small bones, was unearthed in South Africa in the early 1990's. His skeleton was almost completely preserved after he apparently fell down a narrow cave shaft and died there.

Whether Little Foot was a relative of Lucy's or a different pre-human species has been a subject of debate among anthropologists for 25 years, but a new dating process suggests that Little Foot lived and died some 3.67 million years ago, close to the same time as Lucy.

Although some scientists dispute the accuracy of the dating technique, if it holds up it would suggest an evolutionary link between different species of *Australopithecus* in ancient Africa, as well as evidence of where in Africa modern humans began to develop.



A Useful Trick For Criers

Many people—both men and women—cry at the drop of a hat. They cry at silly movies, the sound of sirens going by, and even at proud moments. If that's you, and you find yourself in a situation where crying would subject you (or your teen children) to embarrassment, try rubbing the roof of your mouth with your tongue. It confuses your brain and you don't tear up.

Stitches May Soon Be Thing Of The Past

Lasers are common weapons in science fiction movies, but soon a laser may be used to heal wounds in real life, if scientists at Tel Aviv University are successful with current tests.

As reported on the Reuters website, scientists developed an optical fiber capable of transmitting infrared light and at the same time measuring the heat of the tissue it's pointed at. This allows them to control the laser's power accurately and use it to "weld" tissue effectively without any burning or scarring. Collagen aids the bonding process, growing firm as the skin cools down. This laser-aided process may result in stronger bonding with fewer scars than traditional sutures. Initial tests on humans have shown successful healing with less scar tissue.

Don't Count On That Extra Sleep

You work long hours during the week, so you probably look forward to some extra sleep over the weekend. But if you're counting on those couple of extra hours to help you catch up on all the rest you need, you may be fooling yourself.

In a study conducted at Penn State University, 30 healthy men and women aged 18-34 years spent 13 nights in a sleep lab. For four nights, they slept a full eight hours; then they spent six nights sleeping only six hours, followed by three 10-hour nights.

The participants' brain function dropped after their nights of sleep deprivation and did not return to normal until after the third day of extra sleep, even though they said they felt physically refreshed by their extra sleep immediately.

So don't depend on a few extra hours to bring you back to peak efficiency. Make a point of getting a full night's sleep every night to stay safe and productive at home, work, and on the road.



"Lisa's Legends' Congratulations to:

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

Congratulations to :
Wakefield Rainbow Girls
running a successful car
wash in the face of
impending rain!

Mt Carmel OES for a fun
Eastern Star Olympics day!

*People of excellence go
the extra mile to do what's
right. —Joel Osteen*

Precautions For A Worry-Free Vacation

You don't want to spend your vacation worrying about possible problems at home or on the road. Still, catastrophes can strike at any time.

The secret to having peace of mind is preparation. While getting ready for your vacation, add these items to your to-do list:

- **Health insurance.** Double-check your policy so you know what to do if you or a family member needs medical care while you're out of town.
- **Homeowner's policy.** Look over the provisions for replacement of property in case of a theft or fire while you're away. Also check to see if your coverage extends to your possessions you take with you on the road.
- **Documents.** Make sure all your important papers, such as your will, your power of attorney for health and finances, and your life insurance policy are stored in a safe-deposit box and that each trustee has a copy.
- **Auto insurance.** Review your policy to see if it covers you in the event of an accident when you're driving a rental car. This will help you determine ahead of time whether you're going to need the rental agency's liability waiver.

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

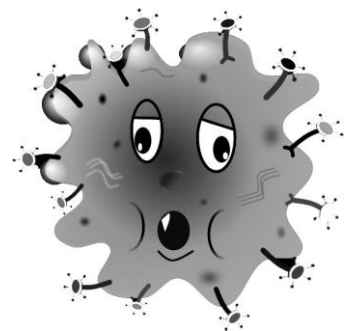
Free Newsletter Subscription!

See page 7

Keep Your Kitchen Clear Of Germs

One key to preventing illness is keeping your kitchen clean. Follow these simple tips for maintaining a germ-free cooking space:

- Wash all countertops often with hot, soapy water and a clean sponge, especially before preparing any meals. Avoid harsh chemicals that can permeate your surfaces and get onto food.
- Clean up spilled food right away to prevent bacteria from forming.
- Keep your counters free of foreign objects—like mail, newspapers, and bags—that might leave dirt or germs behind.
- Wash dish towels, sponges, and other cleaning items regularly. Also microwave your wet cleaning sponge for a minute before you start using it.



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

www.LegalEdgeRE.com

[email: Lflashenburg@LegalEdgeRe.com](mailto:Lflashenburg@LegalEdgeRe.com)

Name: _____ Phone: _____

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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: _____

Lisa's Local Ledger

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How Much Do Other People Tip?

Waiters and other service staff members depend on tips, so how are they doing? A Harris Poll survey of 2,000 adults conducted for Michelin found that the average of those surveyed claimed to tip 18 percent for good service. Getting more specific, 70 percent said they usually left a tip of 15-20 percent when service was good, and about 1 in 10 tipped 20 percent or more. Only about 1 percent confessed to leaving nothing.



Age is a factor in how much people tip, too. Thirty percent of survey participants aged 18-24 admitted they frequently tipped less than 15 percent even when the service was good, but only 16 percent of adults 35 and older said the same.