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Do What You Do for You

Often the simplest stories are better than an entire book full of motivational success stories. Here's one that hits me right in the heart.

It was a normal, busy morning when an elderly gentleman came into the cafe to get a cup of coffee to go.

One of the other waitresses said he was a regular.

Since I was a new waitress, and I wanted to get to know the regulars, I spent a few moments chatting with him.

He told me he came in every morning at this time on his way to meet his wife at her care facility, confiding that she had Alzheimer's.

The coffee was still brewing, so I told him it would be another few minutes. He said it was fine. She wouldn't notice if he was late. In fact, she hadn't recognized him in over two years.

"And you go every morning to see her?" I asked. "Even though she doesn't know who you are?"

He smiled and patted my hand. "No, she doesn't know me, but I still know her. I go for me, not for her."

Warm Regards,

Lisa

Lisa Flashenburg, Your Real Estate Consultant For Life

P.S. I do my business for many reasons...my income, my passion, but also my joy in serving you. If you need anything from me, contact me at lisaf@LegalEdgeRE.com or call me at 781-975-0803



Swan boats are back. What's your favorite spring thing?

Lisa's Local Ledger

News To Help You Save Time And Money

April 2017

Why Does Reheated Coffee Taste Bad?

It has nothing to do with the microwave and everything to do with the volatility of aromas and chemicals in coffee.

Coffee is all about science. The drink has over 1,000 aroma compounds, plus a complex profile of proteins and acids.

Several studies point out that the intensity of the 'roasty-sulfury' odor of coffee plays a key role in how it tastes. The odor decreases rapidly after initial brewing as it loses those aromatics to evaporation, resulting in a loss of taste.

Also, some of the different compounds in coffee fall out of solution as it cools. Proteins tend to sink to the bottom while oils float to the top, leaving a skim of oil on top of old coffee. The acidity also increases, and the taste becomes sourer. Essentially, the flavor profile breaks apart and can't be put back together again—just like Humpty Dumpty.



Anyone in need of a Senior Move Specialist? Call me to guide you through the challenges of moving your parents.

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So what's the best way to reheat coffee?

Experts and regular folk alike agree. Avoid the microwave. Store hot coffee in an airtight thermos. Or better yet, start from scratch when you want a hot cup.

Some people in surveys have said that reheating coffee in the microwave to "warm it just enough" to drink is better than reheating it to very hot...but this may depend on how cool your coffee has gotten in the first place, or how much of its original flavor profile was lost before reheating.

I hope this helps you enjoy your next hot cup of coffee!

Lisa

April Quiz Question

Q: *What is an Easter egg in a movie?*

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

Summer Shack

March Question

Q: *When was the coil spring invented?*

A: *In 1763, by R. Tradwell*

“April Showers Bring May Flowers”

We’ve all heard the rhyme, but you might not know where the rhyme originated. It can be officially traced back to the mid-1500s, although earlier use of the phrase probably existed.

The first instance in writing comes from a poem published in 1557, written by a farmer named Thomas Tusser. His poem, compiled in rhyming couplets, was called *A Hundred Good Points of Husbandry* and contained instructions and observations about farming and country customs in the Tudor period of England. In the April Husbandry section he wrote:

*Swéete April showers,
Doo bring Maie flowers.*

Tusser could have been referring to something agrarian societies have probably known for millennia...at least those living in particular

temperate zones. Basically, the influx of rain in April coincides with the warming of the weather in May which brings forth flowers.

But since he was also a keen observer of life and a poet, he could as easily been using the phrase metaphorically as a reminder to look for opportunity in adversity.

What Is Two And Two?

A business man was interviewing applicants for a manager position. He devised a test to select the best person for the job. He asked each applicant, "What is two and two?"

The first interviewee was a journalist. His answer was "Twenty-two."

The second applicant was an engineer. He pulled out a slide rule and showed the answer to be between 3.999 and 4.001.

The next person was a lawyer. He stated that in the case of *Jenkins v Brown*, two and two was proven to be four.

The last applicant was an accountant. When asked, "How much is two and two?" the accountant stood up, went over to the door and closed it, then came back and sat down. He leaned across the desk and said in a low voice..."How much do you want it to be?"

He got the job.

Hone Your Life Vision

Just as businesses are guided by a vision, your life can also benefit from having a vision. A vision is a description of your idealized lifestyle and outcomes. Vision is often based on living according to your highest values and principles.

When honing your life vision, here are things to keep in mind:

- Your vision shouldn't be about "shoulds." A compelling vision is based on what you want to achieve, not what you (or others) think you should have or should do.
- A vision includes identifying your highest values. One exercise is to list all of your most important values (such as honor, trust, fun, play, love, etc.), then imagine you have to throw away one of your values. Which one would you cross off? Then you have to throw away another value from your list. You keep doing this until you're left with the values you refuse to throw away.



- Focus your vision on a higher sense of what you'd like out of life based on your values, without worrying about specific details. There's a story told in business seminars of two explorers tasked with reaching a certain destination through the forest. One explorer picks a path and starts off immediately with great enthusiasm, overcoming each obstacle along the path. The other climbs a tall tree and sees that the other man is headed in the wrong direction. The metaphor is that the second man has vision to help guide him. He may hit the same obstacles, but he has a better sense of where he's going and how to get there.
- Keep your vision distinct from your goals. A goal has a time-bound and measurable outcome. A vision is the broad sense of direction you want your goals to take you.
- Keep your vision fresh. If you're feeling bored, reevaluate your life vision. Are you still on the right path? Are you living your vision and finding that it's not what you thought it would be? Or have you discovered that there's more to life and you need a bigger vision?

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!

Tanya Ford

Louphye Cayemite

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

*I'm always asked, "What's the secret to success?"
But there are no secrets. Be humble. Be hungry.
And always be the hardest worker in the room. —Dwayne Johnson*

Avoid Mistakes With Retirement Savings

Make one or two mistakes in handling your retirement money, and you could be paying a stiff penalty later in your life. The stock market goes up and down, but you'll survive if you stay clear of these common mistakes:

- **Obsessing about market losses.** Focus instead on long-term needs. Catastrophic events and long-term health care needs cause as much damage when you're caught unaware as does a shaky stock market. Will your nest egg be able to handle long-term care?
- **Forgetting about inflation and taxes.** Your retirement savings is a lot smaller than you think it is when you start factoring in the rate of inflation and the taxes you'll have to pay when you start drawing out of it.
- **Indulging instead of saving during your last years before retirement.** When you've got only a handful of years left before you retire, don't go out and buy that new sports car. Some people are able to build up almost a third of their savings in the last five years before retirement because they got serious about saving and investing. Be that person.
- **Thinking you can withdraw more than you really can.** If you rely on average annual returns on your investments to determine just how much you can withdraw, you could be drawing down your retirement fund faster than you should. Average returns are seldom steady. A safe rule of thumb: Count on a 3 percent rate of withdrawal.
- **Not expecting to live a long life.** Despite the rise in life expectancy, people still seriously underestimate how long they'll live. If you're not thinking about longevity, you could tap out your savings much faster than you should.

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Get Up And Work Out

The alarm rings. Do you leap out of bed to head for the gym? Or hit snooze? Motivating yourself to get up and start exercising can be tough. Try these tips to get moving:

- **Eat light the night before.** A heavy snack right before you hit the mattress will make you feel lethargic in the morning.
- **Get a full night's sleep.** You'll wake up feeling refreshed and energetic.
- **Lay out your clothes the night before.** If all your gear is waiting for you, you have fewer excuses between you and your exercise.
- **Get a buddy.** Getting over resistance might be as easy as having someone call you.

Dogs Speak Volumes With Their Tails

Scientists have discovered that dogs communicate far more information about their emotions to each other with their tails than was previously believed.

A recent study has shown that dogs tend to move their tails more to the right or the left depending on how happy or sad they feel.



This emotional signal can also be recognized by other dogs, affecting how the animals respond to each other.

Research, conducted by neuroscientists at the University of Trento, Italy, showed that dogs' tails

tend to move slightly more to the right if they are happy. If they are experiencing negative emotions, such as feeling threatened, then their tail will move slightly more to the left.

While the subtle bias in movement can be difficult for humans to detect, when video footage of the behavior is slowed down, it becomes more obvious.

Dogs, however, seem to be able to pick up on these signals just fine. The researchers found that dogs' heart rates increased and they showed signs of anxiety when they saw an unfamiliar dog with its tail wagging slightly to the left.

If the dog met a new dog whose tail wagged slightly to the right, then the animals remained calm and showed a relaxed heart rate.

Scientists attribute this to a similar function in human brains—the left/right bias of our brains to produce different emotions.

Lisa's Legends

Who do you know that has a project that is making an impact on the world, or has received a promotion or an award and deserves some recognition?

Who do you know that ran the Boston Marathon this year and for what reasons? Congratulations to my yoga instructor Gail for a great run.

Congratulations to Mary Boudreau on her new job at a new company.

~ Adapted from *The Telegraph*

Mistaken Identity

Even Queen Elizabeth II sometimes goes unrecognized. A story from the *Hello* magazine website tells of a time when the queen's car drove up to the Royal Windsor Horse Show in 1991. A guard walked up and told her, "Sorry, love, you can't come in without a sticker."

Unfazed, her majesty answered, "I think if you check, I will be allowed to come in."

He did, and she was.

Marriages That Make Sense

An elderly woman became a local celebrity in her small town by getting married at the age of 92. The newspaper sent a reporter to interview her. His first question was how she enjoyed being a newlywed in her 90s.

“Oh, this isn’t my first husband,” the woman replied. “I’m used to this by now.”

“Really? How many times have you been married?”

“This is my fourth husband. When I was 22 I married a banker. He died, and then when I was 43 I married a circus performer. He ran away with a dancer. Then when I was 62 I married a minister, and he lived a long time.”

“What does your new husband do?”

“He’s a funeral director,” she said proudly.

The reporter laughed. “That’s quite a variety of husbands.”

“Oh, it always made perfect sense to me,” the woman said. “I married one for the money, two for the show, three to get ready, and four to go.”

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Romanian Axe Made Of Impossible Metal



An antique piece of aluminum is generating controversy and fueling theories that aliens visited Earth in the distant past. The shard of metal, which resembles the head of an axe, was discovered in Romania in 1973, when that nation was still part of the Soviet Union. The shard and two bones were found approximately 30 feet underground on the shores of the Mures River, near the town of Aiud. All three objects were taken to the Transylvanian city of Cluj for testing.

The bones were determined to be from a mammal 10,000-80,000 years old, but analysis showed that the lightweight metal was manufactured some 250,000 years ago. The findings were confirmed by a laboratory in Lausanne, Switzerland. More recent tests, however, suggest a younger age, although with a wide range—anywhere from 400 years old to 80,000 years old. Still, aluminum production began only about 200 years ago, making the metal much older than any previously found by archeologists.

The discovery has sparked speculation by UFO theorists, but a more practical explanation is at hand: A local Romanian historian believes it could have come from a German aircraft during WW II, although that doesn’t explain the artifact’s apparent ancient age.

LISA'S LOCAL LEDGER

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Spring is when you feel like whistling even with a shoe full of slush. ~Doug Larson

Spring Into Action

To get in shape for spring and summer, you don't need to do everything at once. Put one or two changes into practice, such as controlling your portion sizes or cutting back on added fats and sugars in your food choices. When you feel comfortable with your progress, try something else.

Add physical activity to your day. Spring weather makes it easy to get outdoors and get your recommended amount of daily physical activity. These activities can count toward your day's total exercise:

- Go for a brisk walk during your lunch hour or after dinner.
- Take the stairs instead of the elevator or escalator whenever possible.
- Skip the drive-thru car wash and wash the car yourself.
- Stretch your green thumb by doing some gardening. Consider growing your own fruit, vegetables and herbs.
- Walk in place while watching TV.
- When possible, ride your bike to school or work — or use it to run errands.
- Plan an active family vacation or a weekend outing.

Like good eating habits, regular physical activity needs to be part of everyone's healthful lifestyle. Remember, your goal is to make changes gradually so you can stick with them and won't have to repeat this process next year.

The beautiful spring came; and when Nature resumes her loveliness, the human soul is apt to revive also. ~Harriet Ann Jacobs

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