

Do You Have To Deal With Everyday Pain?

October 2010

If you suffer from pain, particularly from your back, fibromyalgia or migraines, you should try a healing technique that's been practiced for centuries – meditation. You can learn a three-minute exercise called A.C.E. in today's Service For Life!® Free consumer newsletter.

You'll also learn what products and practices you should avoid as an investor, three pieces of good advice you should give your college student, and the latest news about flu shots – plus funny jokes, trivia, and lots more. But first...

Here's what's happening in the real estate market. The following beach and marina sales stats are for Mandalay Shores, Hollywood Beach, Silverstrand Beach, Mandalay Bay, Seabridge, Westport, The Colony and HarborWalk as well as C.I. Waterfront Homes. Comparing the previous year's closings for the last 9 months to this year's we had:

17 Properties closed escrow in Sep 2010 (as of 9/28/10)

16 Properties closed escrow in Aug 2010

18 Properties closed escrow in July 2010

26 Properties closed escrow in June 2010

13 Properties closed escrow in May 2010

16 Properties closed escrow in Apr 2010

21 Properties closed escrow in Mar 2010

29 Properties closed escrow in Feb 2010

18 Properties closed escrow in Jan 2010

25 Properties closed escrow in Sep 2009

12 Properties closed escrow in Aug 2009

16 Properties closed escrow in July 2009

20 Properties closed escrow in June 2009

14 Properties closed escrow in May 2009

13 Properties closed escrow in Apr 2009

11 Properties closed escrow in Mar 2009

10 Properties closed escrow in Feb 2009

11 Properties closed escrow in Jan 2009

Finally, I want you to know, that you may call me for any reason. And please let me know if a friend, family member or neighbor needs a caring, competent real estate professional to help in buying or selling.

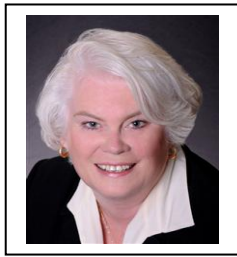
I truly appreciate your friendship and referrals. Enjoy your issue!

Warmest regards,

Florence

RE/MAX Gold Coast Realtors

P.S. Do you know how tricky telemarketers can fool you into answering your phone? Find out on page 2.



October 2010
Volume IV, #33
Oxnard, California

Inside This Issue...

Need Pain Relief? Practice
Meditation...Page 1

Should You Get A Flu Shot?...Page 2

Some Good College Advice...Page 2

Don't Get Caught In These Risky
Investor Traps....Page 3

Beat This Trivia Question and You
Could Win Dinner For Two...Page 4

The Importance Of Landscaping In
Buying Or Selling A House...Page 4



Florence's...

Service For Life!®

"Insider Tips For Healthy, Wealthy & Happy Living..."

Need Pain Relief? Try This...

If you're looking to relieve pain – try meditation. People all over the world have recognized the benefits of meditation for thousands of years. And recent studies show even brief training in meditation can help ease pain.

University of North Carolina at Charlotte researchers found that students who received a single hour of mindfulness training over three days significantly reduced their awareness and sensitivity to pain. Other studies show that meditation is particularly helpful to people who suffer from chronic back pain, fibromyalgia and migraines. Here's how you can get started:

- **Understand that most types of meditation have four elements in common:** 1) a quiet location, 2) a specific and comfortable posture, 3) a focus of attention, and 4) an open attitude.
- **Try this 3-minute exercise called A.C.E.** recommended by Psychologist Elisha Goldstein, PhD. Do it several times a day:
 - **Awareness.** Spend 60 seconds becoming aware of what is happening right now in your thoughts and emotions.
 - **Collecting.** Spend another 60 seconds collecting your attention on your breathing. Notice where you are breathing most prominently — your nose, chest or belly.
 - **Expanding.** Spend another 60 seconds expanding your awareness into your physical body and noticing sensations like tingling, warmth, pain and coolness at specific sites.
- **Practice.** Dr. Robert Bonakdar from the Scripps Center for Integrative Medicine says the idea is to relax your body and become aware of your pain without judging it or fixating on it. Instead of running away from pain, come to terms with it. The reduced tension helps ease pain.
- **Educate yourself.** You can buy books and tapes on all kinds of meditation techniques (mindfulness meditation, mantra meditation, relaxation response, guided imagery etc.) or seek out information on the internet. Try different techniques to see which one best suits you. If you have chronic pain, you might consider taking formal training.

Learn How To Maximize The Value Of Your Home!

Did you know there's a free consumer report showing which repairs and fix-ups will net you the most value for your home? It's call the "**Homeseller's Guide To Money-Making Fix-Ups**," and it's great even if you're not planning on selling soon. You can get a free copy by calling me at...805-701-8410

Word of the Month...

Studies have shown your income and wealth are directly related to the size and depth of your vocabulary. Here is this month's word, so you can impress your friends (and maybe even fatten your wallet!)

Bromidic (bro-mid-ic) adjective

Meaning: Stale, trite, or commonplace through overuse; clichéd

Sample Sentence: I don't like some of the new sitcoms that use so many bromidic jokes.

A Telemarketing Trick

Caller ID is the best way to identify telemarketing calls. Look for an 800 number, "Private" or "Unknown." But some collection agencies and others who want to hide their identities are using "spoofing" services that put a fake corporate name on your screen. Be sure to call the company back yourself before you give out info.

Best Careers

U.S. News listed these among the 50 best careers for 2010. Bet they'll be good for 2011 as well:

- X-ray technician
- Veterinarian
- Meteorologist
- Firefighter
- Special education teacher
- Computer software engineer

Be A Volunteer

Looking for volunteer opportunities? Go to www.volunteermatch.org

Quotes To Live By...

Never pick a fight with an ugly person, they've got nothing to lose.

—Robin Williams

I'm becoming a convert to the principle that you can't motivate people to do things, you can only de-motivate them. The primary job of the manager is not to empower but to remove obstacles

—Scott Adams

The road to success is lined with many tempting parking spaces.

—Source unknown

Should You Get A Flu Shot?

Despite all the publicity and serious worldwide concern about the H1N1 flu virus last year, many U.S. adults chose not to get vaccinated. As flu seasons approaches, here are some points to consider:

- The U.S. Centers For Disease Control reiterates that the flu is a contagious disease that can be life-threatening. They estimated that 60 million Americans contracted the H1N1 virus by March 2010. Some 270,000 were hospitalized and more than 12,000 died.
- The 2010-2011 vaccine will protect against 2009 H1N1 and two other flu viruses (an H3N2 virus and an influenza B). People who got the 2009 H1N1 vaccine (or had that flu) should still get the 2010-2011 vaccine.
- The CDC recommends that all people six months and older be vaccinated each year. Adults only need one shot while some children will need two. A new, higher-dosage vaccine will be available for people 65 and older. Most flu occurs from November through May. You should get the vaccine as soon as it is available in your area.

For flu prevention tips, see www.cdc.gov/flu/protect/habits/index.htm

Here's A Free, Valuable Resource...

If you'd like to receive a Free List of gorgeous homes, personally researched to meet your individual requirements (with no obligation whatsoever), please call me at 805-701-8410.

Some Good College Advice...

If you just sent your son or daughter off to college, chances are you gave him or her plenty of advice. Here are three points you may have missed, thanks to Trent Hamm of thesimpledollar.com.

Don't worry too much about picking a major early on. You don't have to know what you want to do right now. Try things you've never done before. This is the time to see what does or does not interest you.

The biggest value you'll get from college is your relationships with other people. Build relationships with students, professors, staff members, *anyone* you respect, admire and enjoy being with. They may help you with your career path and end up being your friends for life.

The biggest value you'll get from your classes is transferable skills. You'll learn to process information, manage your time and communicate (writing, speaking, presenting) with a variety of people. You'll get as much value out of learning *how to learn* a particular subject (say, Western Philosophy) than you may get out of the specific subject itself. These are skills you'll use no matter what career you pursue.

Don't Get Caught In These Risky Investor Traps

You're anxious to rebuild your nest egg but want to make sure you invest wisely. Here are some of the top products and practices you should avoid, according to the North American Securities Administrators Association:

Foreign Exchange Trading Schemes. Beware of salesmen who claim to have algorithms or propriety software programs that allow them to beat the market. State regulators have found situations where there are no trades; the money is simply stolen.

"Green" schemes. New energy-efficient technologies are popular, but be wary of those exploiting headlines related to the Gulf oil spill clean-up and "clean" innovations, such as wind energies or carbon credits.

Oil & Gas schemes. These investments tend to be unsuitable for smaller investors who can't afford the risk. While ventures can be legitimate, some promoters structure their "general partnerships" to avoid securities regulation.

Affinity fraud. Scam artists like to prey on groups, such as church members and professional groups. Seek further information from an unbiased, independent source.

Undisclosed conflicts of interest. Demand that anyone giving advice or recommendations disclose how they are compensated.

Private or special deals. Although properly used by many legitimate issuers, private offerings have become an attractive option for con artists who steal money by promoting special deals.

"Off the Books" deals. Be cautious if your broker offers an investment on the side instead of one sold through his or her employer.

Unsolicited online pitches. Fraudulent investment scammers are now using social media (Facebook, Twitter, Craigslist, YouTube) to solicit unsuspecting investors. Approach any unsolicited investment opportunity with suspicion.

How do you avoid getting taken? Do your homework, be skeptical and only do business with licensed brokers and advisers. Check out any adviser before you invest at a site such as www.adviserinfo.sec.gov. Report any suspicion of fraud to your state or provincial securities regulator.

Thank You, Thank You, Thank You!

Thanks to all of my clients and friends who support my practice and graciously referred me to your friends and neighbors! Rather than pester people with unwanted call and visits, I build my business based on the positive comments and referrals from people just like you. I couldn't do it without you!

Marion Klinger – 2153 Martinique is in Escrow
Barbie Mohammadi – 2227 Martinique is in Escrow

Brain Teaser...

You have a fox, a chicken and a sack of grain. You must cross a river with only one of them at a time. If you leave the fox with the chicken he will eat it; if you leave the chicken with the grain he will eat it. How can you get all three across safely?

(See page 4 for the answer.)

Can You Answer These?

- Why do we pay to get to the top of tall buildings, then use binoculars to look at things on the ground?
- Why does a dog get mad if you blow in his face, but then sticks his head out the window when you take him for a car ride?
- Why did we put a man on the moon before we realized it would be a good idea to make luggage with wheels?

Credit Card Tip

Be wary of an offer in your mail for a "professional card." These are normally sent to small-business owners or corporate executives but more people seem to be getting them. The catch? These cards aren't covered by the new protections of the Credit Card Accountability and Responsibility and Disclosure Act of 2009.

Other Great Uses For Your Microwave

- Warm plates. Sprinkle with water and stack them. Heat for 30 seconds.
- Zap sponges and dishcloths for 2 minutes to kill bacteria.
- Dry herbs. Wash; put between paper towels; and heat for 40 seconds.
- Heat fresh breadcrumbs to make them dry enough to use as a coating.
- Get more juice out of lemons and limes by heating 15 seconds.

Have A Laugh

After a husband and wife had an argument, they didn't talk to each other for days. Finally, on the third day, the husband asked where one of his shirts was. "So now you're speaking to me," his wife said. He looked confused. "Haven't you noticed I haven't spoken to you for three days?" she asked.

"No," he said, "I just thought we were getting along."

Thanks For Thinking of Me!

Did you know I can help you or any of your friends or family save time and money when buying or selling a home? Thanks for keeping me in mind with your referrals...and spreading the word about my services.

Brain Teaser Answer:

Take the chicken over first. Go back and bring the grain next, but instead of leaving the chicken with the grain, come back with the chicken. Leave the chicken on the first side and take the fox with you. Leave it on the other side with the grain. Finally, go back over and get the chicken and bring it over.

Is it Still In Your Driveway?

These are America's most stolen cars (vehicles 1-3 years old), according to the Highway Loss Data Institute. They all have the latest anti-theft technology, but you still can load them on a truck.

1. Cadillac Escalade
2. Ford F-250 pick-up
3. Infiniti G37
4. Dodge Charger HEMI
5. Corvette Z06
6. Hummer H2 4WD

Least stolen? The Volvo S80.

Customize Your Ads

Did you know you can customize your own weekly ads from Target? Go to www.target.com and click on My TargetWeekly. Among other things, you can request alerts when your favorite items go on sale.

THANK YOU for reading my Service For Life![®] personal newsletter. I wanted to produce a newsletter that has great content and is fun and valuable to you. Your constructive feedback is always welcome.

AND...whether you're thinking of buying, selling or financing real estate, or just want to stop by and say "Hi," I'd love to hear from you...

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“Who Else Wants To Win Dinner For Two at The Italian Job?”

Guess who won last month's Trivia Question? I'm pleased to announce the lucky winner of last month's quiz. And the winners are...drum roll please: Les Baker of The Colony was the first to correctly answer my quiz question.

What is the longest-running TV game show in U.S. history?

- a) Truth or Consequences b) The Price Is Right c) Hollywood Squares
d) Let's Make A Deal

The answer is b) The Price Is Right. The show, which debuted in 1972, is a revival of an earlier incarnation of the show, which aired from 1956 to 1965. So, let's move on to *this* month's trivia question.

What athlete has appeared on the cover of Sports Illustrated the most times?

- a) Jack Nicklaus b) Muhammad Ali c) Michael Jordan d) Magic Johnson

Call Me At 805-701-8410 OR Email Me At Florence@BchRealEstate.com

Real Estate Corner...

Q. How important is landscaping in buying or selling a house?

A. Good landscaping can increase your home's resale value by 14 percent, according to the Associated Landscape Contractors of America. Better curb appeal may speed up the sale by as much as six weeks.

Professionals recommend that you invest 10 percent of your home's value in landscaping. More than just plantings, this includes structural features such as lighting, outdoor rooms, fences and pools. Here are some helpful tips:

- ◆ **Determine what you need.** Are you landscaping to sell your home or to enjoy the property yourself for the longer term.
- ◆ **Get professional guidance.** Depending on the scope of your project and budget, consider hiring an arborist, a landscape designer or a certified landscape architect. Ask friends for recommendations or search web sites such as the one for The American Society of Landscape Architects.
- ◆ **Develop a plan.** Set your priorities — what needs to be done (have you solved that drainage problem?) versus what you'd like to do (put in an outdoor entertainment area). If you take a piecemeal approach, the result will look disorganized and cost you more money in the long run.

If you have any questions, or need capable and trustworthy representation, please call me at <<your number>>.

Get Free money-saving home tips at my web site: BchRealEstate.com