

## Brad and Benjamin's Home News

News To Help You Save Time And Money

October 2008

### Five More Minutes

While at the park one day, a woman sat down next to a man on a bench near a playground. "That's my son over there," she said, pointing to a little boy in a red sweater who was gliding down the slide.

"He's a fine-looking boy," the man said. "That's my daughter on her bike."



Is Brad's phone number  
in your cell phone?  
(858-204-8002)

Next time you see him show him his  
number and get a free gift card!

#### INSIDE THIS ISSUE

- To-Do Or Not To-Do?
- Why Did The Chicken...
- A Pain In The Neck
- How About A "Green" Halloween?
- Toys And Noise
- How To Get Better Information
- Why Buy Used?
- Women And Money Myths
- Can You Stroll To Better Health?
- A Musical For Every Mood

Then, looking at his watch, he called to his daughter. "What do you say we go, Melissa?" Melissa pleaded, "Just five more minutes, Dad. Please? Just five more minutes."

The man nodded and Melissa continued to ride her bike to her heart's content.

Minutes passed and the father stood and called again to his daughter. "Time to go now?" Again Melissa pleaded, "Five more minutes, Dad. Just five more minutes." The man waved and said, "OK."

"My, you certainly are a patient father," the woman commented.

Thank You for Not Keeping Us a Secret...

The man smiled and then said, "Her older brother Tommy died last year in an accident. I never spent much time with Tommy and now I'd give anything for just five more minutes with him. I've vowed not to make the same mistake with Melissa.

"She thinks she has five more minutes to ride her bike. The truth is, I get five more minutes to watch her play."

**Give someone you love five more minutes of your time today!**

Brad and Benjamin

## To-Do Or Not To-Do?

To-do lists have long been the traditional approach to managing schedules and commitments. But today there's a growing trend to get rid of the to-do list. Should you? That depends.

If your to-do list works for you, why throw it out? But if you're like a lot of people and you use your to-do list as a sort of ongoing, guilt-inducing reminder of things you need to do but keep putting off, then tossing it might be the best move for your emotional well-being.

Here's one way of dealing more efficiently with to-dos: As each task arises, ask yourself exactly when you're going to do it. Then write it on your calendar or put it in your electronic organizer, giving yourself an appropriate amount of time to accomplish it. When the day arrives, you'll look at your calendar and take care of the task at the allotted time rather than letting it loom on your to-do list every day.

### **See An Interesting Home?**

No need to wonder about the price. No need to call a high-pressure sales agent who will just make you feel obligated. My computers can send you the information quickly and easily for any house, listed or sold, anywhere in town.

**Just ask me! It's all part of my free, no-obligation HomeFinder Service.**

Leave the address on my voicemail, anytime, 24 hours a day, and I'll fax, mail or email all the information on that listing within 24 hours.

# Why Did The Chicken...

Here are some offerings from well-known authorities on the subject of why that famous - or infamous - chicken crossed the road:

## *September Quiz Answer*

**Question:** Who is the only Englishman to become Pope?

**Answer:** Nicholas Breakspear.

**Source:** [www.bbc.co.uk](http://www.bbc.co.uk)

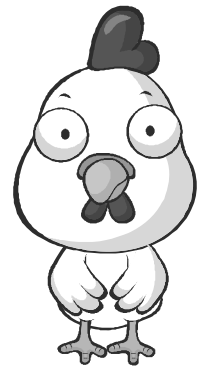
**ANDERSON COOPER, CNN:** We have reason to believe there is a chicken, but we have not yet been allowed to have access to the other side of the road.

**OPRAH:** Well, I understand that the chicken is having problems, which is why he wants to cross this road so bad. So instead of having the chicken learn from his mistakes and take falls, which is a part of life, I'm going to give this chicken a car so he can just drive across the road and not live his life like the rest of the chickens.

**DR. SEUSS:** Did the chicken cross the road? Did he cross it with a toad? Yes, the chicken crossed the road, but why it crossed I've not been told.

**MARTHA STEWART:** No one called to warn me which way that chicken was going. I had a standing order at the Farmer's Market to sell my eggs when the price dropped to a certain level. No little bird gave me any insider information.

**BARBARA WALTERS:** Isn't that interesting? In a few moments, we'll listen to the chicken tell, for the first time, the heartwarming story of how it experienced a serious case of molting, and went on to accomplish its life-long dream of crossing the road.



**GRANDPA:** In my day we didn't ask why the chicken crossed the road. Somebody told us the chicken crossed the road, and that was good enough.

**JOHN LENNON:** Imagine all the chickens in the world crossing roads together, in peace.

**BILL GATES:** I have just released eChicken2008, which will not only cross roads, but will lay eggs, file your important documents, and balance your check book. This



**DO YOU WANT TO  
FIND OTHER LOCAL  
BUSINESSES THAT  
GIVE OUTSTANDING  
CUSTOMER SERVICE?**

Request a free copy of my service directory or go to my web-site under the local partners tab. All of the businesses listed in it have a proven track record for providing the outstanding customer service you deserve.

**Make your own costume** or buy one at a second-hand shop. Or find some fun things to put together at yard sales. After Halloween, invite the kids to trade costumes with friends, and you're all set for next year!

**If you're hosting a Halloween party**, use email for your invitations instead of paper. Many cyber "card shops" have Halloween offerings, and a number of them are free.

**Recycle your pumpkin.** If whipping up some pumpkin pesto or pumpkin flan isn't your thing, you can still bake the pumpkin seeds and share them

with your neighborhood birds.

Looking for more ideas? Just google *green Halloween*.

## Toys And Noise

The American Speech-Language-Hearing Association warns parents that some toys - even those recommended for young children - can damage your child's hearing. Noisy toys include cap guns, musical toys, toy phones, horns, sirens, and even squeaky rubber toys. "When held directly to the ear - as children often do - a noisy toy actually exposes the ear to as much as 120 decibels of sound," the association states, adding that this is the equivalent of a jet plane taking off.

"Noise at this level is painful and can result in permanent hearing loss."

To lessen this risk, avoid noisy toys in general; look for volume controls on sound-producing toys; and teach your children not to put toys up to their ears.

**October Quiz  
Question**

**Who is the only U.S.  
President to serve two non-  
consecutive terms?**

# How To Get Better Information

It takes a good question to get a good answer. Yes, it would be nice if others remembered to give us *all* the details about something the first time the subject came up. But we can cut to the chase by controlling the way we ask questions.

Always try to have a "specific" in every question you ask. A specific is a word that prompts others to give you information. For example, don't say, "What do you mean?" Instead say, "What, precisely, do you mean by \_\_\_\_\_?" Don't say, "How much bigger is the job?" Instead say, "In what ways is the job bigger?" Training yourself to ask questions in this manner will not only make you a better communicator, but it will also encourage more effective communication from the people with whom you interact.

## Why Buy Used?

According to personal finance expert Gregory Karp, buying things secondhand is an especially good idea if you're uncertain how long you'll use the items. For example, if you're trying an expensive new hobby, such as golf, skiing, or camping, or if your child starts taking music lessons, it's better to buy used at the onset. "You can upgrade later when you're ready to make a commitment to the activity," he says. "You'll also be more knowledgeable about what type of equipment you'll need."

## Women And Money Myths

In the past, women were often taught some pretty silly notions about money, says *Nice Girls Don't Get Rich* author Lois P. Frankel. And even though a lot of these notions are outdated, many women are still affected by what they or their mothers or women of previous generations were taught. Most women have probably heard these ideas before; the question is whether they are affecting your finances in subtle or not-so-subtle ways. Here are some of the myths that have been passed along about women and money:



**It's just as easy to marry a rich man as it is to marry a poor one.** Many women were told or taught to rely on marriage

for financial security in the past, Frankel says, but marrying rich is just not something you can count on. And if you do marry rich, divorce and other factors could threaten your financial health if you rely on marriage alone for your financial stability.

**You don't need to focus on your career or earning power,** because you'll only be earning a second income. While that may be true for some women, you never know what life will throw at you - and you need to be well prepared through classes and trainings to empower yourself financially.

**Women aren't good with numbers or money.** Even though this may seem like an outdated idea, many women were raised with this belief and are still affected by it.

**Money can't buy happiness.** Frankel says that if you believe this, you need to be reminded that poverty will not buy happiness either. Money doesn't guarantee happiness, but it does allow for many choices that are not options if you are poor.

**It's better to do good than to do well.** Not true, because the assumption in this myth is that these two things are mutually exclusive. Rich people can do many good things for society.

**If you work hard, you will be rewarded financially.** Not necessarily true. You can work hard, without working smart. "Working smart" means focusing on your career so you can earn more.

*Have you seen all those new homes?*

*Did you know that I have represented a number of clients on the purchase of their new home? Many builders cooperate with agents and I have been successful in often getting my clients a much better price on their home than they could on their own. You may ask yourself why use an agent when buying from a builder?*

*The answer is that I can negotiate on your behalf and ensure you are getting the best deal. If you have any questions just give me a call before you even visit a builder's models and don't sign anything...Brad*

# Can You Stroll To Better Health?

The risk factors associated with a greater likelihood of developing heart disease, diabetes, and stroke are large waist circumference, high blood pressure, high levels of triglycerides, low amounts of HDL ("good" cholesterol), and high blood sugar. Having three out of five of these factors gets you a "MetS diagnosis" - metabolic syndrome. But you can change that just by walking.

In a recent Duke University Medical Center study, 41% of participants were diagnosed with metabolic syndrome (MetS) before walking for 30 minutes six days a week. After eight months of walking on this schedule - without making any dietary changes - only 27% still met the criteria for MetS.

## A Musical For Every Mood

Are you in the mood for some music? Then feast your ears - and eyes - on one (or more) of the American Film Institute's Top 10 musicals:

1. Singin' in the Rain
2. West Side Story
3. The Wizard of Oz
4. The Sound of Music
5. Cabaret
6. Mary Poppins
7. A Star is Born
8. My Fair Lady
9. An American in Paris
10. Meet Me in St. Louis

### *WELCOME NEW CLIENTS*

Here are some of the new clients who became members of our "Real Estate Family" this past month. We would like to welcome you and wish you all the best!

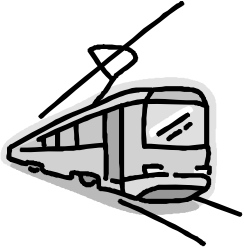
Bob Gottlieb

Rosie and Brooks

Dave and Leticia

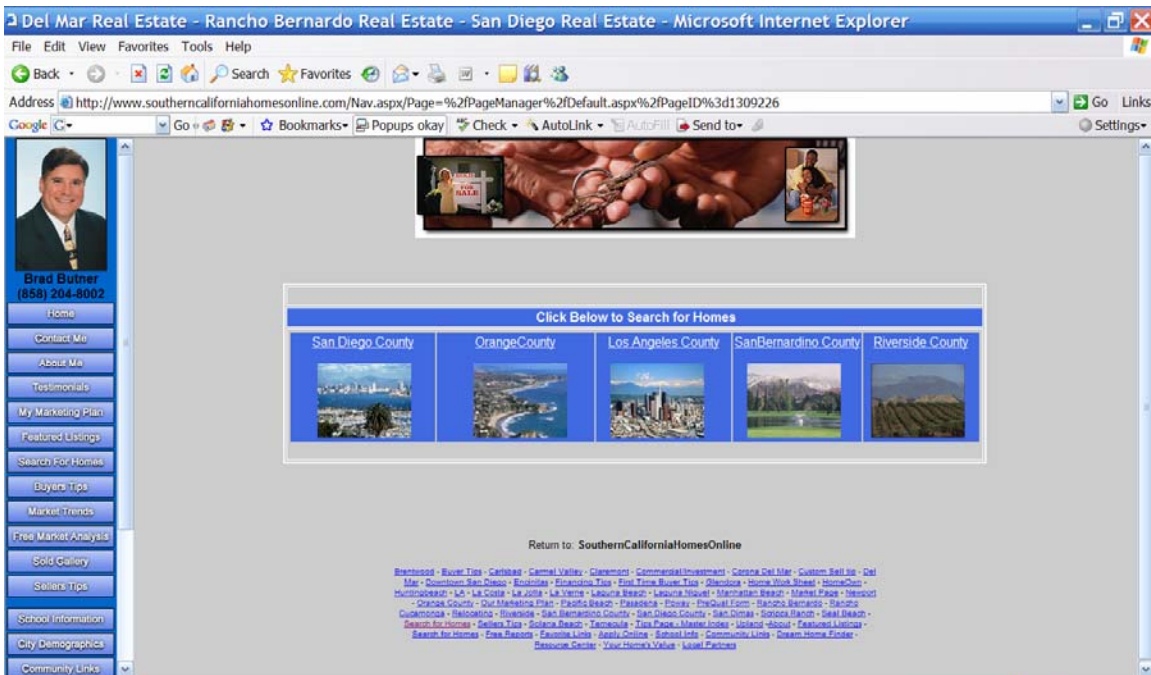
# Be Kind To Your Eyes

To lessen eye strain for computer users, the Nova Scotia Association of Optometrists recommends increasing the text size on your screen at least three times the size of the smallest text you can read. "If you have to lean forward or backward to read what's on the screen, the text is too small," says Dr. Paula Gaudet, president of the association. "Increase the point size until you can read it easily while sitting back comfortably in your chair."



## How To Commune On Your Commute

Career coach Rachele Disbennett-Lee recommends that people who have long commutes on public transportation regard that time as their own "me time" and to use it wisely to think, relax, and regroup. "Using the commute time for relaxation, such as meditating, leisure reading, and listening to relaxation tapes will help you arrive at your destination ready to tackle the challenges of the day," she says, "and then unwind from your day on your way home."



Welcome to my web-page where each month I will show you some of the free information that is available on my web-site... [www.SouthernCaliforniaHomesOnline.com](http://www.SouthernCaliforniaHomesOnline.com)

Above you will find my "Search for Homes" web-page where you can view homes throughout Southern California for FREE!

Recently I was asked what area I represent buyers and sellers in. My reply may surprise you but I represent buyers and sellers throughout Southern California for the simple reason that my clients trust me with their BIG DECISIONS because they want expert advice!



*Did you know?*

*A referral is sending someone you care about  
to someone you trust.*

*Your referrals are the most important part of my business  
and I have represented your referrals throughout Southern California  
including Orange, Riverside, Los Angeles,  
and San Diego Counties!*

Search for your perfect home anywhere in Southern California at  
[www.SouthernCaliforniaHomesOnline.com](http://www.SouthernCaliforniaHomesOnline.com)

**BRAD and BEN'S HOME NEWS**

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 (858) 676-1933 or mail it to:

Brad Butner, 11702 Via Chona San Diego, CA 92128 or just call me at (858) 204-8002!

www.SouthernCaliforniaHomesOnline.com email: Brad@Brad-Butner.com

Name: \_\_\_\_\_ Phone: \_\_\_\_\_
Address: \_\_\_\_\_ Email: \_\_\_\_\_
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ 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
( ) Free Credit Report
( ) 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:
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 Brad's Home News? Just provide me with their contact information, and I'll add them to my mailing list.

Name: \_\_\_\_\_
Address: \_\_\_\_\_
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

## *May I Ask You to Call Me?*

Just a quick note, to let you know how I can best serve the people you refer to me.

Recently a client asked, "What is the best way to refer people I care about to you?" The reason he asked was that in the past few weeks, he had recommended a friend and a colleague to me. I asked him the names of the people he referred. To our surprise, none of them actually contacted me.

The advice I gave him was to call me directly whenever he knew someone who could benefit from my service, and we could discuss the best way for me to connect with his friends and family. The good news is, now my client is calling me directly whenever the people he cares about need my service. The result is that his referrals are getting the advice they need to make the wisest real estate decisions.

When you want to refer a family member, friend or colleague to me, simply call me directly so we can discuss the best way to approach them. Remember, a referral is sending someone you care about to someone you respect.

Brad

Your Real Estate Consultant For Life...858-204-8002



Brad and Ben's Home News  
11702 Via Chona  
San Diego, CA 92128  
(858) 204-8002  
Brad@Brad-Butner.com  
[www.SouthernCaliforniaHomesOnline.com](http://www.SouthernCaliforniaHomesOnline.com)

Returned Service Requested