

Brad and Benjamin's Home News

News To Help You Save Time And Money

April 2009

Window Wisdom

A young couple moves into a new neighborhood. The next morning, while they're eating breakfast, the wife looks out the window and sees her neighbor hanging the wash on a line in the backyard.

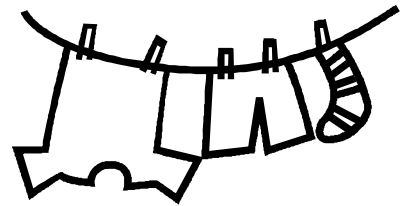
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A new Consumer Awareness Hotline explains all you need to know about buying a home in today's market. Learn the complete home buying process, including important information about how your credit record affects your loan and how to buy bank owned properties. Call (888) 253-1990, ext. 130 for a FREE Recorded Message.

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"That laundry isn't very clean," she said to her husband. "Our neighbor doesn't know how to wash correctly. Perhaps she needs better laundry soap."



Her husband looked on, but remained silent.

Every time her neighbor hung her wash to dry, the young woman would make the same comments.

After about a month, the young woman looked out the window and was surprised to see a nice, clean wash on her neighbor's line. She said to her husband, "Look! She's learned how to wash correctly. I wonder who taught her?"

The husband said, "Honey, I got up early

Thank You for Not Keeping Us a Secret...

this morning and cleaned our windows."

How's the view from *your* windows?

Brad and Benjamin

The Wit Of Winston

British Prime Minister Winston Churchill will always be remembered for his quick wit and succinct comebacks. Someone once remarked to him, "Who would want to live to be 90?" Churchill's reply: "Everyone who is 89."

ARE YOU RENTING OR DO YOU KNOW SOMEONE WHO IS STILL RENTING?

-Rates are low, home prices are still dropping, and sellers are desperate to sell...**TIME TO BUY**

-Renters can almost match their current rent payment by purchasing a home in this unique market

-First-Time Home Buyers are also eligible for a \$7,500 tax credit if you purchase before July 2009

Call me to day to get pre-approved and take advantage of these unprecedented opportunities!

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Otis' Ups And Downs

At America's first world's fair (New York City, 1853), an enthusiastic engineer made history in the Crystal Palace Exhibition Hall. Elisha Otis stood on a platform to demonstrate that the safety elevator he'd designed could not fall. He shocked his audience by dramatically taking a saber and cutting the only rope by which the platform was visibly suspended. Screams of horror rang out. But Otis, as planned, fell only a few inches before the spring mechanism he'd engineered was activated to halt his descent. "All safe, ladies and gentlemen, all safe," he reassured them.

Otis' safety elevator would shape the world's cities: Architects could build up, instead of out, because climbing flights of stairs ceased to be an issue. His invention would eventually carry people skyward from the Eiffel Tower to the Empire State Building.

Yet Otis Elevators had humble beginnings; the inventory listed in its account book of 1853 shows a total value of \$122.71. Today Otis is the largest manufacturer of elevators, escalators, and moving walkways in the world with more than \$10 billion in revenue. Otis elevators now lift the equivalent of the world's population once every nine days.

How To Become A Better Listener

Let's face it: Being a good listener is not as easy as it sounds. We've all drifted off into our own thoughts when we're supposed to be paying attention to what someone else is saying. Maybe it's because the subject matter is boring or the person is speaking in a monotone; maybe we're distracted by some personal matter that worries us. Whatever it is, these tips can help improve your listening skills:

1. Listen more than you talk.



2. Stay focused on what the other person is saying - not on what you're going to say next. Don't plan a story you want to tell while the person is still talking.

3. Never finish another person's sentences.

4. Resist the urge to dominate the conversation (see #1).

5. Give appropriate feedback, but don't interrupt.

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

6. Occasionally mirror back short summations of what the other person is saying to keep your mind from moving on to other subjects, and to assure the other person that you've understood what he or she has been saying.

Go Gray!

More than half of women over the age of 40 don't dye their hair, according to hair products manufacturer L'Oréal. The conclusion? The color gray is sending a message of self-acceptance and confidence like never before.

Silly Similes

Dictionary.com defines "simile" as "a figure of speech in which two essentially unlike things are compared, often in a phrase introduced by *like* or *as*." Here are some examples:

1. His thoughts tumbled in his head, making and breaking alliances like underwear in a dryer without Cling Free.
2. He was as tall as a six-foot, three-inch tree.
3. The little boat gently drifted across the pond exactly like a bowling ball wouldn't.
4. From the attic came an unearthly howl. The whole scene had an eerie, surreal quality, like when you're on vacation in another city and *Jeopardy* comes on at 7pm instead of 7:30.
5. Her vocabulary was as bad as, like, whatever.
6. Long separated by cruel fate, the star-crossed lovers raced across the grassy field toward each other like two freight trains, one having left Cleveland at 6:36pm traveling at 55mph, the other from Topeka at 4:19pm at a speed of 35mph.
7. John and Mary had never met. They were like two hummingbirds who had also never met.
8. Shots rang out, as shots are wont to do.

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!

Robb Benson
Robie and Michelle

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

April Quiz Question

What is the longest snake known in the modern world?

9. The plan was simple, like my brother-in-law Phil. But unlike Phil, this plan just might work.
10. The young fighter had a

hungry look, like the look you get from not eating for a while.

There's A Reason For Rules!

While keeping your kids active is a good thing, you might want to make sure they know the rules of the game when they're playing sports, says the Nationwide Children's Hospital.

In a two-year period, an estimated 98,000 sports injuries were caused by an action ruled illegal by referees or disciplinary committees. All told, 6.4 percent of high school sports-related injuries were due to illegal activity. The highest proportion of those injuries: girls' basketball (14 percent), girls' soccer (almost 12 percent), and boys' soccer (11 percent). The bottom line: Pointing out illegal activity to young sports players and encouraging them to modify their behavior could reduce their risk of injuries.

How To Save Money - And The Planet

Conserving water isn't just good for the planet - it's good for your wallet, too. Here are 12 ways you can reduce your water consumption:

- Don't let the water run when rinsing your dishes. Fill one sink with wash water and one sink with rinse water.

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.

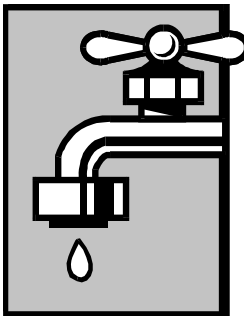
- Adjust your sprinklers so they're watering your lawn and not the sidewalks, fences, or street.
- Water your lawn and garden in the morning or evening when it's cooler to minimize evaporation.
- Run your washing machine only when it's full. This can save up to 1,000 gallons of water per month.
- Use your garbage disposal sparingly. Compost instead.
- Wash fruits and vegetables in a pan of water instead of under running tap water.
- Use organic mulch around plants to retain moisture.
- Use a broom instead of a hose to clean your driveway.
- Shorten your shower time by just one or two minutes to save up to 150 gallons of water per month.
- Put food coloring in your toilet tank. If you see it seep into the bowl without flushing, there's a leak in the tank. Fix it and you can save up to 1,000 gallons of water per month.

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.



- Turn faucets off tightly after each use.
- Designate one glass per person per day for drinking water to reduce the number of glasses going into the dishwasher.

Can You Lower Your Risk For Dementia?

An active social life might be the key to avoiding dementia, a study by Kaiser Permanente Southern California has found. Researchers say that the more socially engaged you are, the lower your risk for the condition. The study followed more than 2,200 women ages 78 and older for four years. The women who had larger social networks were 26 percent less likely to suffer dementia.

While previous studies have pointed to the helpfulness of social engagement, some of the results have been mixed. For instance, some studies found that being married was helpful, while other studies found it was not. In this study, however, the researchers report that marriage didn't make a difference in the dementia risk; it was the social network that provided the protection. Those women with at least one daily contact or more had a lower risk for dementia, and it didn't matter whether the interaction was made face-to-face, via telephone, or through email.

"To Educate And Empower"

On Thursday, April 23, millions of workplaces, employees, parents and children will celebrate "Take Our Daughters And Sons To Work Day."

The theme for this year's event is *Building Partnerships To Educate And Empower*, and the goal is to "encourage girls and boys to dream without gender limitations, and to think imaginatively about their family, work and community lives," according to the foundation Web site, www.daughtersandsonstowork.org.

March Quiz Answer

Question: The saguaro cactus is native only to which desert?

Answer: Sonoran Desert.

Source: www.nps.gov

The Canadian counterpart, "Take Our Kids To Work Day," occurs later this year on November 4. Learn more at www.takeourkidstowork.ca.

It's a Woulda, Coulda, Shoulda Market!

The housing market is on sale right now and in many neighborhoods you can now buy homes for as much **50% off** the peak selling prices of just a few years ago. And on top of that interest rates are at a 50 year low!

Give us a call to see what's on sale this month...

Brad 858-204-8002
and Benjamin 858-342-4998

Your Real Estate and Mortgage Consultants For Life...



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