

# Pratt Connection

~ News to Help You Save Time and Money ~  
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## Secret of Kinko's

Chances are good you've been to a Kinko's - there are over 1,500 of them worldwide. But did you know that Kinko's was started by a self-described "hyperactive dyslexic" who failed second and ninth grades?

Despite the challenges he faced in school, Kinko's founder Paul Orfalea persevered and went on to graduate from the University of Southern California. While he was a student he noticed a copy machine in the library and realized that few people had easy access to this new technology.

In 1970 he followed his entrepreneurial leanings and with a \$5,000 loan, opened the first Kinko's near the USC campus. The 100-square-foot space was in the back of a hamburger stand, so cramped that the copy machine had to be lugged out onto the sidewalk each day! And the company name? "Kinko" was Paul's nickname, his college friends' tribute to his wildly curly hair.

Paul's strategy of "see a need and fill it" - selling copies and school supplies to students - was so successful that by the close of the 1970s Kinko's had 80 stores, located primarily near colleges and universities.

By the end of the 1980s the company had expanded to service the small office/home office market with over 400 stores, and in the late 1990s and early 21st century Kinko's made Fortune magazine's list of the "100 Best Companies to Work For in America," Forbes list of "500 Biggest Private Companies," and Working Mother magazine's list of "Best Companies for Working Mothers."

In 2004, the FedEx Corporation acquired Kinko's, and today Paul Orfalea is involved in a variety of business ventures, teaching, public speaking, and philanthropic activities that help kids facing the same learning challenges that he once faced.

That's how you turn obstacles - into opportunities!



## An Irish Blessing

May you always have walls  
for the winds; A roof for the  
rain; Tea beside the fire;  
Laughter to cheer you; Those  
you love near you; And all  
your heart might desire.

## Just Fooling!

Why is April 1 also April Fool's Day? Well, the history of April Fool's Day isn't totally clear. There really wasn't a "first" April Fool's Day that we can pinpoint on the calendar. The closest point in time that we can identify as the beginning of this tradition was in 16th-century France. Back then, people observed the start of the new year on April 1 and celebrated in much the same way as today with parties and dancing into the late hours of the night. In 1562, Pope Gregory introduced a new calendar for the Christian world, and the new year fell on January 1.

However, with the slow communications of those days, many people didn't receive the news for several years. Others refused to accept the new calendar and continued to celebrate the new year on April 1. These backward folk were labeled "fools" by the general populace, subjected to some ridicule, and often sent on "fool's errands" or made the butt of other practical jokes.

This harassment evolved, over time, into a tradition of prank-playing on the first day of April. The tradition spread to England and Scotland in the 18th century and was then introduced to the American colonies of both the English and French. April Fool's Day developed into an international fun fest, with different nationalities specializing in their own brand of humor.

April Fool's jokes are in good fun and should never harm anyone. The best April Fool's joke is the one where everyone laughs, especially the person upon whom the joke is played.

# Holly's Household Corner



*A Reason for Spring Cleaning*

If for whatever reason you're feeling at your wit's end, it might be helpful to throw yourself into a therapeutic cleaning session.

Whatever's bothering you, it's likely that getting your home life in order will help you feel better on a basic level. The key is not to fall into the dark side of inactivity, which can lead to nonproductive thoughts.

Thinking about things is often helpful and raises awareness, but that's only if you are participating in productive thinking. Unproductive thinking can be a trap where your energy travels round and round (usually inside your head) and accomplishes absolutely nothing. In this case, it's better to follow the age-old advice of countless mothers and get busy.

## Gardens and Greenhouses



*"Spring Fever: April Lawn Care"*

April brings in warmer temperatures and spring rains, so now is a good time to seed, overseed, or sod the lawn. Be aware that newly seeded lawns may take two or more weeks to germinate in the cooler spring weather. If you have used a crabgrass pre-emergent, you will need to wait a few months before overseeding.

When weather conditions permit, remove excess thatch from your lawn and aerate it, if necessary. This should not be done too often, and is actually better done in the fall for our area's cool-season grasses.

If you didn't fertilize your lawn in March, do it now. April is also a good time to put down a spring pre-emergent to control crabgrass, if you haven't already. Again, watch for air temperatures above 60° F for 4-5 consecutive days.

Have your lawn soil tested if you haven't already, and apply lime or nutrients if needed.

Get your mower blade sharpened. Mowing with a dull blade tears the ends of grass blades, leaving ragged ends which later turn brown and encourages the spread of fungus.

<http://gardengal.net/page56.html>

Tackle the closet that gets on your nerves every time you open it because you're always meaning to get around to organizing it. If you have hardwood floors, do a thorough cleaning of them. Get rid of any little piles of clutter that are starting to build up. Wash your windows, vacuum under the bed, clean out your refrigerator and freezer. Getting rid of clutter and setting things to order can be the first step in making yourself feel better.

## In Debt?

A recent report compiled by financial experts says that one in four - or 30 million - working American adults "is suffering serious financial distress." The report took data from 11 major business-sponsored surveys and 10 academic research studies. The report indicates that those people are experiencing "overwhelming levels of financial distress."

The study also indicates that many people who are experiencing financial distress are living paycheck to paycheck. These people are worried about their retirement, and insecure about being able to adequately manage their personal finances. Many have given up hope that they will ever be able to catch up.

Forty to 50% of those who report they are financially distressed also say that their worries are negatively impacting their health; they have trouble maintaining their relationships; they lead socially limited lives; and their job productivity has fallen. Eighty percent of those workers said that they spend some part of their workday dealing with financial issues instead of focusing on their work.

Financially distressed individuals are not necessarily low-income earners. Financial stress can also be attributed to amounts of consumer debt and lifestyle (also known as living beyond your means). The report made four recommendations for financially distressed people:

1. Spend less than you earn. You need to live below your means, pay off debt and start saving.
2. Get a plan. This means you need to plan ahead - and determine the difference between needs and wants. Be practical and realistic.
3. Determine your best options for relieving your financial distress. For instance, ask yourself how you can cut back on expenses, increase your income, pay down debt, obtain reasonable loans to pay off high-interest creditors, and/or seek professional help from credit managers or attorneys if necessary.
4. Check to see if your workplace offers any financial education programs. If they do, sign up.

[www.cleveland-home-finder.com](http://www.cleveland-home-finder.com)

## Congratulations!

Welcome...

The Grove Family, Jim & Charlene Labiszak,  
Terry Narowitz, The DePaul Family, Pat Webster,  
Tom Fabek, and Peter & Kathleen Roman

Successfully Sold...

Scot Willett

Thanks for Your Referrals...

Kim Kapustik, Rick Cyngier and Chad Narowitz

I have time right now to work with 2 NEW BUYERS!  
Who is the next person you know that is paying too  
much rent? Please give me a call with their names!

*Referrals are the ♥ of my business!*

## What Are You Waiting For?

The market is HOT with inventory! Visit my  
website at [www.cleveland-home-finder.com](http://www.cleveland-home-finder.com).

**33710 Via San Angelo, Avon** - Stunning stone front home in  
Red Tail Golf Club. Walls of windows, beautiful wood floors  
and cabinetry, 3-story architectural design. \$399,900.

**11822 Ronald Dr., Parma** - 3 bedrm ranch in subdivision across  
from Tri-C. 1474 sq.ft. plus finished rec. rm. Attached 2-car  
garage. Needs your decorating touches. \$129,900.

**11161 Cinnamon Blvd., N. Royalton** - 7 yr old 2 bdrm, 2 bath  
cluster in Cinnamon Lakes. Clean & neutral decor, 1752 s.f.  
Master bedrm has 9x11 walk-in closet and bath. \$199,900.

**22942 Mastick Rd., Fairview Park** - 1 bedrm, first floor ranch  
condo in Old Orchard Complex. New carpet thru-out in March  
2007, L-shaped Living & Dining room, screened in porch. All  
appliances stay. \$79,900.

**24185 Wilderness Trail, Olmsted Falls** - Clean 4 bedrm, 2.5  
bath colonial on cul-de-sac. Beautiful! Huge kitchen w/dinette,  
formal liv/din rm, sun rm. great for entertaining w/  
fireplace. \$239,999.

**3587 Trailview Ct., Brunswick** - Pulte home built 2000, 4 br, 2.5  
bth, cul-de-sac lot. Immaculate! Master bath w/walk-in closet.  
1st floor laundry. \$229,900.

**689 Lafayette Rd., Medina** -1760 sq ft. Commercial building.  
zoned comm/retail. Needs work; lots of potential! \$99,000

**11523 Pearl Rd., Strongsville** - Move in condition! 3 bedrm, 2  
bath townhouse, central air, new carpet and decor. 2 car  
attached garage. Priced below market! \$124,900.

**10311 Foxwood Dr., North Royalton** - Bright 10 yr. young  
center hall colonial on 106 x 144 lot. 4 bedrooms, 3 1/2  
baths, Finished rec room and 3- car garage. \$277,900.

## Positive Thinking Corner

"The dictionary is the only place where success comes  
before work." ~ Anonymous

"Real generosity is doing something nice for someone  
who will never find out." ~ Frank A. Clark

"You miss 100% of the shots you don't take."  
~ Wayne Gretzky

"We cannot solve problems by using the same kind of  
thinking we used when we created them."  
~ Albert Einstein

**211 Clark, Berea** - Darling century double on quiet street.  
Close to BW, 1 bedrm each unit. Many updates, needs  
some more. Built 1871. Beautiful wood floors, remodeled  
baths and kitchens! Only \$114,000.

**23629 Woodhill, Brookpark** - 1800+ SF colonial nestled on  
cul-de-sac lot overlooking Metroparks. 4 bedrms, 3 full  
baths, 2 half baths. Inground pool, sun rm, fenced yard.  
Startling price of \$198,900!

**33612 St. Francis Dr, Avon** - French country stone & stucco  
home built in 2000. Very warm, rich decor! 3 bedrooms,  
loft, den, 1st floor master with glamour bath. Charming!  
Priced below market at \$359,900.

**4123 Gifford, Old Brooklyn** - Charming and well maintained  
3 bedrm colonial with 2 full baths. Updated eat-in kitchen  
& baths, beautiful hardwood work and refinished flooring.  
Close to highways. Priced below market at \$94,900.

## If You're in the Market...

Or know some one who is...

Attend my **Home Buying Seminar** on Tuesday April 17th  
from 6:30-8:30 pm at Olympia Candy Store, 11606  
Pearl Road, in Strongsville. Hear from me, your Real  
Estate Expert, First Security Mortgage and Premier Title  
about the home buying process, what you need to know,  
and how to avoid pitfalls. Call **1-888-761-8975** to reg-  
ister. Don't wait ~ seating is limited!