



# Pratt Connection

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Referrals are the of my Business! ♥

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## How Does the World See You?

Few of us get the chance to know how the world really sees us. In Alfred's case, his chance may have come through a case of mistaken identity.

Alfred worked with his father and brothers in their family-owned factory in St. Petersburg, Russia, producing land mines and other military equipment during the Crimean War (1853-1856). But once the war ended, the company went bankrupt and Alfred and his brothers had to search for new business ventures. Young Alfred began experimenting with a new substance called nitroglycerine and eventually invented dynamite - a product that changed warfare forever and made him a wealthy, powerful industrialist.

Alfred's brother Ludvig died in 1888, and some newspaper editors inadvertently mistook him for Alfred and ran the headline, The Merchant Of

Death Is Dead! Imagine what it would be like to pick up a newspaper and read of your own death and realize that history was not going to be kind to you or acknowledge - in Alfred's case - a lifetime of accomplishments that included writing dramatic works and poetry, fluency in five languages, and 355 patents for his other inventions.

But in his will, Alfred took a step that changed the way history remembers him. And now his last name is associated not with the invention of dynamite and Merchant Of Death, but with the creation of an award that honors men and women from all corners of the globe for outstanding achievements in physics, chemistry, medicine, literature, and the best-known award of all - the Nobel Prize for Peace.

How do you want to be remembered?



## Body Language

Crossing your arms seems to be a worldwide body language symbol of defensiveness, according to communication and negotiation experts Gerard Nierenberg and Henry Calero in, "How to Read a Person Like a Book." Often, when people cross their arms during a conversation it can indicate that they have withdrawn from communicating and are locked into their position. While you can't assume that someone's body language indicates exactly what he or she is thinking, you can try and use it as a signal to pay attention to your own communication.

Think of the times when you've crossed your arms. When did you do it? Did it mean anything? When you're engaged in conversation with someone and they cross their arms, do a mental checklist. Are you communicating in ways that are causing the person to shut down or feel defensive? Be honest with yourself, and do what you can to get the person to relax and communicate with you.

## VISIT MY WEBSITE

You can read this and past issues of the "Pratt Connection" on my website at [www.Cleveland-Home-Finder.com](http://www.Cleveland-Home-Finder.com). Share these newsletters with friends, family and co-workers. If you know of someone who would like to receive my newsletter by mail, forward their address to me at [hpratt@remax.net](mailto:hpratt@remax.net) or call me at 440-925-6774.

## Before You Get Too Angry...

Consider this idea. Whether the situation involves your child, spouse, colleague, boss, or another driver, when you're angry, it's probably not a good idea to make a decision until you're past the initial stages of the emotion. This is a great way to avoid making decisions you may regret, and you'll garner respect for your position of non-reaction while you're processing your feelings.

# Holly's Household Corner

*"Summer Cleaning  
Checklist"*



Depending on your climate, summer is probably your favorite or least favorite season. In most areas of the country, it does get a little hot to be tackling big outside jobs under the sun. You can do the outdoor jobs early in the season when it's tolerable outside, and you can do the indoor jobs late in the season in the air-conditioned house!

**Windows:** Every summer, you should clean your outside windows, screens, and shutters. It is necessary to remove the screens before cleaning the screens and windows, but it is not necessary to remove the shutters. Always use a broom to remove spider webs and dirt before using water. If you have a large number of windows or a two-story house, buy a window washing mixture that hooks onto your garden hose and makes the job much easier.

**Mattresses:** Twice a year (summer and winter), you should clean all of the mattresses in the house to keep dust mites under control. Vacuum the top of the mattress, move the mattress and vacuum the box springs, then flip the mattress and vacuum the new top of the mattress. For further protection from dust mites, add a hypo-allergenic mattress pad and wash your sheets in hot water.

## Gardens and Greenhouses



*"Emerald Ash Borer Symptoms"*

Emerald Ash Borer (EAB) is an invasive, ash tree-killing insect easily moved through firewood, ash logs, ash nursery stock, and parts of an ash tree. For that reason, all Ohioans should monitor their ash trees for signs of the beetle.

The first step in (EAB) detection is determining if you have an ash tree. Once the tree has been properly identified, check ash trees for the following symptoms:

- Distinct, D-shaped exit holes in the bark
- Serpentine-shaped tunnels under the bark on the surface of the wood
- Young sprout growth at the base of the tree
- Unusual activity by woodpeckers
- Thinning canopy of the tree
- Vertical splits in the bark

If your ash tree has three or more symptoms, particularly the D-shaped exit holes in the bark of the tree, contact the Ohio Department of Agriculture at 1-888-OHIO-EAB or visit, [www.ohioagriculture.gov/eab/plnt-eab-checklist.stm](http://www.ohioagriculture.gov/eab/plnt-eab-checklist.stm).

**Decks & Driveways:** Early summer is a great time to do these once-a-year cleaning jobs. Don't use a power washer! They can destroy your deck and driveway. For outdoor decks, use a diluted mixture of TSP or deck cleaner, then use a push broom or stiff brush to scrub clean; rinse well. For asphalt driveways, use 1 scoop of laundry detergent in one gallon of water. For concrete driveways, use 1/4 cup dishwashing detergent to 1 gallon of water. Scrub with a push broom; rinse well. Treat grease stains with kitty litter or dry cement left to absorb the stain and then swept away.

**Air Conditioning Units:** Window units should be thoroughly cleaned at the end of the season. Unplug the unit and take off the front cover (on the inside). You can gently vacuum the coils with a brush vacuum attachment. Clean the filter for the last time of the season. If you have a central AC unit, you should turn off the power to the unit, check the outside for any debris, spray it down with a hose, and then cover the unit. Purchase and attach an outside cover to protect the unit from the elements during fall and winter.

**The Pantry:** It's time to sort through your pantry (summer and winter), throwing away whatever has gone bad or won't be used. This doesn't have to be a big job. Just drag over a big trash can and get started. Pay attention to "Use By" dates. If the date hasn't passed but is coming up and you're not going to use the item, toss it. You should throw away any cans that are dented or are missing labels.

## Opportunity Knocks

Do you think that opportunity only knocks once? If you do, Richard Carlson, author of "Don't Worry - Make Money," says you're buying into one of the most perpetuated myths in our culture.

Carlson argues that this kind of thinking inspires people to do things they really don't want to do, and that it's based on a "never enough to go around" mindset that just isn't true. Thinking that it's "now or never" often encourages bad decision making, he says. For example, you might take a job you don't want or move to an area that doesn't suit you.

The world is rich with ever-increasing opportunity, says Carlson. The world is in need of creative people, and everyone has unique gifts and talents to offer. You just have to figure out how it's going to work for you. There are thousands of jobs out there that you can do. There are thousands of business opportunities. But first you have to overcome your fears: the fear of not having enough, and the fear that you only get one shot and then it's over. It just isn't so. Your life will be filled with great opportunities over and over again.

# Dads Want More Time with the Kids

According to CareerBuilder.com and CNN.com, 37% of working dads say they'd dump their jobs if their spouses or partners made enough money to support the family. Thirty-six percent said they'd take a pay cut to be able to spend more time with their kids. Other findings include:

24% of working dads feel work is negatively affecting their relationships with their kids.

48% reported missing at least one significant event in the past year of their child's life because of work.

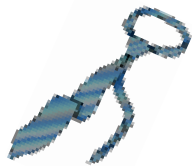
18% reported missing four or more significant events in their child's life in the past year due to work.

27% of working dads say they spend more than 50 hours a week working. Eight percent reported working more than 60 hours per week.

25% of working dads say they spend less than one hour per day with their children. Forty-two percent say they spend less than two hours each day.

36% of dads say their companies do not offer flexible work arrangements for them.

## No Ties, Please



Shopping for Father's Day, Sunday, June 15? Well, according to an online survey by InteractiveDad.com, nearly 30% of dads said a tie is their least favorite gift to receive. Other non-favorites? Twenty-one percent said cologne or aftershave; 16% said underwear; 15% said socks; 14% said power tools; and 13% said electronic gadgets.

So, what do dads want? 36% of dads said they want dinner out with their family as their Father's Day gift.

*Referrals are the ♥ of my business!*

Thanks for Your Referrals...

John Beutow, Del Lekan, Chuck Coughlin,  
Mike & Amber Felder, Tom France and  
David Bishara

## Positive Thinking Corner

### "Why Try?"

Commit yourself to a dream.

Nobody who tries to do something great but fails is a total failure. Why? Because he can always rest assured that he succeeded in life's most important battle:

He defeated the fear of trying.

## Thanks, Honey!



No one would ever make light of the discomfort from a bee sting, or minimize the potentially fatal results of a bee sting to someone who's allergic. Then there's the problem of bee colonies coming to live in your attic, backyard tree or other location too close for comfort. Yes, sharing our space with bees is a challenge - and it's also a blessing.

There are thousands of bee species, but the two we are most familiar with are bumblebees and honeybees. It's domesticated honeybees - and their pollination activity - that bring us one mouthful in three of the foods we eat, either directly or indirectly. Directly when we're eating any of the 90 crops honeybees pollinate, from almonds and apples to cucumbers, oranges and zucchini; indirectly when our food comes from animals that consume crops dependent on honeybee pollination. Many flowers also need bees to bloom, and don't forget fragrant beeswax candles, and that sweet bee by-product: honey!

Honeybees tend to sting when the colony feels threatened or when you swat at or step on one. The U.S. Agricultural Research Service (ARS) suggests, "Generally, if you leave a bee alone, it will leave you alone." If a colony has moved in too close for comfort, contact your city or county health service or a professional exterminator for advice - do not try to remove the colony yourself.

So, while it's best to avoid all bees, it's good to remember how meager our menus would be without them. And the next time you sink your teeth into a juicy, crunchy apple or a sweet, cold slice of watermelon, remember they're brought to you by bees and say, "Thanks, honey!"