

In Touch With BOB

April 2009

"Making Friends One Home at a Time"

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April is a month of exciting changes in housing!

You could say April is the month of miracles, at least it is this year. In 2009, Passover and Easter fall in the month of April, two ancient religious holidays with miracles at the center of the celebration.

The miracle of the annual rebirth of Nature is taking place too. The Redbuds are blooming, daffodils are shooting up, and the dogwoods are gearing up for the annual Dogwood Arts Festival. One place of the annual festival can be found in this month's "Best Kept Secrets In Knoxville."

But apart from the traditional celebrations, there are a lot of really wonderful things happening out there for

people. For one thing, in my business we are seeing many happy buyers, people who are getting the bargain of their lives on wonderful properties. And the new stimulus, and mortgage assistance bills have given many people a new chance to own a home. Discussion and indicators on both the national and local level point to real estate purchases and sales increasing.

If you are looking for your own April housing miracle, either to buy or sell, I hope you will give me a call. As your "Dream Facilitator" I can make it happen!

Bob

Congress smoothes out the road for first-time home buyers

The 2009 economic stimulus bill, passed in February, offers first time home buyers a nifty perk: A 10 percent tax credit up to \$8,000 for home purchases made in 2009.

The tax credit is limited to buyers who have never purchased a home or those who haven't owned a home in three years.

Last year Congress passed a similar tax credit but there is one significant difference between that one and this new credit: You don't have to pay back the new credit.

In addition this new credit is 'refundable.' That means the credit pays for the taxes you owe and if the credit is more than the taxes owed, you get a check for the difference.

The tax credits make the decision of whether to rent or own a much easier one and it seems buyers are making their move.

The most recent home sales figures (from December 2008) show a 6.5 percent increase in home sales. This

surge in home sales, especially in the Midwest and South, suggest that tax credits, plus favorable buying conditions have made home ownership very affordable.

Right now, interest rates are at 5 percent or lower while home prices are very reasonable. Some experts say the combination has made homes more affordable today than they have been in 20 years.

That means you can own a great home sometimes for the same cost as renting.

Homeownership has been called 'The American Dream,' because homeowners take great pride in owning a slice of America. As a homeowner, you can make your home and your lot into exactly what you want, tailoring it to suit your tastes and life style.

What many non-homeowners do not realize is that a home, and the improve-

ments made on it, increase in value over time. That is one reason why homeowners have a net worth 35 times greater than the average renter. According to David Bach, author of *The Automatic Millionaire Homeowner*, real estate is the best way to take an ordinary income and expand it.

"As long as you're alive, you have to live somewhere. Why not let where you live make you rich?" Bach writes.



Homeownership is a path to financial security

Owning a home is a keystone of wealth,
both financial affluence and emotional security.

Suze Orman



Ask the expert



List price

Q Is the 'list price' on a property negotiable?

A The list price is never ironclad. A seller is not obligated to sell at the list price even if someone wants to pay it. The final home sales price is usually different than the list price.

If the seller wants to sell and the buyer wants to buy, the price is almost always negotiable. On the other hand, sometimes nothing is. If that seems contradictory, remember that everything depends on circumstances: How many buyers there are in the market; how many sellers there are; the motivation of the seller; the desires of the buyer.

Obviously, in hot markets where houses rarely stay on the market for a month, sellers will be much less likely to negotiate. They usually don't have to negotiate. After all, they think there will be another buyer coming around soon.

On the other hand in normal times, sellers who have to change jobs or buy a bigger house might have to get a buyer quickly. In those situations, sellers might be willing to negotiate the price on their house.

Knoxville's Best Kept Secrets: A Perfect Time of Year To Visit This one

You've driven by it a million times. You know, right there on the river side of Kingston Pike near Neyland drive. You've seen the sign. You've always wondered "What is that place?" Well now you are about to learn about one of Knoxville's Best Kept Secrets.

That beautiful house with the pretty flowers out front is the Historic Crescent Bend House & Gardens. Located at 2728 Kingston Pike it was named Crescent Bend because it is on a bend in the Tennessee River. It was built in 1834 by Drury Paine Armstrong, (1799-1856) at an estimated cost of \$5,517. Armstrong was one of the largest landowners in the Great Smoky Mountains in the antebellum era. In addition to the 900 acre working farm at Crescent Bend, Armstrong held title to over 50,000 acres of mountain land, which today would make up more than 10% of the Great Smoky Mountains National Park.



The Armstrong-Lockett House (named for the first and last families to live in the house) at Crescent Bend is one of three houses, including Bleak House and Westwood, built on Kingston Pike by descendants of the Armstrong family. It is now a museum, owned, operated and maintained by The Toms Foundation, a non-profit foundation established in 1952 by Mr. William Perry "Buck" Toms.

Crescent Bend houses an extensive collection of fine antiques from notable artisans like Michael Allison, Honore Launier, Benjamin Frothingham, Samuel McIntire, and Sir Thomas Lawrence.

It also contains an outstanding collection of American and English Silver with work from silversmiths like Paul de Lamerie, and Paul Storr. Also included in the collection is the work of seven women silversmiths including the works of Elizabeth Godfrey and Hester Bateman. In addition to the exhibits visitors can learn about the mystery surrounding a hidden trap door and how Jean Zuber designed wallpaper made its' travels to Crescent Bend by way of a United States President and a Pirate.

The William P. Toms Memorial Garden at Crescent Bend contains three acres of formal Italian terraced gardens consisting of perennials, Japanese Maples, roses, and thousands of colorful blooming annuals set to the music of dancing waters from five large fountains. It is often the background for formal weddings and celebrations.

This time of year brings a large number of special events to Crescent Bend. It is time for the Tenth Annual **TULIPTIME at CRESCENT BEND Festival**. Normally, 20,000 tulips are planted each year to serve as the backdrop for a variety of special activities and exhibits. This year, an additional 10,000 bulbs were planted, for a total of 30,000 tulips, to celebrate the 10th anniversary of TulipTime and the 175th Birthday of Crescent Bend.

Special events of **TULIPTIME** include Riverboat Luncheon Cruises, High Teas, a Funny Bunny Easter Tea Party, Weekday Picnics, a Guided Bus Tour of the Historic House Museums of Knoxville, and a History Lecture & Book Signing by Knox County Historian Steve Cotham entitled, "Crescent Bend, the Armstrong Family, and The Great Smoky Mountains."

For more information call Brett Grimm at 865-637-3163. Tell him Bob sent you.

You can also e-mail me for more information.

But there is always the issue of whether the negotiation is a good deal. That's why sellers need an experienced real estate agent. The agent can do a market comparison of properties in the area. This helps to give the seller a good idea of whether a buyer's offer is reasonable or not.

Agents will also have experience with the dozens of factors that can change the terms of a deal. Some of these factors include: The

amount of cash the buyer puts down; the terms of the loan; the appraisal of the property versus the price the buyer wants to pay.

Every negotiation to buy a house is unique and is a result of buyer and seller coming together to agree on the property. If you see a house that you love, but it seems to be a bit out of your price range, don't hesitate to ask your agent about it. You can always make an offer and, who knows?, you might end up with the home of your dreams at a dream price!





House hunters scoop up the bargains

Drawn by the real estate opportunity of a lifetime, thousands of small investors are stepping back into the market, say the experts quoted *Fortune*.

They're not the only ones drawn by bargain prices on everything from single-family homes, to duplexes and apartment houses. In December, there was a 6 percent increase in the sale of existing homes. (In January, new home construction figures were rising as well.)

Here's how to get the best deals:

- * Work with your real estate agent. The agent will be familiar with available properties and circumstances of the sellers. It's important to know how long properties been on the market, which properties are entering foreclosure proceedings, and which homes are in good condition.

- * Your real estate agent will be up-to-date on current government offers for home buyers and mortgage interest rates.

What you can do to help:

- * Be prequalified by your lender in order to close a loan quickly.

- * For properties in foreclosure, be prepared with a cash down payment.

- * Consider a "short sale." Your real estate agent can negotiate on your behalf with a bank and a homeowner about to go into foreclosure. It allows you more time to arrange financing. Since the lender has fewer costs, you could get a better price.



Today's investment puzzle: Is a Roth IRA right for you?

With the value of most traditional IRAs lowered because of stock market problems, this could be a great time to convert to a Roth IRA.

Each dollar you convert is taxed as ordinary income, so fewer dollars mean less tax. If you are under age 50, you can contribute \$5,000 a year to a Roth. If you are 50 or over, it's \$6,000.

Contributions to a Roth can be withdrawn without penalty at any time.

Distributions, interest and dividends are tax-free if you are at least 59 1/2 and the account has been established for longer

than five years.

You can contribute after age 70 1/2 as long as you have earned income. There are no required minimum distributions during your lifetime.

Another benefit of the Roth: Tax-free distributions can be passed to your beneficiaries.

It's easy to open a Roth IRA. It can be done online at Wachovia bank and many others.

You can choose from a full range of investments, including stocks, bonds and

Housing affordability is highest since 1988

A new index by the National Association of Realtors shows that many more people can afford to buy a home today, more people, in fact, than in more than the previous 20 years. It recently set the affordability index at 158.8.

That means a household earning the median family income of \$61,058 would have 158.8 percent of the qualifying income to purchase the median-priced existing single-family home (\$174,700) with a 20 percent down payment.

When buying that particular home, after a 20 percent down payment, the monthly payment on a 30-year mortgage at 5 percent interest would be about \$750 per month.

When buying a home for \$100,000 with a 20 percent down payment, the monthly

payment on a 30-year mortgage at 5 percent interest would be about \$430 a month.

Many homes in various parts of the country could be purchased for \$75,000. With a 20 percent down payment, the monthly payment on a 30-year mortgage would be only \$322.

Homes can often be purchased with a down payment of less than 20 percent, but the buyer would have to take mortgage insurance, which raises the amount of the monthly payment.

Still, there hasn't been a better time to buy a home in many years.





Earth Day, April 22

***Two must-haves
during a recession***

Al Neuharth, founder of USA Today, says the must-haves are realism and optimism. Having lived through many recessions and one depression, the 84-year-old has some sound advice.

* Realism means tightening your belt. Spend only what is necessary and funnel what you can into the future.

* Optimism means investing now in everything worthwhile you can afford, such as new ideas and new products. Neuharth says the best time to market anything new is during a recession.

If you invest in the future, the best of times are ahead for you, he says.

***Should Boys Help
With the Housework?***

There are probably good reasons why there has been a 25 percent drop in the amount of housework kids do today as compared with 30 years ago.

Kids spend more time on schoolwork, youth groups and athletics. And parents do less of it themselves because of modern appliances and hiring help to do it for them.

In any case, parents are more likely to assign household chores to girls. But studies at the University of Maryland show that girls hoped to share housework and child care with spouses when they marry. And studies reported in the American Journal of Sociology show that marriages are more stable when domestic duties are shared.

What else can you tell your son about doing chores? Remind him that he will probably have his own apartment in a few years. He should know how to care for his own place.

At the University of Massachusetts Amherst, sociologists say housework helps to develop the habit of serving others. Stocking the bathroom, cleaning up, and mowing the lawn help boys learn that the world is not all about them.

Teach your son about cooking and nutrition, both helpful skills for family life.

Since its first celebration in 1970, Earth Day has become an international event. Though it doesn't draw the crowds and hoopla it did about 40 years ago, its message is still clear: Save the Earth.

One of that directive's primary tasks involves reduction of the greenhouse gases we produce by burning fossil fuels for electricity, heating, transportation and all other uses. Greenhouse gases add to global warming.

For individuals, the "carbon footprint" is mainly a calculation of how much power they use. They generally want to contribute less carbon to the atmosphere, which would also save them some money. Here are some ways to do it.

* Don't waste power. When not in use, turn off the lights, television, telephone charger, DVD player and anything else that runs on electricity.

* Set the timer on your central thermostat. Heat or cool less when you are at work or sleeping.

* Plant a tree. Trees remove carbon dioxide from the air and help to conserve energy used for heating and cooling.

* Wash more dishes or clothes for the same amount of electricity. Fill the machines for a bargain run.

* When cooking, use only as much water as you need. Food will cook faster and it will cost less to heat the water.

* Save time, money and greenhouse gases by doing outside errands more efficiently. Do four or five errands and shopping stops in the same outing.

* Defrost your refrigerator and freezer regularly. They will use much less electricity.

All these carbon footprint reductions not only cost nothing, they save money.

If you invest money for them up front, these energy savers will pay for themselves in one to four years.

* Buy energy-saving light bulbs. Compact fluorescent cost more but they only use one-third the amount of electricity that conventional light bulbs use.

* Replace your refrigerator or freezer if it is 15 years old or older. New units use less electricity. Check the energy effi-

ciency label to determine which unit is best.

* If you heat with an older boiler, replace it with one of the new, energy-efficient units.

Dreams are renewable. No matter what our age or condition, there are still untapped possibilities within us.

Dale Turner

Motivation is a fire from within. If someone else tries to light that fire under you, chances are it will burn very briefly.

Stephen Covey

One-half of life is luck. The other half is discipline, and that's the important half. Without discipline, you wouldn't know what to do with luck.

Carl Zuckmayer

Heaven is full of answers to prayers for which no one bothered to ask.

Billy Graham

My basic principle is that you don't make decisions because they are easy; you don't make them because they are cheap; and you don't make them because they are popular. You make them because they are right.

Theodore Hesburgh

We probably wouldn't worry about what people think of us if we could know how seldom they do.

Olin Mill

You can never earn in the outside world more than you earn in your own mind.

Brian Tracy

Three grand essentials to happiness in this life are something to do, something to love, and something to hope for.

Jose Addison

My mind is a garden. My thoughts are the seeds. My harvest will be either flowers or weeds.

Mel Weldon

The only way to multiply happiness is to divide it.

Paul Scherer

Before beginning a hunt, it is wise to ask someone what you are looking for before you begin looking for it.

Winnie The Pooh

It is good to have an end to journey towards; but it is the journey that





His request approved, the photographer used a cell phone to call the local airport to charter a flight. He was told a twin engine plane would be waiting for him at the airport.

Arriving at the airfield, he spotted a plane warming up outside a hanger. He jumped in with his bag, slammed the door shut, and shouted, "Let's go."

The pilot taxied out, swung the plane into the wind and took off. Once in the air, the photographer instructed the pilot, "Fly over the valley and make low passes so I can take pictures of the fires on the hillsides."

"Why?" asked the pilot.

"Because I'm a photographer for Fox Cable News," he responded. "And I need to get some close up shots."

The pilot was strangely silent for a moment. Finally, he stammered, "So, what you're telling me is, you're NOT my flight instructor?"

Beware the House That Jack Built.

W. Bruce Cameron

The Internet has gone a long way toward eliminating middlemen from commercial transactions, allowing consumers to have easy access to all sorts of great scams. Take home buying, for example. Why pay a real estate agent to screen houses for you when the Internet enables the seller to lie to you directly? You just enter the features you're looking for and pull up a list of places that the sellers claim will match your criteria (though my son was disappointed to discover you can't specify a house with a view of Jessica Alba).

Because of the softening in the housing market, I recently spent some time shopping for a home, hoping I could pick up a colossal mansion for 10 bucks. What I discovered is that while real estate agents are strictly regulated on what they can say in their ads people who are selling houses without real estate agents often use the same terminology as the pros, but with slightly different definitions, like this:

Price recently reduced: It used to be priced "way, way too high"; now it's priced merely "way too high."

Recently updated: We just now hung a new calendar in the kitchen.

Hardwood floors: We had to pull up the carpet because of the fungus.

Floor-to-ceiling windows: Ceiling is window height.

Den could be a third bedroom: If you don't mind sleeping standing up.

Breathtaking views: You don't want to inhale near the Dumpsters.

A gated community: All the residents have bars on their windows.

Open floor plan: We couldn't afford walls.

Convenient location near the interstate: People driving by can see into your shower.

Unique windows: Most people would have used glass in-

stead of plywood.

Great starter home: It's a halfway house.

Recently landscaped: The dog just dug holes in the yard.

Great fixer-upper!: You're gonna want to fixer the lower, too!

Fun, active area: The house backs up to the exercise yard of the local jail.

Great investment home: You can't actually live there yourself.

Custom paint: The house was painted in 1970, back when that was the custom.

Huge sunroom: If you look up through the hole in the roof, you can see the sun, which is huge.

Wonderful agricultural area!: Many of your neighbors use their basements to grow marijuana.

Peaceful neighborhood: The truce between gangs is still holding.

Nestled at the bottom of a hill: Formerly nestled at the top of the hill.

Lovely golf-course location: If you want to step out into the back yard, you'd better wear a helmet.

Seller motivated: He's had it with all the gunfire.

Hurry, this won't last!: The whole place is about ready to collapse.

Beautiful wood molding: The beautiful ceiling is molding, too.

Fountain in backyard: The hose leaks.

Wonderful old tree: Too bad it fell on the house.

New driveway: This house is so bad the only thing we could think to brag about is a patch of concrete.

Minutes away from shopping, schools and parks: 139 minutes, to be exact.

A homeowner's dream come true: It's that dream where the roof leaks and the neighbors sell crack.

After wading through listings like these, I've concluded that I prefer a house with bay windows over one with bullet holes.

I want a yard that's large enough that I can spot my neighbors coming, especially if they're the rude kind like my neighbor Tom, who's always demanding I return his tools.

And I'm certainly not going to buy a home from someone like the woman I met this morning, who said she "isn't sure she has accounted for all of her cats."

You may not get a great deal buying a house for sale by owner, but you do get to meet some interesting people.

What I really want to do is buy a house on the last day of the current slump, or downturn, or blip, or blump, or whatever it's called, and then I want a guarantee that the market will reverse its decline and generate the kind of profits that are always associated with the word windfall.

Put that in the ad and I'll buy it!





Inquiring Minds Want To Know!

Questions:

- ◆ Are we at the end of our 17-month long recession?
- ◆ Has the housing market reached bottom?
- ◆ Is the house market starting to recover?
- ◆ Should we wait for mortgage rates to go lower?
- ◆ Should we refinance an existing home loan?

My crystal ball is still in the shop but a sampling of headlines from The Wall Street Journal and several other major news sources this past week clearly indicate that even if the answers we want to see are not quite yet in our rear-view mirror, they are awfully close to being there.

- "Thirty-Year Mortgage Hits a Low of 4.85%" – The Wall Street Journal
- "New Home Sales Rise 4.7%" - The Wall Street Journal
- "Home Prices Rose in January ... 'for the first time in 10 months'" – The Wall Street Journal
- "Mortgage Refinancings Seen Rising" – The Wall Street Journal
- "Consumer Spending Up for 2nd Straight Month ... 'The back-to-back increases in consumer spending in January and February had followed six straight declines in spending that occurred from July through December.'" – Associated Press
- "U.S. Economy: Home Resales Unexpectedly Increased" – Bloomberg.com
- "U.S. Monthly House Price Index Estimates 1.7% Increase from December to January" – News Release, Federal Housing Finance Agency

What I am seeing and hearing from other agents in the Knoxville area is that activity is picking up. Personally I believe the tide is turning. Keep your fingers crossed.

SURVEY OF FIRST TIME HOMEBUYERS

Century 21 Real Estate LLC, has announced the results of its recently commissioned first-time home buyer survey. The survey found that more than three-quarters (78%) of potential first-time home buyers say that now is a good time to buy a home, despite widespread concern about the economy. Out of the 1,000 prospective U.S. first-time home buyers surveyed 68% think now is a better time to buy than six months ago. Prices are the driving motivation for potential first-time home buyers with more than eight out of ten first-time home buyers (85%) saying they consider current home prices affordable and 73% citing that taking advantage of current prices is a major factor in their decision to buy. Inter-

estingly, potential first-time buyers are still split between "being willing to consider an offer now" (42%) and "waiting for prices to go down before they seriously consider making a purchase" (48%).

Among the survey's other key findings:

Bargains in the marketplace are providing additional options for buyers to consider. 56% of potential first-time home buyers are considering purchasing a foreclosed or short sale home, and 63% are open to purchasing either a "fixer-upper" or "as-is" home.

When asked to rate the features that they look for when choosing a home, price is the primary consideration with 87% saying this feature is "very important," followed closely by neighborhood safety (80%) and the condition of the home (71%).

Having enough money for a down payment is a top concern for potential first-time home buyers as nearly half (46%) said they are "very worried" about the issue.

Most respondents (86%) are in the market for single family homes.

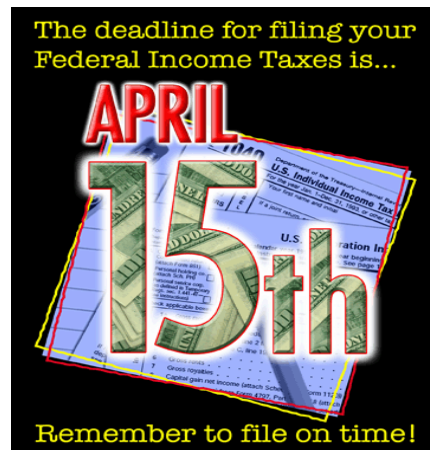
Understanding the Buying Process

Prospective first-time home buyers also indicate that there is a real need for someone who can provide accurate and reliable information while they look for a home. Between home loans, the closing process and understanding the new government stimulus, real estate professionals play a vital role in working with first-time home buyers to help them navigate the current market. When asked about the real estate transaction process, more than half (59%) of potential buyers rated their understanding of the process as either "fair" or "poor."

In addition, the survey asked potential buyers which factors are most relevant in their decision to choose a home:

First-Time Home Buyers' Top Reasons for Buying (% saying major factor):

- Taking advantage of current housing prices 73%
- Moving to a bigger living space 60%
- Having a more suitable place to start or raise family 56%
- Buying a home as an investment 47%
- Moving to a better neighborhood 44%
- Moving to better location for work 28%





April 2009

- Traditional birthstone: diamond
- Mystical birthstone: opal
- Ayurvedic birthstone: diamond
- Flower: pink sweet pea
- Chinese Floral Emblem: double cherry
- Sun Signs: Aries / Taurus

Sun	Mon	Tue	Wed	Thu	Fri	Sat
			1 April Fool's Apple Computer Birthday 1976	2 National Peanut Butter & Jelly Day	3 Don't go to Work unless it's fun Day	4 Microsoft's Birthday 1975
5 Palm Sunday Pocahontas Wedding Day 1614	6 Post-It Notes Birthday 1980 TV Dinner Birthday 1954	7 National Teacher Appreciation Day	8 Buddha's Birthday Zoo Lovers Day	9 Passover Begins TV Guide's Birthday 1953	10 Good Friday National Sibling Day	11 International "Louie, Louie" Day
12 Easter Look Up At the Sky Day	13 Thomas Jefferson Day 1743	14 National Be Kind To Lawyers Day Titanic Sinks	15 Income Tax McDonald's Day 1955	16 International Stress Awareness Day	17 Ford Mustang Day Daffy Duck's Birthday	18 Husband Appreciation Day
19 National Hanging Out Day Revolutionary War Began 1775	20 Holocaust Remembrance Day	21 Kindergarten Day (First Kindergarten, Germany 1837)	22 Earth Day Administrative Professionals' Day	23 Daughters & Sons Go To Work Day	24 Arbor Day Sylvester the Cat's Birthday	25 Bulldogs Are Beautiful Day
26 National Static Cling Day Hug a Friend Day	27) Morse Code Day National Prime Rib Day	28 National Blueberry Pie Day	29) National Dance Day Zipper Day patented 1913	30 National Honesty Day Mr. Potato Head Day		

History has shown us that the most celebrated winners usually encountered heartbreaking obstacles before they triumphed. They won because they refused to become discouraged by their defeats.

Lou Holtz, football coach of the University of South Carolina, said, "Show me someone who has done something worthwhile, and I'll show you someone who has overcome adversity."

Beethoven composed his greatest works after becoming deaf. George Washington was snowed in through a treacherous winter at Valley Forge. Abraham Lincoln was raised in poverty. Albert Einstein was called a slow learner, retarded and uneducable. If Christopher Columbus had turned back, no one could have blamed him, considering the constant adversity he endured.

As an elementary student, actor James Earl Jones (a.k.a. Darth Vader) stuttered so badly he communicated with friends and teachers using written notes.

Itzhak Perlman, the incomparable concert violinist, was born to parents who survived a Nazi concentration camp and has been paralyzed from the waist down since the age of four.

Chester Carlson, a young inventor, took his idea to 20 big corporations in the 1940s. After seven years of rejections, he was able to persuade Haloid, a small company in Rochester,

N.Y., to purchase the rights to his electrostatic paper-copying process. Haloid has since become Xerox Corporation.

Thomas Edison tried over 2,000 experiments before he was able to get his light bulb to work. Upon being asked how he felt about failing so many times, he replied, "I never failed once. I invented the light bulb. It just happened to be a 2,000-step process."

Persistence paid off for General Douglas MacArthur. After applying for admission to West Point twice, he applied a third time and was accepted. The rest is history.

In 1927 the head instructor of the John Murray Anderson Drama School, instructed student Lucille Ball, to "Try any other profession. Any other."

Buddy Holly was fired from the Decca record label in 1956 by Paul Cohen, Nashville "Artists and Repertoire Man." Cohen called Holly "the biggest no-talent I ever worked with."

Helen Keller, the famous blind author and speaker, said: "Character cannot be developed in ease and quiet. Only through experience of trial and suffering can the soul be strengthened, vision cleared, ambition inspired and success achieved. Silver is purified in fire and so are we. It is in the most trying times that our real character is shaped and revealed."

The lesson to be learned here is that there is no education like the university of adversity, aka "The School of Hard Knocks."

