



Here's free advice if you're buying or re-financing your home. My Free Report, "7 Secrets For Saving Thousands When Financing Your Home." See my enclosed insert.

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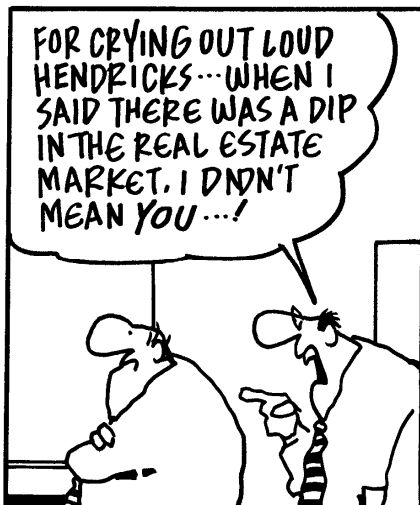
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The Results Realty Team's...

Service For Life![®]

"Insider Tips For Healthy, Wealthy & Happy Living..."

The Power of Sleep...And the Dangers of Not Enough

Did you know that the quantity and quality of your sleep may be the biggest indicator of your health? Dr. James B. Mass, bestselling author of *Power Sleep*, and Cornell University professor, reports that sleep can have an enormous impact on your overall health, outlook and productivity. It may also be the biggest predictor of how long you live – even more than diet, and exercise!

How do you know if you're getting enough sleep? Most people should get eight hours, experts say. If you fall asleep the minute your head hits the pillow, if you're frequently tired, irritable, or if you have trouble getting up in the morning, you need more sleep. What can you do? Here are seven important strategies to help you get a better night's sleep:

1. **Maintain A Regular Sleep Schedule.** Go to bed at the same time and wake up at the same time every day; allow for at least 8 hours per night.
2. **Keep Your Bedroom Dark and Quiet.** Your body's response to darkness is to produce an increase in the naturally-occurring hormone, melatonin – proven to produce a deeper, more restful sleep.
3. **Exercise Daily.** Exercising daily relieves stress and improves your overall health; however, avoid exercising right before bedtime.
4. **Avoid Alcohol and Stimulants.** If you have any trouble sleeping, avoid alcohol, coffee, caffeinated drinks, tea, chocolate, and nicotine.
5. **Make Sure Your Bed And Pillow Are Comfortable.** Choose the right bed (and pillow) for you. If you're having trouble sleeping you may want to shop around for a new bed or pillow.
6. **Put Your Worries In Jar.** Write down any worries, put them in a jar, and let them go for the night. You can set aside time the next day to handle them.
7. **Sleep Alone If Your Partner Keeps You Awake.** If your mate is keeping you up with his/her snoring, sleep in another room.

Thinking Of Selling Your Home Soon?

Don't attempt to sell your home without my Free consumer guide, "44 Money-making Tips For Preparing Your Home To Sell." My exclusive report will give you all the facts for a fast, top dollar sale. Just call 758-8500 anytime, 24 hours, and I'll rush a copy out to you.

A good night's sleep is essential to your good health. Make it a priority!

Get Free money-saving home tips at my web site: www.ResultsRealty.net

Word of the Month...

Studies have shown that your income and wealth are directly related to the size and depth of your vocabulary. Here is this month's word, so you can impress your friends (and maybe even fatten your wallet!)

meme • \MEEM\ (noun)

Meaning an idea, behavior, style, or usage that spreads from person to person within a culture

Example Sentence: Sending frequent emails to our family, friends, and coworkers is a **meme** that has become commonplace in our culture.

Funny Blonde Joke!

A blind man enters a Ladies Bar by mistake. He finds his way to a bar stool and orders a drink. After sitting there for a while, he yells to the bartender, "Hey, you wanna hear a blonde joke?" The bar immediately falls absolutely quiet. In a very deep, husky voice, the woman next to him says,

"Before you tell that joke, sir, I think it is just fair - given that you are blind and that you should know five things:

The bartender is a blonde. The bouncer is a blonde. I'm a 6 feet tall, 180-pound blonde woman with a black belt in karate. The woman sitting next to me is blonde and is a professional weightlifter. The lady to your right is a blonde and is a professional wrestler.

Now think about it seriously, Mister. Do you still wanna tell that joke?"

The blind man thinks for a second, shakes his head, and declares, "Nah - not if I'm gonna have to explain it five times!"

Quotes To Live By...

Invest yourself in everything you do. There is fun in being serious.

Wynton Marsalis

You have it easily in your power to increase the sum total of this world's happiness now. How? By giving a few words of sincere appreciation to someone who is lonely or discouraged. Perhaps you will forget tomorrow the kind words you say today, but the recipient may cherish them over a lifetime.

Dale Carnegie

Negotiating On The Job

Would you like to improve your job negotiation skills? A recent survey conducted by the *Society of Human Resources Management and CareerJournal.com*, found that both employees and HR specialists are willing to talk about salary, but they differ on other issues.

Employees focus on bonuses, incentives, and time off, while HR specialists may be more willing to talk about flex schedules and relocation costs. (*The survey indicated employees may have more negotiating power on non-salary issues.*) Here are six valuable tips you can use for better negotiating on your job:

- Make sure to show your enthusiasm for the job at hand.
- Know your strengths and skills and explain why you're the best person for the new job or raise.
- Use the right words and cite facts, "I've done the research, and the market reflects this salary."
- Ask for what you want, and explain why you deserve it.
- Be open to what is presented and remain objective.
- Avoid talking about specific salary figures until the end of the interview process; otherwise you may limit your options.

FREE Consumer Help Is Just A Phone Call Away!

Learn valuable secrets for saving thousands and avoiding costly mistakes when buying, selling or refinancing a home. Best of all, it's FREE. See my "Insider's Free Resources Page" in this newsletter, or call me at 758-8500.

DID YOU KNOW...

Unlike most real estate agents, I *DON'T* spend my time pestering people with phone calls or bothersome interruptions to find good clients. Instead, I dedicate 110% of my time and energies to providing such outstanding service, people naturally think of me when a friend or family member needs help buying or selling a home. THANKS for your referrals!

Fascinating Facts & Information

What Do Your Nails Reveal About You?

Did you know that your nails might reveal an underlying health problem? Nails are more than just cosmetic...they are big indicators of what's going on inside your body. If your nails are whitish and curve in like a "v," you might be anemic. If they curve out and over, they might indicate something more serious is going on with your heart or liver. Make an appointment to see your doctor if you have unhealthy, discolored nails.

Where's The Cheapest Gas In Your Area?

If you're looking for the least expensive gas in your area, go to **gasbuddy.com** or **gaspricewatch.com**. The gas prices are listed by ZIP code and the surrounding areas.

Get Free money-saving home tips at my web site: www.ResultsRealty.net

Brain Teaser...

What has no content yet you are still able to see it?
(See page 4 for the answer)

Oh, To Be In 6th Grade Again!

Here are answers to a 6th grade quiz:

- Ancient Egypt was inhabited by gypsies and mummies who wrote in hydraulics.
- Moses led the Hebrew slaves to the Red Sea where they made unleavened bread, which is bread made without ingredients.
- Solomon had three hundred wives and seven hundred porcupines.
- The Greeks were a highly sculptured people. They also had myths. A myth is a young female moth.
- Socrates was a famous Greek teacher. They killed him. He died from an overdose of wedlock, which is poisonous.
- Sir Walter Raleigh is a historical figure. He invented cigarettes and smoking.
- In the first Olympic games, Greeks ran races, hurled biscuits, and threw the java.

Top 10 Movie Quotes...

According to the American Film Institute, here are the Top 10 most famous movie quotes:

1. "Frankly, my dear, I don't give a damn," Clark Gable in *Gone with the Wind*.
2. "I'm going to make him an offer he can't refuse," Marlon Brando in *The Godfather*.
3. "I coulda been a contender," Marlon Brando in *On the Waterfront*.
4. "Toto, I've got a feeling we're not in Kansas anymore," by Judy Garland in *The Wizard of Oz*.
5. "Here's looking at you, kid," by Humphrey Bogart in *Casablanca*.
6. "Go ahead, make my day," by Clint Eastwood in *Sudden Impact*.
7. "All right, Mr. DeMille, I'm ready for my closeup," by Gloria Swanson in *Sunset Boulevard*.
8. "May the force be with you," Harrison Ford in *Star Wars*.
9. "Fasten your seat belts. It's going to be a bumpy night," by Bette Davis in *All About Eve*.
10. "You talking to me?" by Robert De Niro in *Taxi Driver*.

A Surprising Way To Lower Your Cholesterol Naturally!

A recent study published in the *Journal of the American Medical Association* (JAMA), found that people who ate a lot of plant sterols and fiber naturally lowered their cholesterol by 29%. What are plant sterols? They are foods that many of us like to eat: *avocados, walnuts, almonds, olives, eggplant, olive oil, and flaxseed*.

The researchers found that people on the drug, *Lovastatin*, lowered their cholesterol by 30%, and people who ate a low-fat diet reduced cholesterol levels by 8%. What's interesting about these findings is they show that a diet rich in plant sterols can be as effective as one of the most frequently prescribed cholesterol-lowering drugs—and without some of the side effects associated with prescription drugs.

Adding these important foods can help raise your good cholesterol (HDL) while lowering your bad cholesterol (LDL). *Note: If you're on a cholesterol reducing medication, talk with your physician before making any changes.*

A Heartfelt Message To My Special Clients And Friends...

I would like to take a moment to acknowledge and thank a few of the special people in my life who've helped build my business with their enduring support and referrals. I couldn't do it without you!

Reed & Debbie Heckly, Pam Hummell, Don & Linda Clements, Rory & Bonnie DesJardin, Dave Pifer, Jon & Tara Paisano, Ray Tracy, Chelsie Beuke, Pat & Anne Roberts, Adric & Amanda Arndt, Remie Murray, Bill & Edwina Norton, Mia Kuhn, Irvn & Teresa Sorg, Nathan & Erin Payne

Sweet Drinks Number #1 Source Of Calories In The U.S.?

How many soft drinks or other sugar-added drink do you consume a day? One, two, five, or more? There's an alarming trend occurring in the American diet—soft drinks and other sugar-added drinks are becoming the main source of calories. According to researchers at Tufts University, the average American consumes enough sweet drinks each day that add up to more calories than any other food source.

In the study, researchers collected data to study the relationship between obesity and certain foods. What they found was shocking! Two-thirds of the people sampled reported that they consumed enough sweet drinks to provide them with more daily calories than any other food source. **Want to lose weight? Limit your sweet drinks.**

Get Free money-saving home tips at my web site: www.ResultsRealty.net

Welcome Tom Scher

to our team of real estate professionals!



Call him at 509-780-8249 or stop by and say Hello!

Brain Teaser Answer:

A hole!

You Know Technology Is Controlling You If....

- You accidentally enter your password on the microwave.
- You haven't played solitaire with real cards in years.
- You have a list of 15 phone numbers to reach your family of three.
- You e-mail the person who works at the desk next to you.
- Your reason for not staying in touch with friends and family is that they don't have e-mail addresses.
- You pull up in your own driveway and use your cell phone to see if anyone is home to help you carry in the groceries.
- Leaving the house without your cell phone, which you didn't have the first 20 or 30 (or 60) years of your life, is now a cause for panic and you turn around to go and get it.

Thrifty Tips...

- ✓ To get rid of grass/weeds on walks and driveways spray vinegar on the growth.
- ✓ To clean stainless steel, wipe with a vinegar dampened cloth.

THANK YOU for reading my Service For Life![®] personal newsletter Your constructive feedback is always welcome.

AND... whether you're thinking of buying, selling, or financing real estate, or just want to stop by and say "Hi," I'd love to hear from you...

Cindy Perttu – 208-791-7771

TR Wilson – 509-552-9510

Tammy Brown – 208-790-3007

Galeon Knight – 208-305-7879

Steve Knight – 208-305-7007

Blake Harrington – 509-552-1563

Smiley Hatcher – 208-413-0111

Tom Scher – 509-780-8249

“Who Wants To Win A Home Depot Gift Card”?

Your chances to win are better than you think!

Guess Who Won Last Month's Trivia Question...No one answered last month's trivia question...

What female tennis player won a record 24 Grand Slam titles?

- a) Margaret Court b) Chris Evert c) Monica Seles d) Billie Jean King

The answer is “A,” Margaret Court. So let's move on to this month's trivia question...

What spice used to kill bad breath is nicknamed the “Seeds of Paradise”?

- a-) Cumin b) Cardamom c) Coriander d) Vanilla

Call in today. If more than one person gives the correct answer, we put all the names in a hat and draw the winner. 758-8500

Real Estate Corner...

Q. Should You Ever Buy A House That Is An “As Is” Property?

A. It really depends on the house and the situation. There may be two reasons a house is marketed as an “As Is” Property. The **first** may be because the seller just doesn't have the money to make the necessary repairs, and wants to get out from under the cost of repairing the property.

The second reason is much more difficult. A word of caution is in order. The house may have serious problems! Something serious may be defective...so buyers beware. Generally speaking, an “As Is” property tends to have a major structural or functionally obsolete (i.e. expensive!) problem. Typical problems may range from a faulty roof, termites or serious termite damage, problems with the foundation, leaking pipes or other plumbing problems, to problems with a pool/spa just to name a few.

It is in the buyer's best interest to have a home inspection completed and all the problems documented, so that the buyer is aware of any potential problems with the property.

If you are buying or selling a home and need competent and caring representation, please call me at **758-8500**.

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