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April 2012

### The Big Rocks In Life

I'd like to share a story I heard some time ago, but with a new twist that gave me a laugh.

A professor stood before her Philosophy class with some items in front of her. As class began, she picked up a large and empty mayonnaise jar and proceeded to fill it with big fist-sized rocks.

She then asked the students if the jar was full. They agreed it was. So the professor picked up a box of pebbles and poured them into the jar. She shook it until the pebbles fell into the spaces between the big rocks. She asked the students again if the jar was full. They agreed it was.

The professor then picked up a box of sand and poured it into the jar. Of course, the sand filtered down between the cracks that were left. She then asked once more if the jar was full. The students responded with a unanimous, yes.

The professor then produced a can of liquid chocolate and poured the entire contents into the jar, effectively filling the empty space between the sand. The students laughed.

"Now," said the professor, as the laughter subsided, "This jar represents your life. The big rocks are the important things—your family, health, friends, favorite passions, and so on—the things that if everything else was lost and only they remained, your life would still be full.

"The pebbles are the other things that matter like your job, your house, your car. The sand is everything else - - the small stuff."

"Notice that if you put the sand into the jar first," she continued, "there is no room for the pebbles or the big rocks. The same goes for your life. If you spend all your time and energy on the small stuff, you will never have room for the things that are important to you. Pay attention to the things that are critical to your happiness. "Take care of the rocks first. Set your priorities. The rest is just sand."

One student raised her hand and inquired what the chocolate represented. The professor smiled. "I'm glad you asked. It just goes to show you that no matter how full your life may seem, there's always room for chocolate."

Here's to making room for a little more sweetness in your life!

*Lisa*

Lisa Flashenburg  
Your Real Estate Consultant For Life

P.S. Please feel comfortable sharing this story and email your thoughts to [lflashenburg@LegalEdgeRE.com](mailto:lflashenburg@LegalEdgeRE.com) or call me at 781-975-0803.



Time to celebrate my niece's graduation in sunny Florida!

# Lisa's Local Ledger

News To Help You Save Time And Money

April 2012

## The Gardener's Secret

**A woman ran a garden store that had been in the family for three generations.**

For as long as anyone could remember, the garden store's business was always great and the owner and staff were happy and cheerful. People often said, "Who wouldn't be happy with the kind of business they're doing?"

When anyone new came into the garden store, they'd notice that all the staff wore a big badge that read, **Business Is Great!** Everyone who saw the badge for the first time would say "Wonderful!" or "What's so great about business?" Sometimes people would talk about how their own business, or even their life, was miserable.

But no matter what people said, the staff would respond by talking about the pleasure of meeting different people, the rewards of helping customers, the fun of a healthy workplace, and so on. No matter how miserable a person was when they came in, they felt a lot happier by the time they left.

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What people didn't know was that every week, the staff was coached in responding positively. Employees of the store said that working there changed their lives, made them more positive people, and consequently more attractive.

And so we discover the secret to the garden store's success. The store went through tough times like any other, but every day, no matter what, the owner and staff wore that badge, saying **Business Is Great!** And so it was.

Whether you wear it or not, saying **Business Is Great** is a self-fulfilling prophecy.

*Lisa*

## April Quiz Question

**Q:** *A guy bet his neighbor \$100 dollars his dog could jump higher than a house. The neighbor took the bet and lost. Why did he lose?*

Everyone who faxes, emails or calls in the correct answer by the last day of this month will be entered into a drawing for a \$25 gift certificate to Chili's Restaurants.

### March Quiz Q&A

**Q:** *What do you get if you divide the circumference of a pumpkin by its diameter?*

**A:** *Pumpkin Pi.*

No Players last month...

## April Fools' Day History

The history of April Fools' Day, or All Fools' Day, is uncertain, but the current thinking is that it began around 1582 in France with the reform of the calendar under Charles IX.

The Gregorian Calendar was introduced, and New Year's Day was moved from March 25 - April 1 (new year's week) to January 1.

Many people were rebellious and refused to acknowledge the change. They continued to celebrate New Year's on the last day of the former celebration, April 1.

These people were labeled "fools" by the general populace, were subject to ridicule and sent on "fool errands", sent invitations to nonexistent parties and had other practical jokes played upon them. The butts of these pranks became known as a "poisson d'avril" or "April fish" because a young naive fish is easily caught.

## April's Fresh Observances

Easter graces us in April, as do these important, but less well known events:

**World Entrepreneurship Day**, April 16th. WED aims to remind the world that entrepreneurs have consistently led sluggish economies back to prosperity and growth through innovation and job creation.

**World Autism Awareness Day**, April 2nd. First proposed by Representatives of the State Qatar, and supported by all member states, the United Nations General Assembly adopted "World Autism Awareness Day" on December 18, 2007. This truly is a world-wide problem that affects all nations and people equally.



**Earth Day**, April 22nd. Gaylord Nelson, a U.S. Senator, called for an environmental teach-in, or Earth Day, to be held on April 22, 1970. Over 20 million people participated that year, and now Earth Day is observed on April 22 each year by more than 500 million people and several national governments in 175 countries.

**Birth of Long-Distance Communication**, April 27, 1791. Samuel Finley Breece Morse, the inventor of the telegraph and morse code is born.

And just for contrast...

**April 25, 1961** Robert Noyce was granted a patent for a semi-conductor device-and-lead structure, the integrated circuit otherwise known as the chip (not yet the micro-chip) Noyce was the co-founder of Intel.

## Thinking About Making a Move?

No need to call a high-pressure salesperson who will make you feel obligated. I'm happy to talk with you and answer your questions.

**Just ask me! It's part of my free, no-obligation service.**

Leave your request on my voicemail anytime, and I'll fax, mail or email all the information you need within 24 hours. Or let me know you want to talk and I'll call back.

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*Progress is based on a universal desire to live beyond our income. ~ Samuel Butler*

## Couponsing Secrets Anyone Can Use

When you first start using coupons, expect a 25-30% reduction in your grocery bill. Over time, with attention to details, you can save 30-50%. And with extreme couponsing, you can reach the more than 50% level.

- Don't use coupons the week they come out. Stores jack up prices in anticipation.
- Use coupon-matching websites such as SavingsAngel, CouponMom and The Grocery Game, and combine manufacturers' and in-store coupons to maximize bargains.
- Don't overlook coupons for non-grocery items like toys and house wares.
- Before buying any service or product online, Google that product + coupons or discount. Often there are digital codes available that will save you significantly.

- Stockpile coupons. You may not need 100-count paper plates for 50% off today, but you may need them in 3 months.
- Don't buy brands you can live without. If you can save 50% on a new bacon brand, can you live with the slightly different flavor from your usual brand?
- Consider using click-to-print and mobile phone coupons. In the future, expect to see more coupons delivered via text message, as well as discounts based on near-field technology (NFT), which lets retailers send special offers to your smartphone based on your location.

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*Computers are useless. They can only give you answers. ~ Pablo Picasso*

## Tips for Fighting Spring Allergies

With spring rains, there's more mold growth inside and outside your home. Flowers, trees, weeds, and grasses also begin to blossom. And spring cleaning will stir up dust mites throughout the house as well.

### **Wash that Pollen Right Out of Your Hair**

Tame pollen by washing bedding weekly in hot water. Wash your hair and shower before going to bed, since pollen can accumulate in hair.

### **Wear a Mask When Cleaning**

Wear a mask and gloves when cleaning and vacuuming to limit dust exposure. Cleaning kicks up more dust than most activities in your house.

### **Wash Rugs that Hold Pollens**

Limit throw rugs to reduce dust and mold. If you do have rugs or carpets, shampoo them in the Spring. Vacuum at least twice a week with an allergen vacuum cleaner.

### **Keep Indoor Air Filtered**

Keep windows closed to reduce pollen entering the house. Change your furnace filter—many people change their filter in winter, but forget to change it in Spring.

### **Consider Allergy Medicine**

Talk to your doctor about a seasonal allergy drug that may be appropriate for your symptoms. No one likes feeling drugged, so ask your doctor which medicines will have the least side effects.



## HR Directors & Small Business Owners

Ask me how I can bring an added benefit to your employees and make you look like a star!

***If you'd like to go green & switch to the email version only of this newsletter, send me an email***

## Auto-Exercises

Many of us spend hours in our cars. When we're done with the day we're too busy at home or too tired to exercise. The answer is to create an automobile exercise routine. Here are some ideas to do whenever your car is stationary:

- Use your arm rests to push up against.
- Work your rear by squeezing your gluteus maximus muscles and holding for 5 seconds.
- Do mock sit-ups by sucking in your tummy, tightening your abs, sitting up tall, and slightly rocking back and forth as many times as you can between lights.

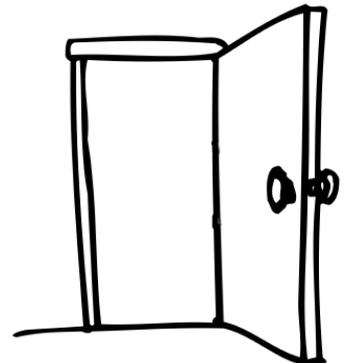
*Exercise? I get it on the golf course. When I see my friends collapse, I run for the paramedics. ~ Red Skelton*

## Why Did I Walk In Here?

We've all walked into a room and immediately forgotten what we were looking for, right? Don't worry—you're not losing your mind or your memory. According to experiments conducted by a Notre Dame psychology professor, the reason is that walking through a doorway creates an "event boundary" in your mind.

In one of the experiments, subjects were asked to move an object from one room in a "virtual environment" to another, or to transport an object the same distance without crossing through any doorway. The participants tended to forget more after moving through the doorway, suggesting that it acts as a kind of barrier that obstructs the ability to retrieve thoughts made in a separate area. Other experiments in actual rooms reinforced the findings.

Because you can't remain in one room all your life, the best solution is probably to make a mental effort to remember what you're doing before you cross that "event boundary."



## April Fools' Fast-Food Hoax Hall Of Fame

### ***Free Reports!***

- How to Sell Your House For the Most Money In the Shortest Time.

### ***Free Information!***

- What did that house across the street sell for?

**Free Newsletter  
Subscription!  
See page 7.**

1998: Burger King published a full page advertisement in USA Today announcing the introduction of a new item to their menu: a "Left-Handed Whopper" specially designed for the 32 million left-handed Americans.

According to the ad, the new whopper included the same ingredients, but rotated 180 degrees for the benefit of their left-handed customers.

The following day Burger King revealed that although the Left-Handed Whopper was a hoax, thousands of customers had gone into restaurants to request the new sandwich. Simultaneously, according to the press release, "many others requested their own 'right handed' version".

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*The lack of money is the root of all evil. ~ Mark Twain*

## Healthier Frying

All oils are 100% fat, meaning that they all have 9 calories per gram. Oils that claim to be "light" are making a statement about their flavor, not their calories. However, what's in those calories still makes some oils healthier than others.

Healthy oils include olive, sunflower, canola, grape seed, safflower, walnut, flaxseed and peanut.

Not all of these oils are good for frying, though. In fact, if you heat certain oils past a certain temperature, they can become unhealthy. For high-temperature cooking, such as deep frying, stick to canola, sunflower or peanut oil.

### ***WELCOME NEW CLIENTS***

Here are some of the new clients who became members of our "Real Estate Family" this past month. I'd like to welcome you!

Grace Hoyte  
Andronic Jameau  
Brena Curry  
Steve Conahan

*We love recognizing our new friends and wonderful existing clients who are kind enough to introduce their friends, family and neighbors to us.*

# LISA'S LOCAL LEDGER

## Free Information Request Form

Please complete the box below and place check marks next to the free reports and information you'd like to receive.

Fax this form to 781-575-9995 or mail it to:

Lisa Flashenburg, 1017 Turnpike St., Ste. 22B., Canton, MA 02021 or just call me at 781-975-0803

[www.LegalEdgeRE.com](http://www.LegalEdgeRE.com) [email: Lflashenburg@LegalEdgeRe.com](mailto:Lflashenburg@LegalEdgeRe.com)

Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Address: \_\_\_\_\_ Email: \_\_\_\_\_

City: \_\_\_\_\_ State/Province: \_\_\_\_\_ Zip/Postal: \_\_\_\_\_ Fax: \_\_\_\_\_

Please send me the requested free information selected below via  Mail  Fax  Email.

### Free Reports

- Protect Your Home From Burglars
- Five Deadly Mistakes Home Sellers Make
- Making The Move Easy On The Kids
- How Sellers Price Their Homes
- How To Stop Wasting Money On Rent
- How To Sell Your House For The Most Money In The Shortest Possible Time
- The 10 Dumbest Mistakes Smart People Make When Buying Or Selling A Home

### Free Information

- Send me information about your free, no-obligation HomeFinder service.
- Send me the special computer report showing the features and sale prices of up to 15 of the most recent home sales near the following address:  
\_\_\_\_\_, City: \_\_\_\_\_ or in  
the \_\_\_\_\_ area.
- Please let me know the listing price and features of the home at the following address:  
\_\_\_\_\_.
- Please let me know the selling price of the home at the following address:  
\_\_\_\_\_.
- Please call me to arrange a free, no-obligation market valuation on my house.

**Do you have a family member or friend who would enjoy a free subscription to Lisa's Local Ledger? Just provide me with their contact information, and I'll add them to my mailing list.**

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State/Province: \_\_\_\_\_ Zip/Postal: \_\_\_\_\_

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## Fast-Food April Fool Hall Of Fame

1996: The Taco Bell Corporation announced it had bought the Liberty Bell and was renaming it the Taco Liberty Bell. Hundreds of outraged citizens called the National Historic Park in Philadelphia where the bell was housed to express their anger. Their nerves were only calmed when Taco Bell revealed, a few hours later, that it was all a practical joke. The best line of the day came when White House press secretary Mike McCurry was asked about the sale. Thinking on his feet, he responded that the Lincoln Memorial had also been sold. It would now be known, he said, as the Ford Lincoln Mercury Memorial.