



Michael's Home News

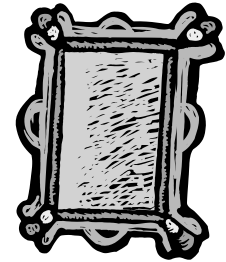
News To Help You Save Time And Money

March 2011

The House Of 1,000 Mirrors

Long ago in a faraway village, there was place known as the House of 1,000 Mirrors.

A happy little dog learned of this place and decided to visit. When he arrived, he bounced happily up the stairs to the doorway of the house. He looked through the doorway with his ears lifted high and his tail wagging as fast as it could. To his great surprise, he found himself staring at 1,000 other happy little dogs with their tails wagging just as fast as his. He smiled a great smile, and was answered with 1,000 great smiles just as warm and friendly. As he left the house, he thought to himself, "This is a wonderful place. I will come back and visit it often."



Another little dog, who was not happy like the first one, decided to visit the House. He slowly climbed the stairs, his head hung low as he looked through the doorway. When he saw the 1,000 unfriendly looking dogs staring back at him, he growled at them, and was horrified to see 1,000 little dogs growling back at him. As he quickly backed away from the door, he thought to himself, "This a horrible place, and I will never go back there again."

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ARE YOUR COLLEAGUES INTERESTED IN
WORLD-CLASS SERVICE?
SEE FLYER INSIDE!

All the faces in the world are mirrors. What reflections do we see in the faces of the people we meet?

Michael Cowling

Help For The Terminally Tardy

Are you always running late? Maybe you're legitimately busy, but sometimes chronic lateness springs from other factors. The danger is that being late all the time will give you a reputation for being undependable and/or careless.

Take better control of your time by considering these psychological causes for being constantly behind schedule:

Adrenalin. For some people, rushing to every meeting and event provides excitement. If you're enjoying the chase too much, look for other activities to fill your need for thrills. Skydiving, maybe?

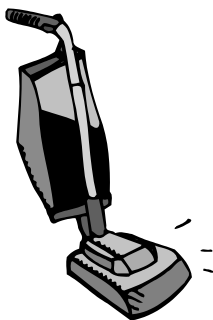
Control. Making other people wait for you – instead of the other way around – is one way to feel you're the one in control. The problem is, important people like family, friends, customers and the boss don't like it. Remind yourself that other people's time is important, too.

Validation. Being busy can be one measure of success: "Look at all my customers/projects/places to go/people to see!" But if you overextend yourself, you'll burn out. Could you consider measuring "success" by standards other than how "busy" you are?

Anger. Sometimes we "punish" people by forcing them to waste time waiting for us. This rarely solves any problems and may exacerbate them. If you've got an issue, talk it out openly. You'll both save a lot of time.

Housework Humor

Spring begins on March 20, and around this time the thoughts of some turn to spring cleaning. But not everyone, as you'll see from these quotes:



Housework is something you do that nobody notices until you don't do it.
– Evan Esar

Nature abhors a vacuum. And so do I. – Anne Gibbons

Cleaning your house while your kids are still growing is like shoveling the walk before it stops snowing. – Phyllis Diller

Cleanliness is not next to godliness. It isn't even in the same neighborhood. No one has ever gotten a religious experience out of removing burned-on cheese from the grill of the toaster oven. – Erma Bombeck

My idea of housework is to sweep the room with a glance. – Anonymous

As an added service to our clients and due to the overwhelming demands made upon myself and my staff each month, we are compiling a Service Directory of businesses we feel comfortable referring to you, your family, friends, neighbors and coworkers.

We would love to receive your input for the finest individuals and businesses including any home care or personal care services: a carpet cleaner, electrician, attorney, fitness instructor, dog groomer, gardener, etc. To be included in our directory, you or your referral must be able to answer "yes" to the following three questions:

1. Did the business provider exceed your expectations, not just meet them?
2. Did the person providing the service treat you with respect?
3. Does the service provider exhibit the same high standards over time?

If you know of a business that meets these requirements, email me at mc@michaelcowling.com or call me at 604-276-2335. We'll contact your referral for possible inclusion in our directory.

We will publish the Service Directory for you and our other valued clients. In this way, we'll all share the advantage of dealing with businesses that exceed your expectations by consistently providing world-class service.

**DO YOU WANT TO
FIND OTHER LOCAL
BUSINESSES THAT
GIVE OUTSTANDING
CUSTOMER SERVICE?**

Request a free copy of my service directory. All of the businesses listed in it have a proven track record for providing the outstanding customer service you deserve.

Always keep several get well cards on the mantle, so if unexpected guests arrive, they'll think you've been sick and unable to clean. – Maxine

I'm not going to vacuum 'til Sears makes one you can ride on. – Roseanne Barr

I hate housework. You make the beds, you wash the dishes and six months later you have to start all over again. – Joan Rivers

Housework is a treadmill from futility to oblivion with stop-offs at tedium and counterproductivity. – Erma Bombeck

Conran's rule of housework: It expands to fill the time

available plus half an hour.
– Shirley Conran

When it comes to housework the one thing no book of household management can ever tell you is *how* to begin. Or maybe I mean *why*. – Katharine Whitehorn

If your house is really a mess and a stranger comes to the door, greet him with, "Who could have done this? We have no enemies." – Phyllis Diller

Dust is a protective cover. – Anonymous

Which Door Are You Looking At?

When one door of happiness closes, another opens; but often we look so long at the closed door that we do not see the one which has opened for us. – *Helen Keller*

Bullying: What Parents Can Do

Bullying can be a serious problem for children. But often it's not obvious to their parents, and even when it becomes clear, stopping it isn't easy. Here's what to look for, and what to do about it:

What To Look For:

- Decline in school performance.
- Reluctance to go to school.
- Unexplained bruises or torn clothing.
- Difficulty sleeping.

Client Of The Month

Congratulations to our Client Of
The Month,

Tom and Francesca Suto.

This Month the Client Of The
Month received two tickets to the
Canucks Vs. Blue Jackets

**Call me to find out
how you can become
Client Of The Month!**

- Complaints of headaches, stomach aches, or other physical problems.
- Excessive moodiness or depression.
- Lack of friends or social activities.

What To Do:

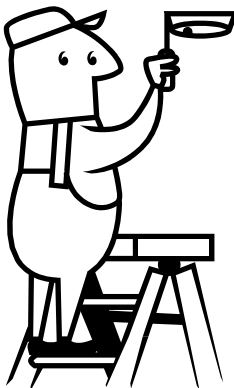
First, talk to your child. Maintain open lines of communication by asking what happened at school that day and showing interest in his or her activities. Encourage your child to open up when something seems wrong. Listen attentively, and don't downplay real concerns. Ask for details – what happened, who was involved, who else saw it, and so on.

Talk to the school. Contact your child's teacher and principal if you believe bullying is going on. Because bullying frequently takes place out of adults' sight, they may not know what's happening. Explain the situation and ask for their help. In many cases they'll be able to help resolve things.

Teach children how to respond. Don't suggest retaliation, but do talk over some coping strategies, such as telling the bully "I don't like this," and walking away, or yelling "No!" or "Stop!" and then going to an adult for help. Role-play some of the most common scenarios with your child to help him or her get comfortable with the response.

Do what you can to boost your child's self-confidence. That might mean giving them the opportunity to join a club or sports team outside of school; taking lessons in something they really enjoy and want to excel at, like painting or skateboarding; and reminding your child that you're in their corner. Being more confident can help a child avoid being chosen as a victim.

Don't Become A Smoke Detector Statistic



Are you checking your smoke detector at least once every six months, if not more frequently? Although the average life of a smoke detector can span as long as 10 to 15 years, the devices can go on the blink, and you wouldn't know it. About 30 percent of smoke detectors fail after 10 years, according to a recent report, and about 50 percent of them shut down after 15 years. Though your smoke detectors might emit a sound when you test them, that doesn't necessarily mean the devices are working and will alert you to smoke or fire.

And if your smoke detectors aren't battery operated or don't have a battery backup – replace them. Detectors hard-wired into your electrical

See An Interesting Home?

No need to wonder about the price. No need to call a high-pressure sales agent who will just make you feel obligated. My computers can send you the information quickly and easily, for any house, listed or sold, anywhere in town.

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Free Information!

- What did that house across the street sell for?

Free Subscription to My Newsletter!

See page seven for all this and more.

system won't work during a power outage, and we all know that can happen anytime.

Taking just a few minutes to test your smoke detectors and replace the batteries will help prevent you from becoming one of these statistics: 40 percent of home fire deaths happen in homes with no smoke detectors, and another 23 percent happen in homes with detectors that don't work.

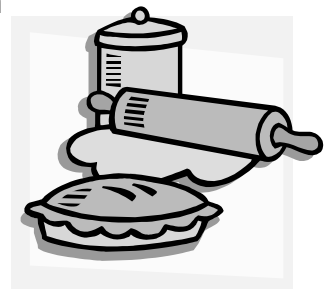
Time To Change The Time

Daylight Saving Time begins March 13 and most of us "spring forward" – that is, turn our clocks ahead one hour. You'll get that hour back on November 6, when we "fall back."

When Is "Generic" Good?

The word "generic" has something of a bad reputation; many people think of it as synonymous with bland, boring, ordinary. But at the grocery store and pharmacy, "generic" can mean saving money without giving up on quality. Here are some generic products that the consumer finance Web site WalletPop counsels shoppers to embrace:

- **Medicine.** Pharmaceutical makers are required to include the same ingredients in generic medications that are used in name brands, making them just as effective and safe – and less expensive.
- **Cereal.** Generic breakfast cereal generally runs about 25 to 50 percent less than the name brand, and it frequently has the same taste and comes in larger boxes.
- **Basic cooking staples.** Flour, salt, sugar, and other pantry items are exactly the same no matter what name is on the package, making generic flour, for example, more economical than a name brand.
- **Electronic cables.** Your brand-new big screen plasma TV doesn't really need the most expensive brand of cables on the market. Salespeople may suggest a particular manufacturer, but you'll get the same signal transfer with a generic.
- **Cosmetics.** Makeup and other beauty products aren't patented, so drugstores and manufacturers can offer duplicates at about half the price.



High Stress = Slow Healing

A recent study at Ohio State University found that high stress levels slow healing. Students with small surface wounds needed 40 percent more time to heal during final exams compared to those with similar wounds who weren't under pressure. "This is news to keep in mind if you're heading in for elective surgery," says Dr. Phillip Marucha. "Trying to get too much done beforehand could heighten stress and thereby slow recovery."

March Quiz Question

Where is the zonule of Zinn found?

Everyone who faxes, emails or calls in the correct answer by the last day of this month will be entered into a drawing for \$25 Gift Certificate to Starbucks

What Do Your Words Say About You?

The words you use say a lot about you. A strong vocabulary doesn't depend on your ability to slip words like "obstreperous" or "conterminous" into casual conversation, but simply using language that fully expresses what you're trying to say. Here are some tips for building a good vocabulary:

Read widely. The best way to learn new words is to expose yourself to them as much as possible. Don't limit yourself to industry journals and popular novels. Read magazines from outside your industry and books that challenge you with their language.

February Quiz Answer

Question: Which one of the following countries is **not** in South America? (a) Suriname (b) Ecuador (c) Nicaragua (d) Guyana

Answer: (c) Nicaragua

Source: www.worldatlas.com

Congratulations to

Mason Firth

Your name was selected at random from all of the correct quiz entries and you'll receive a \$25 Gift Certificate to Starbucks

Watch for your name in a coming month!

Use the dictionary. When you run across an unfamiliar word, look it up promptly. These days you can find the meanings of unfamiliar words easily on the Internet instead of paging through that massive edition of Webster's sitting on your bookshelf.

Practice new words. Don't just read them silently; speak new words out loud so you're comfortable with them and can pronounce them correctly. Then look for opportunities to use them in conversation – not to draw attention to yourself, but to get into the habit of expanding your vocabulary.

Play word games. Take the occasional vocabulary quiz; work on crossword puzzles; play Scrabble or Boggle or any other word game you can find. You'll think about words differently and learn new ones as you go.

MICHAEL'S HOME NEWS

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 604-271-2311 or mail it to:

Michael Cowling, #160—6086 Russ Baker Way, Richmond BC, Canada, V7B-1B4 or just call me at 604-276-2335
www.michaelcowling.com email: mc@michaelcowling.com

Name: _____ Phone: _____

Address: _____ Email: _____

City: _____ Province: _____ 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 MICHAEL'S HOME NEWS? Just provide me with their contact information, and I'll add them to my mailing list.

Name: _____

Address: _____

City: _____ Province: _____ Postal: _____



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MLS Diamond Master Medallion Club for Top 10% of REALTORS®, 17 years

MICHAEL COWLING
www.michaelcowling.com
604-276-2335

RE/MAX
Michael Cowling & Associates Realty
110 - 6086 Russ Baker Way, Richmond, BC V7B 1B4
Office: 604-276-2335 Fax: 604-271-2311
mc@michaelcowling.com / www.michaelcowling.com

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RE/MAX Michael Cowling And
Associates Realty
#110 - 6086 Russ Baker Way
Richmond BC, V7B 1B4
www.michaelcowling.com

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