



NEWS FROM YOUR REAL ESTATE CONSULTANT FOR LIFE

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Michael's Home News

News To Help You Save Time And Money

September 2009

What's Prettier Than Freckles?

An elderly woman and her young grandson, whose face was sprinkled with bright freckles, spent the day at the zoo. Lots of children were waiting in line to get their cheeks painted by a local artist who was decorating them with tiger paws.

"You've got so many freckles, there's no place to paint!" a girl in the line said to the little fellow.

Embarrassed, the boy dropped his head. His grandmother knelt down next to him. "I love your freckles. When I was a little girl I always wanted freckles," she said, while tracing her finger across his cheek. "Freckles are beautiful."

The boy looked up. "Really?"

"Of course," said the grandmother. "Why, just name me one thing that's prettier than freckles."

The boy thought for a moment, peered intensely into his grandma's face, and softly whispered, "Wrinkles."



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**Celebrate Grandparents Day
on September 13!**

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

Michael Cowling

Is Smaller Cheaper?

We've become conditioned to believing that purchasing larger portions of food, bigger packages of paper towels, or giant containers of laundry soap is a good way to save money, and sometimes it is.

But in some cases, smaller portions or

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.

Just ask me! It's all part of my free, no-obligation HomeFinder Service.

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quantities *can* be cheaper, and the way to ascertain this is by checking the shelf label for the product's price-per-ounce or price-per-sheet or price-per-count, and so on.

For example, a 12-pack of paper towels may actually cost more *per sheet* than a six-pack or three-pack. A box of 50 tea bags could be priced higher *per count* than a box of 20. And those pre-packaged apples might prove to be less than a bargain, depending on the price *per ounce* compared to unpackaged apples.

If your supermarket doesn't provide this information on their shelf labels, ask the

manager to start – sooner rather than later! In the meantime, take along your calculator and do your own pricing. Just take the cost of the item – say, a 16-ounce jar of peanut butter for \$3.29 – divide \$3.29 by 16, and your cost per ounce is about 20 cents. If the 28-ounce jar of that same peanut butter is \$6.29, it will cost you 22 cents per ounce. Clearly, the smaller jar is the better buy.

It makes sense – and saves dollars – to read shelf labels or do your own calculation. Spend a little time and you'll save money every time you shop.

Whether You Labor Or Labour...

In the U.S. it's Labor Day; in Canada it's Labour Day; and in both countries it's Monday, September 7. It's a day to honor the contributions made by workers to the strength and prosperity of our country, a "good-bye" to summer, and a day to enjoy with family and friends.

Go Green – Pay Electronically

Want to go green? Here's an easy way to be kind to the environment: receive and pay your bills electronically. According to the Federal Reserve, nearly 50 percent of the checks written in the United States are written by consumers to businesses. American

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 and wish you all the best!

Ivy and Wendy Chan

Jeanette Lawrence

Tony Vo

Larry and Beverly Billings

And thanks again to clients

Jacques and Roberta Beaudreault

We love giving recognition to our new friends and our wonderful existing clients who are kind enough to refer their friends and relatives to us.

**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.

businesses mail about 26 billion bills and statements per year, and consumers mail 9 billion payments per year in paper form. All that paper mailing consumes 755 million pounds of paper, nine million trees, and 512 million gallons of gasoline.

On a household scale, here's how paying electronically pans out. Stuart Williams, of CheckFree/Fiserv and a member of the PayItGreen Alliance, says that the average U.S. household receives 19 bills and statements each month, and makes seven payments with checks each month. If just 20 percent of American households switched to electronic statements and payments, it would save 150 million pounds of paper and avoid producing 3.9 billion pounds of greenhouse gases.

So why aren't people switching over? Williams says it's mostly because people are entrenched in their habits. But by breaking away from routine and switching over to electronic statements, each year the average American household would

- Save 6.6 pounds of paper.
- Save .08 trees.
- Prevent 63 gallons of wastewater from entering the environment.
- Save the 4.5 gallons of gasoline needed to transport bills, statements, and payments via mail service.
- Prevent 171 pounds of greenhouse gases from being produced, which is equivalent to:
1) Preserving 24 square feet of forest from deforestation; 2) Not consuming 8.8 gallons of gasoline; 3) Planting two tree seedlings and allowing them to grow for 10 years; and 4) Not driving 169 miles.



How To Achieve Success

The person determined to achieve maximum success learns the principle that progress is made one step at a time. A house is built one brick at a time. Football games are won one play at a time. A department store grows bigger one customer at a time. Every big accomplishment is a series of little accomplishments. – David Schwartz

You May Be Too “Techy” If...

1. You've never sat through an entire movie without having at least one device on your body beep or buzz.

2. You turn up your speakers when leaving the room so you can hear if a new email arrives.
3. On vacation, you're reading a computer manual and turning the pages faster than everyone else who's reading John Grisham novels.
4. You'd rather get more dots per inch than miles per gallon.
5. All of your friends have an @ in their name.
6. You rotate your screen savers more frequently than your automobile tires.
7. You have a functioning home copier machine, but every toaster you own turns bread into charcoal.
8. Off the top of your head, you can think of 19 keystroke symbols that are far more clever than :-).
9. You start introducing yourself as "Jim at net dot com."
10. You spend half of the airplane trip with your laptop on your lap...and your child in the overhead compartment.

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Ever wondered what's the latest with the Garden City Lands. Or, How to get 4 key benefits from the home buyer and renovator tax credits in the Federal Budget for 2009. For that and more take a peak at:
www.michaelcowling.com

How To Protect Your Asthmatic Child At School

If your child has asthma and is headed back to school, you'll want to ensure that he or she is allowed to carry an inhaler when necessary. Despite the fact that most states have passed laws allowing students to self-administer their asthma drugs, some schools are strictly interpreting the laws and requiring students to obtain permission from school nurses or school officials before being given access to their medication and inhalers.

What's a parent's best plan of action? The American Lung Association says communication between the school and the parents is essential to make sure that your child is safe. Parents need to ask the school about laws and local policy in place allowing students to carry and self-administer asthma medications. The ALA also recommends that all students have an Asthma Action Plan, a written directive detailing personal information about the child's asthma – such as symptoms, medication, and physical activity limitations – and specific instructions of what to do if medication doesn't immediately improve the situation. All teachers, coaches, the school nurse, and the office should have an updated action plan for your child. For more information, go to www.lungusa.org.

August Quiz Answer

Question: What is the team of Moses Horwitz, Louis Feinberg, and Jerome Horwitz more popularly known as?

Answer: The Three Stooges.

Source: www.threestooges.com

Congratulations to Larry Del Mistro. Your name was selected at random from all of the correct quiz entries and you'll receive a \$25 gift certificate for Starbucks.

**Watch for your name
in a coming month!**

Stressed Out? Take These Steps

Our work lives are often filled with what can seem like unbearable amounts of stress. And while some of those stresses are unavoidable, there's a lot you can do to start to whittle those high levels of stress down to something that feels at least manageable. Here are a few suggestions:

Know when to say "No." That means you have to first understand your own limits. Then set limits on others so they don't encroach on your time by pressuring you to take on tasks or responsibilities that will throw you out of balance.

If possible, avoid people who consistently stress you out. If your boss is the culprit, you might not be able to do this. And you can't steer clear of everyone who inadvertently or occasionally causes you anxiety. But you can avoid people who have a history of leaving you feeling stressed after you've tried to change the situation and they haven't responded.

Don't expose yourself to unnecessary environmental stressors. For instance, if you read the news on the Internet during your break, but it leaves you feeling tense, stop reading the news on your break. Do something that relaxes you instead: Go for a short walk, knit, meditate, work a puzzle.

Learn to manage your time. Letting projects go until the deadline is upon you will undoubtedly cause you stress. Work at a steady pace – and don't procrastinate. Procrastination can affect the quality of your work and leave you feeling anxious and strained for prolonged periods.

Going Nuts For Almonds

Shelling out for a bag of almonds might not be a bad idea if you need to lower your cholesterol. Almonds are recognized as a cholesterol-lowering food; studies also show that they can reduce the risk of heart disease.

September Quiz Question

The terms *ruck*, *lineout*, and *maul* pertain to what sport?

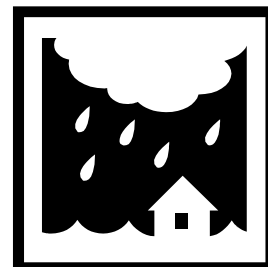
Everyone who faxes, emails or calls in the correct answer by the last day of this month will be entered into a drawing for a \$25 gift certificate for Starbucks

One ounce of almonds – about 25 nuts – contains 164 calories and 1.10 grams of saturated fat. That same ounce is also a good source of protein, potassium, vitamin E, and magnesium, and has no cholesterol. So, go nuts!

Shattering Window Myths

There are a number of outdated beliefs about storms and window safety that the Institute for Business & Home Safety (IBHS) would like to set straight. For instance, “Open the windows during a storm to relieve the pressure that could build up and cause more damage.” If you’ve never heard this advice before, don’t pay any attention to it now. If you or someone you know believes it, read on for the IBHS’s expert recommendations:

1. Do NOT open windows during a storm. This doesn’t relieve pressure – it just lets damaging wind and rain into your home.
2. Tape does NOT protect your windows from flying debris. It might keep more of the glass together when impacted, but will not keep it in place.
3. Window film does NOT provide much protection from the impact of debris. It does, however, hold glass shards together when the window breaks. Also, some thicker “structural” film has passed the “small missile” test, which applies to things like gravel and similarly sized objects.



September Is...High Holy Days

The Jewish High Holy Days are observed during the 10-day period between the first day (Rosh Hashanah) and the 10th day (Yom Kippur) of Tishri, the seventh month of the Jewish calendar. This year Rosh Hashanah begins at sundown September 18, and Yom Kippur begins at sundown September 27.

Client Of The Month

Congratulations to our Client Of The Month,
Ken Eddy.

This month the Client Of The Month receives a free dinner for two at Yokahama’s Restaurant in Steveston and may bring, as our guests, 3 friends of his choice.

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

Rosh Hashanah and Yom Kippur are the most important of all Jewish holidays. Rosh Hashanah, the Jewish New Year, is the symbolic anniversary of the creation of the world; the words “Rosh Hashanah” literally mean “Head of the Year.” In addition to being the anniversary of the past creation of the world, Jewish tradition sees everyone as being created anew at this time every year. Yom Kippur, the Day of Atonement, is the most solemn day of the Jewish year and a day of fasting, reflection and prayers. At the end of Yom Kippur, those who have repented for their sins are granted a good and happy New Year.

Do not spoil what you have by desiring what you have not; remember that what you now have was once among the things you only hoped for. – Epicurus

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