



Michael's Home News

News To Help You Save Time And Money

April 2011

What's So Special About April 22?

Did you know that April 22 is Earth Day, and has been every year since it was first celebrated in 1970?

Earth Day was the creation of Gaylord Nelson who, as a Wisconsin Senator in the late 1960s, said, "Our soil, our water, and our air are becoming more polluted every day. Our most priceless natural resources – trees, lakes, rivers, wildlife habitats, scenic landscapes – are being destroyed. How are we going to get the nation to wake up and pay attention to the most important challenge the human species faces on the planet?"



Nelson's wake-up call was that first Earth Day, and 20 million people in the U.S., Canada and other countries participated in activities demonstrating their interest in the environment. Today Earth Day is observed in more than 140 countries with rallies, speakers and parades, and individuals or groups planting trees, picking up roadside trash, and conducting programs about recycling and conservation. You can check out activities at www.epa.gov/earthday, www.earthday.ca and other Web sites, and celebrate Earth Day

every day by practicing the five Rs: Reduce, Reuse, Recycle, Replenish and Restore. Here are just a few ideas:

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

- **Replace your standard light bulbs** with compact fluorescent light bulbs (CFLs).
- **Carpool or take public transit** – even once a week will make a difference.
- **Call companies** that are sending you unwanted catalogues and cancel them.
- **Find out where to recycle** your old electronics – cell phones, computers, MP3s – and set a date to do it.
- **Take shorter showers**, and run your dishwasher only when it's full.

Love your planet on Earth Day – and every day!

Michael Cowling

April Quiz Question

A *Litocranius walleri* is better known as what?

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 Starbucks

Cell Phone Civility

Cell phones sometimes seem to create as many problems as they solve. To smooth over the rough spots, CellPhones.org put together this list of cell phone etiquette tips:

Lower your voice. Don't force everyone around you to listen to your half of the conversation.

Avoid personal subjects. Resist the temptation to overshare where complete strangers can listen to your intimate secrets.

Don't take calls (or text) when talking to someone else. If you absolutely must take the call, excuse yourself and keep it brief.

Silence your ringer in theaters. Put it on vibrate, and don't answer your phone while others are watching the movie, play, or performance.

Don't get mad about dropped calls. If you make 100 calls per week you'll lose two to four calls every week. Don't blame the other person for a dropped call. It happens.

Keep your distance. Whenever possible, stay at least 10 feet away from others when talking on your phone.

Praise Vs. *Effective* Praise

It's likely that you know the benefits of giving praise – whether it's in a work situation, a personal relationship, or even with your pet puppy. Praise makes the recipient feel valued, and encourages the recipient to repeat the behavior you're praising. It makes you feel good, too!

Giving *effective* praise can be tricky, however, so here are three tips to keep in mind the next time you're praising a colleague, family member or friend. (This doesn't work with your puppy but a doggie treat will.)

- Show that you understand the difficulty of what they did.
- Show you understand how they succeeded – the decisions they made, the tools and/or techniques they used, the resourcefulness they displayed.



The above is new technology called a QR code meaning Quick Response code. Smartphones with a quick swipe will immediately be directed to this newsletter, my blog, feature listings and all my online information, no smartphone no problem use www.michaelcowling.com

- Show you understand the value of what they did.

In other words, giving praise can be work. But it's truly worthwhile for both the receiver *and* the giver.

Cool Off And Save

If you're prone to impulse buying, try this trick to exercise a little financial restraint: Give yourself a spending limit and don't spend more than that limit without taking 48 hours to think about it. For instance, if you see a pair of shoes you'd love to have but costs \$100, pause before you hand over your credit card or cash you really can't spare.

Forcing yourself to think about a purchase will provide you enough of a cooling off period to help you determine whether or not you really need to make the purchase.

How To Plant A Great Herb Garden

If you love having fresh herbs at your fingertips here are a few suggestions on setting up an herb garden you will use and love:

- Plant your herb garden as close to the kitchen as you can manage. Your herb garden can be grown in a series of containers if that helps you locate it where it will be most convenient. If you have to go to too much trouble to get to and pick the herbs, you won't use them as much.
- If you want to get the most pleasure you can from your herbs, plant them along walkways and where people will brush up against them. They won't release their fragrances until something brushes or bruises them.
- Make sure to place your marjoram, parsley and thyme along borders. These plants only grow a few inches high and will get lost among taller plants.
- Dill, tarragon and coriander grow up to two feet high. If you have a walkaround garden, the center is the best place. If your garden is up against a wall or object then you'll want to place these plants at the back of the garden.
- Grow bay leaves and rosemary in clay pots just beneath the soil of your garden. When the weather turns cold, dig them up and take them inside. They'll continue to grow and you can enjoy their fragrance and flavor year round.
- Remember some herbs spread (like mint, wild marjoram and tarragon). Each year

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.

Leave the address on my voicemail, anytime, 24 hours a day, and I'll fax, mail or e-mail all the information to you on that listing within 24 hours.

they'll take more and more room. To contain their growth, confine their roots by burying them in a section of stovepipe. The pipe will keep them from spreading.

- Cut your herbs just before they flower for optimum flavor – that's when their oils peak. If you're going to store your herbs, it's best to cut them midmorning on a sunny day.
- Store your herbs by freezing or drying, or in oil or vinegar. You can use the oil and vinegar as seasonings when you cook and in salad dressings.
- If you have refrigerator space, keep your dried herbs there, as they'll keep better.

March Quiz Answer

Question: Where is the zonule of Zinn found?

Answer: In your eye.

Source: medical-dictionary.com

Congratulations to Linda Phillips.

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

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

How To Remember A Name

Do you have trouble remembering names after you meet people? If you do, you might want to try the following technique to aid your memory:



Focus. You want to send a positive message to the person you're meeting. Pay attention to your pose. Are you leaning in, are you telling the person that this moment is important to you and that he or she has your undivided attention?

Ask. Repeat the name back to the person you're meeting. Ask if you've got it right. This makes you an active participant in the meeting and shows that you're paying attention.

Repeat. Repeat the person's name in your mind, then cross reference it with something else – a celebrity's name that you're already familiar with, or some other association.

Employ. Once you have the name clarified, it's very helpful to introduce your new acquaintance to someone else. This makes you say the name out loud and fixes it in your memory.

Hunger Pangs Or Snack Cravings?

Many of us eat more than we need to. Often it's because we think we're hungry when instead we're anxious, depressed, bored, or just tempted by the plate of brownies a coworker brought in this morning.

Although you shouldn't wait until you're faint with hunger to eat, it's good to pay attention

to the signals your body is sending you. These are the typical symptoms of real hunger:

- Growling, gurgling, or rumbling in the stomach
- Irritability
- Headache
- Dizziness
- Difficulty concentrating
- Nausea

Not sure whether you're really hungry? Ask yourself if something healthy, like an apple or an orange, would make you feel better. If not – if you think you really, really *need* that chocolate chip cookie – then chances are you're having a craving, not a real hunger pang.

**Client Of
The Month**
Congratulations to our Clients Of
The Month
**Chris Sargent - Jeff Gelford -
Ted and Joanne Wouters**
This Month the Clients Of The
Month all received Tickets to
Canucks Vs.
Columbus March 1st, Nashville March
3rd, and Minnesota March 14th
**Call me to find out
how you can become
Client Of The Month!**

Online Safety

As social networking stretches into every corner of our lives, parents are right to be concerned about the information their children may be sharing online – and about what kind of information they should share about their own families. Here are some guidelines:

Pick a strong password. Don't use common words or significant dates in your life. Create a password that's a mix of capital and lowercase letters, plus numbers, so it can't be guessed easily.

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.

Don't give your birth date. Leaving your full birth date – month, day, and year – can give hackers and identity thieves an avenue to more confidential information. Share just the day and month, or no birthday at all.

Use privacy controls. Limit what's available on your profile so strangers don't have complete access to everything you post online.

Vacations. Don't announce that you're going to be out of town ahead of time. You don't want to advertise that your home will be empty.

Free Reports!

- ☑ How to Sell Your House for The Most Money In the Shortest Possible Time

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- ☑ What did that house across the street sell for?

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See page seven for all this and more.

Should Baseball Helmets Have Face Guards?

Baseball season is upon us and unfortunately, that means an increase in eye injuries is upon us, as well. Thirty-eight percent of all sports-related eye injuries result from baseball or softball, and nearly half of those injuries require surgery. Safety experts believe that face guards (which can be attached to batting helmets) can prevent a quarter to a half of those injuries because they protect the face when it's struck by a ball or bat.

A face guard is a small investment to protect something irreplaceable – your, or your children's, eyes.

Did They Really Ask That?

Here's a "strange but true" from a source you might not expect – your library! Library reference desk workers collected these strange but true questions posed by patrons:

- Do you have books here?
- Do you have a list of all the books written in the English language?
- Do you have a list of all the books I've ever read?
- I'm looking for Robert James Waller's book, *Waltzing Through Grand Rapids*. (Actual title: *Slow Waltz in Cedar Bend*.)
- I was here about three weeks ago looking at a cookbook that cost \$39.95. Do you know which one it is?
- Which outlets in the library are appropriate for my hairdryer?
- Do you have any books with photographs of dinosaurs?
- Can you tell me why so many famous Civil War battles were fought on National Park sites?
- I need a color photograph of George Washington (or Christopher Columbus, King Arthur, Moses, Socrates, etc.).
- I'm looking for a list of laws that I can break that would send me back to jail for a couple of months.



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](mailto:mc@michaelcowling.com)

Name: _____ Phone: _____

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

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- () 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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