On The Other Side

There was an elderly man who loved his garden and spent many hours growing the most beautiful flowers on the entire street. One day while looking at new plants online, he came across a different sort of flowering shrub that he had never seen before. The flowers were exquisite. “I have to have it,” he said to himself, and immediately ordered the plant.

When it arrived, he had a place prepared to put it at the base of a wood fence that separated him from his neighbour. He thought it would do nicely to block gaps in the fence.

Over the next weeks, it grew vigorously, with thick green leaves all over it, but there were no blooms. Day after day he continued to cultivate it, water it, feed it, but to no avail.

One day as he stood before the vine, he decided he would tear it out and plant something else there that would produce flowers. He went to the garden center to select a new plant.

While he was there, a young woman approached and said, "Aren't you Mr. Jones from Denning Street?"

"Do I know you?" he asked.

"Not me, but my mother lives next door to you, and I have seen you around. I wanted to thank you. You have made her so happy with those wonderful flowers along the fence. She’s too ill to work in her own garden, but you have made it beautiful for her."

When he went home that day, he got a box and stood on it so that he could see over the fence. Sure enough, the shrub he had planted had grown through the fence gaps, and on the other side it was rife with gorgeous flowers.

The moral of this story is that good work bears fruit, even if we can’t always see it directly.

~ Michael Cowling

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Notable In November

**World Communication Week (November 1-7)** stresses the importance of communication among human beings who speak more than 3,000 languages and promotes the international language, Esperanto.

**Perigean Spring Tides (November 3 and 28)** observes the highest possible tides, which occur when New Moon or Full Moon takes place within 24 hours of the moment the Moon is nearest Earth (perigee). These tides are not named for the season of spring but for the German *springen*, meaning "to leap up."

**World Kindness Day (November 13)** grew out of the Japanese Small Kindness Movement in 1996. The Random Acts of Kindness Foundation in the USA has been a part of these conferences along with representatives from around the world.

**Hello World Day (November 21, 1973)** encourages us to greet ten people for peace. Over 180 countries have participated. The idea was started as a response to fighting between Egypt and Israel. If we get to know each other, perhaps we will refrain from fighting.

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Email Greetings Etiquette

It’s surprising how challenging email communication can be. Even the greeting causes some people to have fits. Here is the latest advice on good salutations for email messages when communicating with people in business contexts.

Cringe-worthy business email greetings:

- Hey there, Bob!
- Dear Sir or Madam,
- Dear Ma'am,
- Dear Sir(s),
- Dear {FirstName}, *(if you’re going to use mail merge, double check that it’s working)*
- To Whom It May Concern,
- Greetings, Bob. *(sounds old-fashioned)*

Modern and acceptable business email greetings:

- Hello, Mr. Smith.
- Dear Bob/Mr. Smith, *(only use the first name if you know them already by first name)*
- Good morning/Good afternoon. *(with or without a name)*
- Dear [title], *(eg. "Dear hiring manager")*

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**November Quiz Question**

**Q:** A flock of crows is called a murder. What is a flock of ravens called? *(There are several possible answers.)*

Everyone who texts, emails or calls in the correct answer by the last day of this month will be entered into a draw for a $25 gift certificate to Starbucks.

**October Quiz Question**

**Q:** What is the famous painting, La Gioconda, more commonly called?

**A:** *The Mona Lisa.*

Congratulations to: *Stephen Laforge*
More Of Us Living To 100

It's starting to get crowded in the 100-year-olds' club. Once nearly nonexistent, the world's population of centenarians is projected to reach nearly 6 million by midcentury. Here are the startling facts:

- **340K** — The number of people worldwide who are 100 or older **today**.
- **6M** — The estimated number of people who will be 100 or older **in 2050**.
- **233%** — The estimated growth of the world's population 80 and older, **by 2040**.

The number of centenarians has already jumped from an estimated few thousand in 1950 to more than 340,000 worldwide today, with the highest concentrations in the United States and Japan, according to the latest Census Bureau figures and a report being released by the National Institute on Aging.

Demographers attribute this boom to decades of medical advances and improved diets, which have reduced heart disease and stroke. Genetics and lifestyle also play a factor. So, too, do doctors who are more willing to aggressively treat the health problems of people once considered too old for such care.

Japan, known for its low-fat staple of fish and rice, will have the most centenarians in 2050-627,000, or nearly 1 percent of its total population, according to census estimates. In the United States, centenarians are expected to increase from 75,000 to more than 600,000 by midcentury.

Which Lesson Learned?

Johnny was being quizzed by the teacher during an arithmetic lesson. "If you had ten dollars," said the teacher, "and I asked you for a loan of eight dollars, how much would you have left?"

"Ten," Johnny answered firmly.

"Ten?" she said. "How do you still have ten if you’ve loaned me eight?"

Johnny replied, "My daddy says I shouldn't loan money or borrow it. So you can ask for ten, but I would say no. So I would still have ten."
Be Interesting With Prepared Stories

When at a party or networking event, having a few conversation starters on hand will help you break the ice and engage. But once you do that, you still need to be able to continue the conversation and be interesting.

So, just as you would have a few ice-breakers handy, prepare a few short stories in advance that might be relevant to the group you’re with. This might feel contrived to you, but it won’t seem that way to your listeners.

Suppose you are going to an event where there are likely to be some business people (a networking event or a party). To prepare for this event, perhaps you read through a copy of Entrepreneur magazine.

At the event, you start a conversation with “What kind of work do you do?” (Always an easy conversation starter in a business or formal social setting.) They tell you they make golf balls. You ask them more about the art and science of making golf balls.

Then you segue into a story: “That reminds me of another interesting business…” tell a story about an interesting entrepreneur you read about. Be prepared to tie your story back to them somehow, even if it’s to end by saying, “I think making golf balls is a lot like what the guy did in that business.”

Finally, be sure to ask the listener another question to help him tell his stories. Remember, most people are more interested in finding a great listener who can draw them out and make them feel interesting than they are in looking for someone with great stories. Use your story to encourage them to tell theirs.

13 Surprising Real Names Of Celebrities

- Nicolas Cage—Nicolas Kim Coppola
- Whoopi Goldberg—Caryn Johnson
- David Bowie—David Robert Jones
- Demi Moore—Demetria Guynes
- Hulk Hogan—Terry Jean Bollette
- Katy Perry—Katy Hudson
- Muhammad Ali—Cassius Clay, Jr.
- Woody Allen—Allen Stewart Konigsberg
- Julie Andrews—Julia Elizabeth Wells
- Michael Caine—Maurice J. Micklewhite
- Alice Cooper—Vincent Damon Furnier
- Tom Cruise—Thomas Cruise Mapother IV
- Elton John—Reginald Kenneth Dwight
Sleep-Inducing Colors

Can the color of your bedroom help you sleep?

According to the Hotel booking site Travelodge, the answer is yes. Travelodge studied 2,000 British homes and found that those who slept in a blue bedroom got an average of 7 hours and 52 minutes of sleep every night. The study authors think this is because blue is associated with being calm, and helps reduce blood pressure and heart rate.

Shades of yellow were the second best, clocking in 7 hours and 40 minutes of sleep for inhabitants, closely followed by green (7 hours and 36 minutes), silver (7 hours and 33 minutes) and orange (7 hours and 28 minutes).

The worst colors were purple (5 hours and 56 minutes), brown (6 hours and 5 minutes) and grey (6 hours and 12 minutes).

The study also had a few other interesting findings:

- Of those with a blue bedroom, 58% reported they regularly wake up feeling happy.
- Of those with a green bedroom, 22% reported they regularly wake up feeling upbeat and positive.
- Of those with silver decor in their bedroom, 21% reported they are more motivated to exercise in their bedroom.

“I love sleep. My life has the tendency to fall apart when I'm awake, you know?” ~ Ernest Hemingway

Satisfied With Great

The great composer Igor Stravinsky once wrote the music for a new ballet.

According to one story, after the ballet opened, a dancer sent Stravinsky a telegram: “Ballet great success, but if you would allow violin to play pas de deux instead of trumpet, it would be a triumph.”

Stravinsky cabled back: “Satisfied with great success.”
Is Your Fridge a Health Hazard?

You think your refrigerator is bad? In 2009, a San Jose, California, office building was evacuated and seven people taken to the hospital when one employee decided to clean out a long-neglected refrigerator. The mixture of mold and cleaning chemicals triggered a hazardous incident, according to a CNN report.

Your refrigerator may not be that dangerous, but for the sake of everyone’s health and safety here are some steps you should take to prevent a similar crisis:

- **Clean spills immediately.** Instead of crying over spilled milk, or spaghetti sauce, wipe it up when it’s easy to remove before lingering odors are created.

- **Set up a schedule for cleaning the refrigerator.** Plan to clean out your refrigerator once a month for optimal cleanliness.

- **Deep clean by removing drawers and shelves.** Pull out everything you can. You want to get to every inch of the interior, especially grooves and hard-to-reach areas where waste can fall and turn ugly. Wash out the drawers and shelves in the sink.

- **Use the right cleaning solution.** You should probably avoid a heavy chemical cleaner. A mixture of water, baking soda, and possibly vinegar will eliminate grime, germs, and odors.

- **Get into the seals.** Mold can build up in hidden locations around the rubber seals of the refrigerator. Carefully open these seals and wipe them out. Dry them thoroughly.

- **Let surfaces dry.** If possible, leave the doors open and allow the unit to air dry. Otherwise, use paper towels to remove any dampness from the interior.

- **Soak up odors.** A box of baking soda, or the type of charcoal used for houseplants, can absorb odors and keep the inside of the unit smelling fresh until the next cleaning.

“*My own prescription for health is less paperwork and more running barefoot through the grass.* —Leslie Grimutter
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You will find a short video explaining the Free Program and a sign up page if you would like to enjoy the benefits of a membership.

A substantial part of my business comes from introductions from people I have helped buy or sell a home. We are never too busy to help your friends, family, and people you care about.

Sincerely,

Michael Cowling

Some of the Neighbourhood Savings include:
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