

# Matt's Home News

News To Help You Save Time And Money

May 2014

## Don't Change Your Nature

A very old man used to meditate early every morning under a large tree on the bank of the Ganges River in India. One morning he saw a scorpion flailing helplessly in the strong current of the river, tangled in a complex network of tree roots.

The old man immediately reached out to rescue the drowning scorpion. The panicked animal tried to sting him, but the man persisted. For several long minutes his hand darted back and forth, evading the scorpion's deadly stinger as he tried to rescue it.

A passerby saw the struggle and called out. "Hey, old man, what's wrong with you? You're going to get yourself killed. Just let it go."

The man sat back and looked calmly into the stranger's eyes. "Friend," he said. "It is the nature of the scorpion to sting. It is my nature to save the helpless. I do not expect him to change his nature to suit me, nor will I change my nature to suit him."



*It is a confident person who stays true to their own nature when being pressured to change.*

Matt Haviland

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## Mother Sets The Tone

"Yes, I know—you walked five miles to school, barefoot in the snow, and it was uphill...both ways!"

That's how I sometimes tease a friend whose memories of the Depression are dark and difficult. My own recollections of those days are much more upbeat. Why the difference?

Thinking about it now, I realize that my mother set the tone of our lives back then. The Depression and all its deprivation might have entered our St. Paul, Nebraska home...but Mother never let it enter our hearts.

How could I not feel the joy of life when we were having so much fun “skating” on our dining room floor? After she rubbed paste wax on the surface, we’d don heavy socks and do the polishing by skating and dancing on it.

Mother fought dullness with beauty. She used my watercolors to paint pictures on plain white paper, turning it into colorful wrappings for homemade gifts.

Mother always managed to find paint to brighten our kitchen. When she painted the trim on the kitchen table and chairs, she also painted the wooden handles of large spoons and other utensils.

Even when doing the toughest chores, Mother had a way of having fun. I remember how we struggled to bring in frozen clothes from the line during winter.

Instead of complaining about our stinging hands, we’d laugh and prop the stiff clothes on chairs like people until the clothing thawed.

And she was a brave woman. During those hard times, Mother must have felt discouragement and worry...and she probably cried some secret tears. But she was determined that our lives would be full of pleasant memories.

~by Venus Bardanouve, excerpted from *Reminisce Magazine* online

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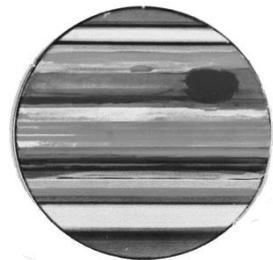
*Mother’s Day: Sunday May 11*

## Red Spot Mystery Solved

The Great Red Spot of Jupiter has long puzzled astronomers. A storm in Jupiter’s atmosphere has kept it going for almost two hundred years—why has it persisted so long?

Scientists now think they know the answer. Instead of just a turbulent mass of gases swirling horizontally over the planet (which would sustain the spot for only a few decades), gases spouting vertically seem to be responsible for the spot’s longevity.

Earlier analyses of the Jovian winds discounted the effects of vertical plumes. But a team of astronomers from the University of California at Berkeley and Harvard calculated precise wind speeds for the vertical streams, and found that they could keep the Great Red Spot going for as long as 800 years. Gases spewing from the top and bottom of the spot loop around, picking up energy from jet streams and then diving back into the conflagration in an activity that keeps the storm—and the spot—constantly replenished.



### May Quiz Question

**Q:** *Are humans precocial or altricial?*

### April Quiz Question

**Q:** *Who was the Benedictine monk who invented champagne?*

**A:** *Dom Perignon.*

# Eating Smart

Want to get smarter? Watch what you eat. No guarantees, but try some of these mental boosters:

- Walnuts. A Spanish study found that people who eat a small handful of walnuts each day saw their memory improve by 19 percent.
- Coffee. It helps you wake up, and a British study suggests that just 20-30 milligrams of caffeine (less than one cup) can enhance mental agility.
- Spinach. The magnesium in Popeye's favorite food may not make you instantly stronger, but it can increase the blood flow to your brain.
- Mussels. Mussels provide high levels of vitamin B12, which can help insulate your brain cells as you age.
- Asparagus. Eating your vegetables is good for you. Asparagus is packed with folate, which can decrease the risk of depression.

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*A mother is a person who, seeing there are only four pieces of pie for five people, promptly announces she never did care for pie. ~Unknown*

## Question Assumptions

*Here's why you should always question your assumptions:*

Late at night, a doctor's phone rang. He answered it groggily. "Hello?"

"Dr. Jones? This is Dave Mitchell. I'm sorry to call you so late, but my wife has this sharp pain in her side. It's sort of tender when I touch it, and I wonder if I should take her to the hospital."

The doctor recognized his patient's voice. "That's all right, Dave. Just give her a few aspirin; I'm sure she'll be fine."

Dave called back a few minutes later. "Doctor, are you sure about this? My wife thinks it might be appendicitis."

"It's not appendicitis," the doctor said curtly. "Maybe it's something she ate."

"How can you be sure?"

"Because I removed your wife's appendix seven or eight years ago. I remember it clearly. And no one grows a second appendix."

Dave paused. "Yes, but some people have a second wife."

# The Origin of Vaccinations

Vaccinations can be controversial, but the practice developed as a successful response to a deadly disease—smallpox. An epidemic hastened the decline of the Roman Empire, killing 7 million people in A.D. 108, and the disease decimated native and immigrant populations in the New World. During the 18th century, 400,000 Europeans died of smallpox, and survivors were often left blind or disfigured.

Physicians and family noticed that survivors of smallpox were immune to the disease afterward. Travelers to Western Europe from Turkey in the 18th century reported the success of a procedure in which smallpox was introduced into the body of a healthy individual, who then became immune to the disease.

The British aristocrat Lady Mary Wortley Montague, who had suffered facial scars from smallpox, had her 5-year-old son inoculated against the disease when her husband was stationed at a diplomatic post in Istanbul. Upon her return to England, she had the embassy physician, Charles Maitland, demonstrate the effectiveness of the practice by having her 4-year-old inoculated in the presence of royal court physicians.



The term “vaccination” comes from Edward Jenner, an 18th-century British physician who experimented with cowpox, a less-threatening disease that appeared to confer immunity from smallpox. The word derives from the Latin “vaca,” which means “cow.” In the 19th century, French scientist Louis Pasteur further developed the technique to prevent the spread of anthrax.

## Noticing More Tattoos Lately?



Tattoos used to be associated with images of sailors and motorcycle gangs, but they’re more common than ever these days. According to Harris Interactive, one in five adults had a tattoo in 2012, up from 16 percent in 2003 and 14 percent in 2008. We spend about \$1.65 billion getting tattooed annually.

Some stereotypes persist, however: Harris found that 45 percent of respondents find people with tattoos less attractive, and 27 percent believe that tattooed people are less intelligent. Still, 86 percent of people with tattoos say they’ve never regretted their ink.

# Sam Walton's "Secrets"

Whatever you might think of Wal-Mart, founder **Sam Walton was a remarkable businessman**. Here are 10 of the key principles Walton followed, as recounted in *Sam Walton: Made in America, My Story*, by Sam Walton, co-authored with J. Huey (Doubleday):

- Believe in what you do. If you dedicate yourself to work that you love and doing the best you can, your enthusiasm will be contagious.
- Treat your workers like partners. Share your profits fairly and team up with everyone in your company to perform and excel together.
- Motivate with more than money. People respond more powerfully to other incentives.
- Communicate everything. The more your team members know, the more they'll be able to do for the company and the better they'll be able to do it.
- Show your appreciation. There's no replacement for sincere praise, and no more cost-effective motivational tool.
- Lighten up. Don't take yourself too seriously. Take some time to have fun and let others have fun along with you.
- Listen to your partners. Look for ways to encourage your employees to talk to you.
- Surprise your customers. Give them something extra to show your appreciation for their business. Listen to their complaints and correct them promptly and cheerfully.
- Watch your expenses. You can overcome almost any setback if you're using your money efficiently and not wasting any.
- March to your own beat. Don't follow conventional wisdom.

## About To Buy A House?

Mortgage information can be confusing. What is APR? What is included in the monthly payment? What can be deducted on taxes? What is all this paperwork? Why this interest rate and not another? What is a rate lock? And on and on it goes.

As a mortgage consultant, I recommend that home buyers keep a list of their questions in a location that they can easily refer back to later. I also recommend that they break their list into before, during, and after categories. What do they need to know before they buy (like interest rate and loan costs), during the purchase (like paperwork and rate lock) and after they buy (like taxes, payments, and deductions).

**Call Juan Jordan Meridian Bank  
732-423-6494**

## Listen Between The Lines

A young man who was constantly quarreling with his wife sought advice from a trusted uncle. His uncle advised him, "You have to learn to listen to her."

The man went home and did his best. A month later he returned and told his uncle, "It's no better, and I've been listening to every word she says."

The uncle smiled. "Now go back and listen to every word she isn't saying."

# Your Device Can Make You Sick

Computers, tablets, smartphones, and other electronic gadgets make our lives easier in many ways. But can they also endanger your health? Doctors and scientists are increasingly alert to new kinds of illnesses that appear to be connected to our growing addiction to technology:

- **Cybersickness.** Screens that provide the illusion of three-dimensional imaging can cause vertigo, nausea, and migraines in some people.
- **Laptop thigh, or “toasted-skin syndrome.”** The heat of a laptop (which can reach 100 degrees or more on the lower casing) is said to have burned the legs of a small number of users.
- **Nomophobia.** One study found that 66 percent of users experience fear of being separated from their phones for even a short time.
- **Phantom vibration syndrome.** The sensation that one’s mobile phone is ringing or vibrating even though no call is actually coming through may affect seven in 10 cell phone users.
- **Texting thumb.** Excessive texting with one’s thumbs can cause tendonitis. The condition is on the rise, according to orthopedists.



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*My mother had a great deal of trouble with me,  
but I think she enjoyed it. ~Mark Twain*

## Can Type 2 Diabetes Be Reversed?

Type 2 diabetes, also known as adult onset diabetes, is typically manageable, and drugs aren't always necessary. A diet low in sugar, saturated fats, and trans fatty acids, along with moderate aerobic exercise can reduce symptoms.

But can type 2 diabetes be reversed?

If "reversing" means that we don't need medication anymore, that's possible for some people, provided they have not had diabetes for long and have fewer genetic factors involved. The best prescription for reducing the effects of type 2 diabetes include getting regular sleep, reducing intake of sugar, and losing extra weight, especially around the waistline.

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**See page 7**

# MATT'S HOME NEWS

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Matthew Haviland, Keller Williams Realty, 802 Tilton Road, Suite 202 or just call me at 609-338-3773!

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- Please call me to arrange a free, no-obligation market valuation on my house.

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# Day At The Zoo

You are invited to our fun Day At The Zoo with me your real estate consultant for life and the entire Haviland Group. This is my way of saying thank you for trusting me with your real estate needs, introducing me to the people you care about and for allowing me to be a part of your life.

Our Day at The Zoo will take place on Saturday June 7th from 10 AM to 2 PM at Cape May County Park & Zoo, Shelter C. I'll have lunch and refreshments provided during that time and we'll also have some great prizes to give away!

Come enjoy a day at the park and zoo with us! Please invite your family, friends and neighbors to come also.

I need to know if you are coming by Tuesday June 3rd. Also let me know how many guests you'll be bringing. You can call or text me at 609-338-3773.

Sincerely,



Matthew Haviland  
Your Real Estate Consultant For Life

P.S. Please RSVP for our Day At The Zoo by June 3rd. Email me at [matt@sjhouses.com](mailto:matt@sjhouses.com) or by calling me at 609-338-3773.

## We have added a new office location in Ocean City, NJ!



*Located at 1 Atlantic Avenue, in addition to our Northfield office. Our goal is to continue helping people in Atlantic County and help the people you care about with their real estate needs in Ocean City. Our additional office address is:*

**Keller Williams Realty Jersey Shore  
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