

Matt's Home News

News To Help You Save Time And Money

May 2015

Things Aren't Always As They Seem

A more senior angel decided to take a novice angel down to explore the world. They took human form and after a long, exhausting walk, they came to a mansion, knocked, and asked the rich owner for a place to sleep.

The man looked at them sourly, then reluctantly said they could sleep in the cold basement. He had his maid take them down a stone stairway, instructing them not to touch anything. On the way, the first angel reached up and repaired a fist-sized hole that was marring the wall, making it so that the wall was smooth and perfectly finished.

The next day they set out again. At nightfall, again exhausted, they found a small farmhouse and asked the old woman inside if they could spend the night. The woman welcomed and fed them, and then insisted they sleep in her bed while she slept on the floor. The next morning when the old woman awoke, she found that her cow had died in the night.



**Lowest Interest Rate Home Loans
For High-Income Professionals At**
(888) 856-3579 ext. 30

INSIDE THIS ISSUE

- Things Aren't Always as They Seem
- The Iconic Maypole
- May Quiz Question
- 70 Is The New 30
- How To Have More Power At Work
- Exercises For Taking The Next Big Step
- There's Gold In The Grounds
- The Health Benefits Of Being Single
- The Genetic History Of Alcohol Tolerance
- Tommy's Shoes
- What's So Funny About Chemistry?

The angels did what they could to comfort her, but eventually took their leave. As they walked down the road, the junior angel said to the senior: "I don't understand. You helped the rude man by repairing the hole in his wall, but you did not help the kind old woman by saving her cow. Why not?"

The senior angel smiled and said, "Inside the hole, the rich man had hidden a map to a treasure he planned to steal, so I turned the hole into solid stone. At the old woman's house, I heard Death come for the woman in the night, so I stepped outside and convinced him to take the cow instead."

Just a reminder that things aren't always as they seem.

~Matt Haviland

The Iconic Maypole

May 1st in many countries is called May Day, an informal spring festival, usually celebrated in smaller villages with dancing, drinking, and competitive games.

One of the most iconic parts of a May Day celebration is the Maypole dance, which features young girls with flowers in their hair, dancing around a tall pole, each holding a ribbon attached to the pole. The youngest girls dance in an inner circle while the older girls dance in an outer circle, intertwining and plaiting the ribbons as they circle the pole. They then unravel the ribbons by retracing their steps.



The origin of Maypole dancing dates back to Pagan times, when the dance of the maidens was closely associated with fertility.

During medieval times, the cutting of a huge tree and bringing it to a village was a big event. Great care was taken in choosing the tree, and nearby villages often competed with each other to have the tallest Maypole. The bark of the tree was removed, or smoothed, and decorated with garlands and brightly colored ribbons to prepare it for the dance, which has remained essentially unchanged for centuries.

70 Is The New 30

As people age into their 60 and 70's, there is an impression that they should have "made it by now," and that it's time to retire. Yet there is ample evidence that people may not achieve their life-long goals until well into their upper years. For example:

- "Colonel" Harlan Sanders was 65 when he began trying to license his "finger lickin' good" chicken recipe, launching what would become Kentucky Fried Chicken.
- Dr. William Worrall Mayo was 70 when he founded his world-famous medical clinic.
- Frank McCourt, author of the best seller, *Angela's Ashes*, didn't start writing until he was 65.

These days, seniors often think less in terms of retirement and more in terms of "what else can I do?" They're starting businesses, writing first novels, and building empires—acting much more like tricenarians than septuagenarians.

May Quiz Question

Q: *The Canary Islands were named after which animals?*

April Question

Q: *What do the letters stand for in the emergency signal SOS?*

A: *Nothing. It is merely a conveniently short signal.*

How To Have More Power At Work

Power. Wanting more of it doesn't make you a megalomaniac or would-be dictator. Power by another name could also be called influence, and influence in the workplace is a good thing. Influence affords you more opportunity and respect, which gives you more choice and control over your own career and goals. To gain the right kind of power that will help you get ahead, try this advice:

- **Use your authority actively.** No matter what your job is, you have some power to make decisions. Don't ask for permission over actions that are legitimately your responsibility. However, use tact in the execution of decisions.
- **Recognize people.** Even if you're not a manager, you can build your reputation as a leader by thanking people for their assistance, pointing out examples of high performance to managers, and showing your appreciation for your co-workers' efforts to help the organization succeed.



- **Find a specialty.** Become an expert at some important function within your organization or department. Once you become the go-to person for solving specific kinds of problems, people will look to you for help and leadership in other areas.
- **Show initiative.** Don't wait for managers to tell you what to do. Launch a pilot project on your own to help your organization achieve its goals. Make suggestions for developing new products or cutting costs. Let everyone know you're committed to making a difference.
- **Expand your networks.** The more people you know, the more influence you have. Reach out beyond your usual circle of friends and co-workers by getting active in other departments and in industry groups. Even if your contacts aren't directly involved in your business, you'll gain access to ideas and relationships that will benefit you throughout your career.
- **Learn to speak powerfully.** Your ability to communicate is critical. Take courses in speaking, join a speakers' club, and listen to powerful motivational speakers, such as Anthony (Tony) Robbins or Eric Thomas. Learn to express your ideas succinctly.
- **Become an active listener.** Everybody loves someone who listens with their whole being, feeds back what they hear, and then asks to hear more. Become known as someone who is easy to talk to. Withhold your opinions, and be positive in your responses.

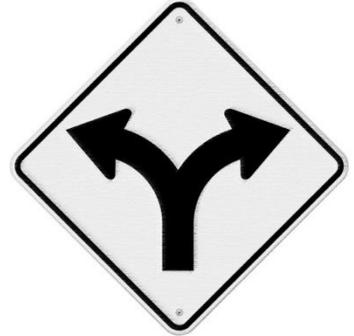
DO YOU WANT TO WORK WITH OTHER BUSINESSES THAT GIVE OUTSTANDING CUSTOMER SERVICE?

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

Exercises For Taking The Next Big Step

At some point in every life there comes a time when we feel something needs to change. When that happens, these two exercises from professional development coach, Rich Gee, can help you get clarity. Gee suggests doing these as free writing exercises.

1. Explain where you are now to your past self. Pretend you can talk to yourself five years ago. Tell this past self what to expect—the bad as well as the good. You'll gain insight into what you might have done differently that may help you in the future. You'll also remind yourself that you can survive anything life can throw at you.
2. Explain to your future self where you want to be next. Pretend that you're talking to a version of yourself from five years in the future. Explain where you want to be, and ask what advice he or she might have for you. This will give you concrete and more realistic goals to strive toward.



It is our duty as men and women to proceed as though the limits of our abilities do not exist. ~ Pierre Teilhard de Chardin

There's Gold In The Grounds

Before you toss those used coffee grounds in the trash, consider this: A report in the Journal of Agricultural and Food Chemistry says that coffee grounds are rich in antioxidants and other healthy substances. Scientists speculate that coffee grounds (about 20 million pounds of which are produced every year) could be “harvested” for antioxidants, as well as be used for farm fertilizers and other uses instead of being dumped in landfills. Side Note: Filter, plunger, and espresso-type coffeemakers seem to leave the most antioxidants in their grounds, while mocha coffeemakers leave the smallest amount.



The Health Benefits Of Being Single

While many studies tout the positive health benefits of getting married, being single doesn't exactly mean you're looking at a short, unhappy life. From the book *Singled Out: How Singles Are Stereotyped, Stigmatized, and Ignored, and Still Live Happily Ever After*, author Bella DePaulo offers these advantages to being single, when compared to being married:

- **Weight.** Married people tend to gain weight during the first few years after their wedding, according to the *Health Psychology* journal—possibly because they no longer worry about attracting partners.
- **Exercise.** Similarly, single people tend to exercise more, at least according to one University of Maryland study. Perhaps married people are too busy to exercise, or feel less pressure to do it.
- **Friendships.** Singles generally have a wider circle of friends and work harder at maintaining their relationships, says a University of Massachusetts at Amherst study. They tend to do more volunteer work and stay closer to their siblings as well.
- **Stress.** Couples are more likely than singles to worry and argue about money, and suffer from credit card debt, according to one 2014 survey.

On the other hand, singles face some health risks of their own. They're more likely to smoke, and according to a 2012 study by Emory University, their mortality rate in the months following heart surgery is three times higher than that of married folks. There's a 5 percent higher risk of developing heart disease than married people. And singles tend to worry more about housework and get stressed if their house isn't neat.

The Genetic History Of Alcohol Tolerance

We may have developed the ability to process alcohol long before anyone brewed that first keg of beer. Scientists have studied a set of genes related to the enzymes that break down alcohol, and found evidence of a mutation 10 million years ago that enabled our ancestors to safely consume spoiled and fermented fruit on the ground when other food was scarce. So did the ability to tolerate booze lead to the rise of human civilization? It's something to discuss at your next happy hour.



Free Reports!

- How Sellers Price Their Homes

Free Information!

- The 10 Dumbest Mistakes Smart People Make When Buying Or Selling A Home
- How To Buy A House With Little (Or No) Money Down

Free Newsletter Subscription!

See page 7

Tommy's Shoes

Parents will appreciate the humor in the following situation.

At the end of kindergarten class, Tommy asked his teacher to help him get his shoes on. After quite a struggle with the shoes, which were a little tight, she finally got them on.

"They're on the wrong feet," mumbled Tommy.

She realized that he was right; they were on the wrong feet. Staying calm she and swapped them over for him, again struggling to get his feet inside.

"They're not my shoes," Tommy murmured again.

The teacher fought to keep her cool and asked Tommy why he hadn't told her before. She then knelt down again and helped him pull the shoes off.

"These aren't my shoes, they're my brother's and Mom told me not to tell anyone."

At this point the teacher could feel tears coming. She helped him back into his shoes. She got him into his coat and wrapped his scarf round his neck.

"Where are your gloves, Tommy?" she asked.

"Oh, I always put them in my shoes!" he said proudly.

What's So Funny About Chemistry?

You don't have to be a scientific genius to get a laugh from these jokes, but a little knowledge of physics and chemistry will help:

- Never trust atoms—they make up everything.
- Did you hear about the guy who read a whole book about helium in one sitting? He couldn't put it down.
- The optimist sees the glass half full. The pessimist sees the glass half empty. The chemist sees the glass completely full, half in the liquid state and half in the vapor state.
- A chemist's motto: If you're not part of the solution, you're part of the precipitate.



New Study: The Longer Your Commute, the Less Satisfied You Are with Your Life!

According to a new study from the University of Waterloo, any type of long commute – whether by subway or car – reduces people's levels of happiness and impairs their overall mental health. Longer commutes also create more stress from being crunched for time and are linked to issues like hypertension, obesity, fatigue and a lowered immune system.

It's no wonder so many people are looking for financing to buy a new home in order to be closer to work. You've only got one life, so make the most out of every second of it! It's all about quality of life!

So the next time you're in a conversation with a friend, family or neighbor, and they mention they're looking to move closer to where they work, take out your cell phone, look up my number and call or text me immediately. I belong to a national network of realtors and lenders, and I can help them secure the money and find the perfect home to move closer to where they work so they can spend less time exhausted from commuting and more time enjoying life!

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

MATT'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 609-681-5230 or mail it to:

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

www.SJHouses.com **email: Matt@SJHouses.com**

Name: _____ Phone: _____
Address: _____ Email: _____
City: _____ State/Province: _____ Zip/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/HomeLoanFinder 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 Matt's Home News? Provide me with their contact info., and I'll add them to my mailing list.

Name: _____
Address: _____
City: _____ State/Province: _____ Zip/Postal: _____

Mistakes Can Be Portals of Discovery

Dear Friend,

Imagine an organization as a ship sailing on the ocean. All of the personnel on board, have one over-arching responsibility: Do not make a hole in the ship!

When working above the waterline, however, making a mistake and creating a hole in the side of the ship will have no serious consequences. We'll have the time to repair the hole, learn and sail on.

Below the waterline, an action that creates a hole could, quite literally, sink us.

Business Insider identified these 3 inventions that started as above-the-waterline "mistakes" and had below-the-waterline impact:

Sir Alexander Fleming: Before discarding a contaminated petri dish, Fleming noticed a specific mold dissolving all the bacteria it touched. Fleming went on to discover the mold contained penicillin.

Ruth Wakefield: While baking a batch of chocolate cookies, Ruth Wakefield realized she was out of baker's chocolate and decided to substitute sweetened chocolate instead. The sweetened chocolate did not melt leaving crunchy chocolate morsels. Chocolate chip cookies were created.

Spencer Silver: After setting out to make a stronger adhesive, Spencer Silver, a researcher in 3M Laboratories, actually created a weaker adhesive. Years later a colleague spread the adhesive on little pieces of paper. Post-It notes were born.

Sometimes mistakes feel bigger than life, especially when we mix them with embarrassment or disappointment. Most mistakes are only mistakes when we stop forward progress and walk away without getting the lesson or the benefit.

Sincerely,



Matt Haviland
Your Real Estate Consultant For Life

P.S If you liked this story, let me know how it touched you. Contact me at: Matt@SJHouses.com or 609-338-3773

This newsletter is intended for entertainment purposes only. Credit is given to the authors of various articles that are reprinted when the original author is known. Any omission of credit to an author is purely unintentional and should not be construed as plagiarism or literary theft.

Copyright 2015 Matthew Haviland. This information is solely advisory, and should not be substituted for medical, legal, financial or tax advice. Any and all decisions and actions must be done through the advice and counsel of a qualified physician, attorney, financial advisor and/or CPA. We cannot be held responsible for actions you may take without proper medical, financial, legal or tax advice.