

Get More When Selling Your Home

Selling a home is a big project. Here are some tips for making the best deal you can:

- ❖ **Choose the right agent.** Do research on potential agents. Don't rely solely on referrals from friends, and talk to more than one or two agents before making your choice. Ask about their experience with selling houses like yours, check out their online marketing, and ask for references from previous home sellers.
- ❖ **Use social media.** Post a video to YouTube featuring your house and neighborhood. Explain what you love about both so potential buyers can visualize themselves enjoying your home and community.
- ❖ **Get your neighbors involved.** Tell folks in your neighborhood that you're selling. Invite them to your open house and make it a party, not a sales event. The more people who know you're moving, the better your chances of getting competitive bids.
- ❖ **Choose the right timing.** Spring isn't the only good time to put your house on the market. In warmer climates, fall can be better because the weather is more comfortable. Do some research into when most sales take place.
- ❖ **Fix up your house.** The better condition your home is in, the more money you'll get for it. Even small repairs—fixing a sticky doorknob or patching nicks and scratches in a wall—can enhance the value of your residence. Spruce up the outside, too, so buyers can imagine themselves living in your home.

Fun Facts For A Festive Fourth

Do you know your U.S. history? Here are some Fourth of July facts to ponder and share:

- ★ Three presidents died on July 4: Thomas Jefferson and John Adams in 1826, and James Monroe, in 1831. Calvin Coolidge was the only president born on July 4, in 1872.
- ★ The Massachusetts General Court was the first state legislature to recognize July 4 as a state celebration, in 1781.
- ★ The first recorded use of the name "Independence Day" occurred in 1791.
- ★ The U.S. Congress established Independence Day as an unpaid holiday for federal employees in 1870. They changed it to a federal paid holiday in 1931.
- ★ The Declaration of Independence was approved in a closed session of the Second Continental Congress on July 2, 1776, but most of the delegates didn't sign it until Aug. 2. Although John Adams expected Americans would celebrate July 2, the date on the publicized copies of the document was July 4, which became the day Americans have commonly observed.



July Events

July 1st	Canada Day
July 4th	Independence Day
July 9th	National Sugar Cookie Day
July 14th	Shark Awareness Day
July 18th	National Hot Dog Day
July 20th	National Lollipop Day
July 28th	National Milk Chocolate Day
July 31st	National Mutt Day



Do You Have A Question About Car Maintenance That You Want Answered?

We love to hear from all of our good friends and clients who enjoy reading our monthly newsletter. If you have a question about anything related to your vehicle, feel free to reach out to us...

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**Steve Kamps, Van Varnell, Doreen Rogers,
Melissa Snelling, Shannon Holsey,
Brandon Bennett, And Elisabeth Ballard**

Does Practice Make Perfect?

There's a theory that it takes 10,000 hours of practice in any given subject to develop one's expertise in that area, regardless of familiarity with it.

The theory intrigued Dan McLaughlin, so he decided to put it to the test. In April 2010, at age 30, McLaughlin quit his job and devoted his time to learning how to play golf—a sport for which he had no interest or aptitude.

He practiced for hours each day and soon realized time was just one of many factors that would aid in his development. The quality of the time spent in practice was equally important, as was his strategy for learning the fundamentals of the sport.

This prompted his correspondence with some of the leading researchers in the field of cognitive psychology and neuroscience. Their advice guided him to fine-tune his practice methods. It turns out that the most effective manner of learning requires you to work with material in a certain way and also challenge yourself with it.

After seven years and 6,003 hours of high-quality practice, McLaughlin achieved a handicap of 2.6. According to the United States Golf Association, fewer than 6 percent of golfers have attained this level of mastery in the sport. Not bad, considering that the guys who win the green jackets and tour the pro circuit are part of an exclusive group that accounts for an even smaller percentage of players, albeit ones who have been playing the game a lot longer.

Unfortunately, we will never know if McLaughlin could've developed the skills to be a pro golfer. Beset by back injuries, he abandoned his experiment. Still, the progress he made is encouraging. It is proof that a certain level of success is possible if you commit wholeheartedly to an objective, develop a solid plan, and put in the work.



Lincoln Settles A Problem

Abraham Lincoln ran a legal practice, but he never encouraged litigation that was unnecessary. One day, as Lincoln was working at his practice, a man entered the establishment in an impassioned state. He pleaded with Lincoln to bring suit against a man who was impoverished and in debt.

The man wanted to sue the debtor for \$2.50. Lincoln tried to reason with the man, but he was set on getting his revenge. When Lincoln saw that he could not talk the man out of bringing the lawsuit against the debtor, he slyly asked for \$10 in legal fees to head up the lawsuit. The man paid the money to Lincoln.

Lincoln then hunted down the debtor and gave him half of the legal fee. The debtor used part of the money to pay off the man who brought the lawsuit against him. In this way, the man who brought the suit was completely satisfied that justice had been done, the debtor got out of debt, and Lincoln probably had a good laugh about it all.

Rules To Startup Success

Do you dream of starting your own company? Many people do, but the road is often hard. On the Fast Company website, Shark Tank's Kevin O'Leary offers this advice for getting your startup up and running:

- ◆ **Expect long hours.** You can't get up to speed by working 9 to 5. Be prepared to work long and hard. It requires discipline and determination, so don't get started if you're not willing to make the commitment.
- ◆ **Be ready to terminate.** Firing people is never fun, but sometimes it's necessary if you're going to assemble the right team. Don't waste time if an employee isn't a good fit. The sooner the person is gone, the sooner you'll find a better replacement.
- ◆ **Set realistic goals.** You've got high ambitions, but you have to be reasonable. You're not going to get rich immediately. Keep your financial goals modest so you don't overextend yourself.
- ◆ **Focus on the bottom line.** Without sufficient revenue, your organization will go nowhere. Keep an eye on your money and spend it wisely.
- ◆ **Don't hang on to bad ideas.** If something's not working, ditch it quickly. Like firing a poor performer, dropping unsuccessful projects before they waste too much time and money is sometimes necessary if you want to keep your head above water.

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Limit one per person



Congratulations To Our Client Of The Month!

Every month, we choose a very special client of the month. It's our way of acknowledging our great clients and saying thanks to those that support our business with referrals and repeat business.

This month's Client of the Month is

Nick Lemmerond

Quotes

"The glow of one warm thought is to me worth more than money."

—Thomas Jefferson

"The sun does not shine for a few trees and flowers, but for the wide world's joy."

—Henry Ward Beecher

Take Cover From Summer Storms

There's nothing like summertime, but if you're outside when a sudden storm hits, you may feel unsafe. Here are tips on weathering a sudden lightning storm:

- **Get to shelter.** Choose a building or structure to duck into as the storm passes. If you can't find such shelter, it's best to get into a car with a hard roof and keep the windows closed.
- **Find a low-lying open place.** If you're in the open, hunker down in a low-lying spot that is a safe distance from trees, poles or metal objects.



Have A Safe Road Trip

Family car trips are a summer standard. Here's how to make your next long-distance car trip enjoyable and safe:

- Pack a first-aid kit, water, blankets, snacks, and a flashlight.
- Bring headphones for all electronic devices so noise doesn't distract the driver.
- Schedule frequent rest stops so kids don't get restless.
- Keep all doors locked. If you have electric windows that can be controlled by the driver, lock them, too.
- Don't let kids lie down in the car. They can't be protected by seat belts in the prone position.
- Never put infants in the front seat.
- Never store materials like books and stereo equipment on the shelf behind the back seat. If you stop suddenly, these items can be thrown forward with tremendous force.



Thanks For The Kind Words

"Our top word would be Trust worthy. We feel very confident in what they tell us and what they do. Great people and Great service."

- Dave C

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Does Practice Make Perfect?

How Can You Sell A Home For Higher Profits?

How Long Have Dogs Been Man's Best Friend?

What Business Tips Can Help My Startup?



*The Answers To These And
Many More Questions Are Inside*

