

The McJunkin Messenger

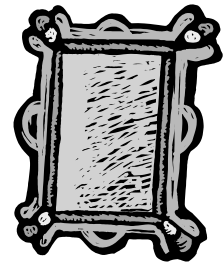
News To Help You Save Time And Money

March 2011

The House Of 1,000 Mirrors

Long ago in a faraway village, there was place known as the House of 1,000 Mirrors.

A happy little dog learned of this place and decided to visit. When he arrived, he bounced happily up the stairs to the doorway of the house. He looked through the doorway with his ears lifted high and his tail wagging as fast as it could. To his great surprise, he found himself staring at 1,000 other happy little dogs with their tails wagging just as fast as his. He smiled a great smile, and was answered with 1,000 great smiles just as warm and friendly. As he left the house, he thought to himself, "This is a wonderful place. I will come back and visit it often."



Another little dog, who was not happy like the first one, decided to visit the House. He slowly climbed the stairs, his head hung low as he looked through the doorway. When he saw the 1,000 unfriendly looking dogs staring back at him, he growled at them, and was horrified to see 1,000 little dogs growling back at him. As he quickly backed away from the door, he thought to himself, "This a horrible place, and I will never go back there again."

All the faces in the world are mirrors. What reflections do we see in the faces of the people we meet?

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Help For The Terminally Tardy

Are you always running late? Maybe you're legitimately busy, but sometimes chronic lateness springs from other factors. The danger is that being late all the time will give you a reputation for being undependable and/or careless.

Take better control of your time by considering these psychological causes for being constantly behind schedule:

Adrenalin. For some people, rushing to every meeting and event provides excitement. If you're enjoying the chase too much, look for other activities to fill your need for thrills. Skydiving, maybe?

Control. Making other people wait for you – instead of the other way around – is one way to feel you're the one in control. The problem is, important people like family, friends, customers and the boss don't like it. Remind yourself that other people's time is important, too.

Validation. Being busy can be one measure of success: "Look at all my customers/projects/places to go/people to see!" But if you overextend yourself, you'll burn out. Could you consider measuring "success" by standards other than how "busy" you are?

Anger. Sometimes we "punish" people by forcing them to waste time waiting for us. This rarely solves any problems and may exacerbate them. If you've got an issue, talk it out openly. You'll both save a lot of time.

WELCOME NEW CLIENTS

Here are some of the new clients who became members of our "Real Estate Family" this past month. I'd like to welcome you and wish you all the best!

Raquel Fernandez (referred by Michele Chiste)

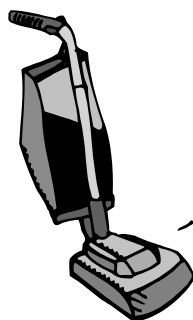
We love giving recognition to our new friends and our wonderful existing clients who are kind enough to introduce their friends and relatives to us.

Housework Humor

Spring begins on March 20, and around this time the thoughts of some turn to spring cleaning. But not everyone, as you'll see from these quotes:

Housework is something you do that nobody notices until you don't do it. – Evan Esar

Nature abhors a vacuum. And so do I. – Anne Gibbons



Cleaning your house while your kids are still growing is like shoveling the walk before it stops snowing. – Phyllis Diller

Cleanliness is not next to godliness. It isn't even in the same neighborhood. No one has ever gotten a religious experience out of removing burned-on cheese from the grill of the toaster oven. – Erma Bombeck

My idea of housework is to sweep the room with a glance. –

Anonymous

Always keep several get well cards on the mantle, so if unexpected guests arrive, they'll think you've been sick and unable to clean. – Maxine

I'm not going to vacuum 'til Sears makes one you can ride on. – Roseanne Barr

I hate housework. You make the beds, you wash the dishes and six months later you have to start all over again.

– Joan Rivers

Housework is a treadmill from futility to oblivion with stop-offs at tedium and counterproductivity. – Erma Bombeck

Conran's rule of housework: It expands to fill the time available plus half an hour.

– Shirley Conran

When it comes to housework the one thing no book of household management can ever tell you is *how* to begin. Or maybe I mean *why*. – Katharine Whitehorn

If your house is really a mess and a stranger comes to the door, greet him with, "Who could have done this? We have no enemies." – Phyllis Diller

Dust is a protective cover. – Anonymous

Which Door Are You Looking At?

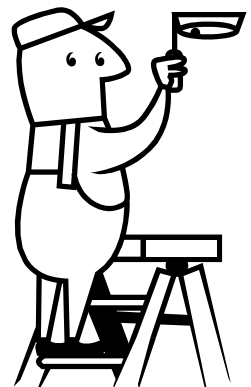
When one door of happiness closes, another opens; but often we look so long at the closed door that we do not see the one which has opened for us. – *Helen Keller*

Don't Become A Smoke Detector Statistic

Are you checking your smoke detector at least once every six months, if not more frequently? Although the average life of a smoke detector can span as long as 10 to 15 years, the devices can go on the blink, and you wouldn't know it. About 30 percent of smoke detectors fail after 10 years, according to a recent report, and about 50 percent of them shut down after 15 years. Though your smoke detectors might emit a sound when you test them, that doesn't necessarily mean the devices are working and will alert you to smoke or fire.

And if your smoke detectors aren't battery operated or don't have a battery backup – replace them. Detectors hard-wired into your electrical system won't work during a power outage, and we all know that can happen anytime.

Taking just a few minutes to test your smoke detectors and replace the batteries will help prevent you from becoming one of these statistics: 40 percent of home fire deaths happen in homes with no smoke detectors, and another 23 percent happen in homes with detectors that don't work.



Time To Change The Time

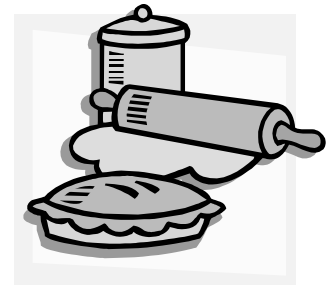
Daylight Saving Time begins March 13 and most of us “spring forward” – that is, turn our clocks ahead one hour. You’ll get that hour back on November 6, when we “fall back.”



When Is “Generic” Good?

The word “generic” has something of a bad reputation; many people think of it as synonymous with bland, boring, ordinary. But at the grocery store and pharmacy, “generic” can mean saving money without giving up on quality. Here are some generic products that the consumer finance Web site WalletPop counsels shoppers to embrace:

- **Medicine.** Pharmaceutical makers are required to include the same ingredients in generic medications that are used in name brands, making them just as effective and safe – and less expensive.
- **Cereal.** Generic breakfast cereal generally runs about 25 to 50 percent less than the name brand, and it frequently has the same taste and comes in larger boxes.
- **Basic cooking staples.** Flour, salt, sugar, and other pantry items are exactly the same no matter what name is on the package, making generic flour, for example, more economical than a name brand.
- **Electronic cables.** Your brand-new big screen plasma TV doesn’t really need the most expensive brand of cables on the market. Salespeople may suggest a particular manufacturer, but you’ll get the same signal transfer with a generic.
- **Cosmetics.** Makeup and other beauty products aren’t patented, so drugstores and manufacturers can offer duplicates at about half the price.



High Stress = Slow Healing

A recent study at Ohio State University found that high stress levels slow healing. Students with small surface wounds needed 40 percent more time to heal during final exams compared to those with similar wounds who weren't under pressure. "This is news to keep in mind if you're heading in for elective surgery," says Dr. Phillip Marucha. "Trying to get too much done beforehand could heighten stress and thereby slow recovery."

What Do Your Words Say About You?

The words you use say a lot about you. A strong vocabulary doesn't depend on your ability to slip words like "obstreperous" or "conterminous" into casual conversation, but simply using language that fully expresses what you're trying to say. Here are some tips for building a good vocabulary:

Read widely. The best way to learn new words is to expose yourself to them as much as possible. Don't limit yourself to industry journals and popular novels. Read magazines from outside your industry and books that challenge you with their language.

Use the dictionary. When you run across an unfamiliar word, look it up promptly. These days you can find the meanings of unfamiliar words easily on the Internet instead of paging through that massive edition of Webster's sitting on your bookshelf.

Practice new words. Don't just read them silently; speak new words out loud so you're comfortable with them and can pronounce them correctly. Then look for opportunities to use them in conversation – not to draw attention to yourself, but to get into the habit of expanding your vocabulary.

Play word games. Take the occasional vocabulary quiz; work on crossword puzzles; play Scrabble or Boggle or any other word game you can find. You'll think about words differently and learn new ones as you go.

February Trivia Answer

Question: El Paso's state - T = graphing lines

Answer: Texas - T = axes

Congratulations to Ron Daily. Your name was selected at random from all of the correct quiz entries and you'll receive \$30 Lowe's gift card.

Watch for your name

March 17: St. Patrick's Day Sillies

Q: What do you call fake stone in Ireland?

A: A sham rock.

Q: What do you get if you cross poison ivy with a four-leaf clover?

A: A rash of good luck.

Q: How can you tell if an Irishman is having a good time?

A: He's Dublin over with laughter!

Q: What kind of music does a leprechaun band play?

A: Shamrock 'n' roll.



Poem by Don Fallis --

*When March arrives we look for green around St. Patrick's Day.
Green beer, green grass, Has winter gone away?*

*Now, water your flowers, water your lawn and do it with a smile.
'Cause when that stuff starts to grow you'll have to tend to it for a
while.*

March Scramble Trivia

I will give you clues to 2 words. You must figure out the first word, then subtract a "T" from that word and re-arrange the rest of the letters to get the second word. The words must be given in the correct order.

Cautious money management - T= A word for "river" in Scotland

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 Lowe's \$30 gift card.

Call 281.597.7300 and leave a message or email me at
keith@mcjunkinhomes.com

Good Luck!

Thought Of the Month

Do You Need A Good Printing Company? Let Me Tell You About Mine.

I am often asked for business referrals from family, friends, and business associates, usually for construction and real estate related businesses.

Several months ago I met Jeff Offutt who owns Jita Printing at a Prison Entrepreneurship Program (PEP) event at the state prison in Cleveland Texas.

PEP is a volunteer program that has business owners and company executives from Texas and beyond meet with inmates that have been selected from throughout the whole Texas prison system to participate in this program. The inmates learn valuable lessons on how to build business and character skills needed upon release from prison to help reduce the recidivism rate.

I was impressed that such a successful and quality business person as Jeff Offutt would volunteer his time to come and work with Texas inmates that are dedicated to staying out of prison and hopefully one day starting their own business.

After getting to know Jeff at this event, I decided to try out Jita Printing with printing our monthly "McJunkin Messenger" Newsletter we have been publishing since 2003. In fact, it is the very thing you are reading now.

Jita Printing provided us a very competitive quote to print our newsletter, provide and stocks our paper, and deliver the finished product to us in a timely manner, just like clockwork. In fact, their company slogan is "Printing At The Speed Of Business". We are extremely happy with the quality of their work, their excellent service, and their fair price.

I enthusiastically encourage everyone who reads this to consider Jeff Offutt and Jita Printing for all their commercial and other printing projects.



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Later on at the PEP event, Jeff was asked to speak in front of the group. That is when I found out that not only was Jeff Offutt a PEP executive volunteer, he, himself was also a past graduate of the Prison Entrepreneurship Program. He was there, as a business owner and program graduate to share his story and encourage his brothers in the program that they too can leave prison and lead successful lives.

I hope you and your loved ones have a great March and a Happy Saint Patrick's Day.

Keith

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**Go Green:
Recycle This
Newsletter!**

After you've enjoyed my
newsletter, please recycle it by
passing it along to a family
member, friend, neighbor or
coworker.

The McJunkin Messenger

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