

The McJunkin Messenger

News To Help You Save Time And Money

November 2009

He Never Gave Up

In 1955 Harland Sanders was 65 years old and virtually broke. Fortunately, he possessed two things: a car, and a recipe for chicken. He took his recipe on the road to sell to restaurants, and the rest, as they say, is history.

Harland "Colonel" Sanders was the founder of Kentucky Fried Chicken, and now KFC restaurants serve more than 12 million customers every day in 109 countries and territories around the world. Colonel Sanders is proof that it's never too late to decide to never give up.



Let's celebrate that it's never too late!

Keith

Help Yourself By Helping Others

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When the difficulties of life are getting you down, often a way to work your way out of the dumps is to perform a personal act of power that benefits someone else. What's a "personal act of power"? An action that's within your control, such as:

Holding a door open for someone.

Smiling.

Offering kind words and encouragement to those who need them.

Listening to someone without interrupting him or her.

Picking up the phone and dialing when your intuition tells you to call someone.

Forgiving others and yourself for imperfections.

Cooking a meal for a friend.

Thank you!!

Daren and Dana Scott

**who are already part of our
Real Estate Family. I was fortunate
to help them again. I'd
like to thank them for their
continued support**

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

Offering a compliment to someone.

Stopping – when you catch yourself starting to judge someone.

Remembering that things can change in a moment.

Focusing on the present and what you can do for someone else right now, not sometime in the distant future.

Remembering that everything you do, think, or say matters.

How To Learn New Skills

Acquiring a new skill is a journey. Follow these steps to ensure that you're headed in the right direction:

Start with the basics. We often jump past the fundamentals to speed up the learning process. To find the right road, begin with material that explains how and where to get started.

Break down the tasks. The distance ahead can seem overwhelming at first. Cut down your journey into manageable segments to avoid growing frustrated.

Become an expert at each segment. Don't move on to the next step until you've tested your knowledge. Try to get the same measurable results over and over before you move on.

Let go of the past. As we get older, it can get harder to pick up new skills, sometimes because of fears or bad habits. When you're learning something new, train your mind to let go of preconceived ideas that will slow your progress.

Ask for directions. The key to understanding is to ask questions. Consult with experts who can guide you toward your destination. Develop some test questions for yourself as a way to really confirm your understanding of the material, and also to retain the information better.

October Quiz Answer

Question: How many phalanges are in a human hand?

Answer: Fourteen.

Source: www.humanhand.com

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

**Watch for your name
in a coming month!**

Let's Use Less Stuff

It should come as no surprise that between Thanksgiving and New Year's Day, our excessiveness hits an annual high, especially where waste is concerned: We throw out 25 percent more garbage than we do the rest of the year. That's a *million extra tons* of garbage per week.

So this year consider some of the ideas below provided by The ULS (Use Less Stuff) Report. Your planet will thank you!

- If every family saved and reused just two feet of ribbon per year, enough ribbon would be saved to tie a bow around the entire planet. When unwrapping gifts, poke two holes in a paper plate and feed the ribbons through so they're easy to find and reuse later.
- The more than two billion holiday cards sold in the United States each year could fill a football field 10 stories high. If each family cut back by one card (not that The ULS Report advocates "scrooginess"), they'd save 50,000 cubic yards of paper. At least try using recycled paper products, and consider sending e-cards when appropriate.
- If each of us throws away just one tablespoon of mashed potatoes, it adds 16 million pounds of waste to landfills. If that's unimaginable in your family, think of it this way: One discarded spoonful of cranberry sauce amounts to over 14 million pounds. Make only as much as you need, then store any leftovers in airtight containers and be sure to use them.
- Reduce the number of bags thrown out by carrying your own, whether you're shopping for gifts or groceries.

The ULS Report has more useful tips on its Web site at <http://use-less-stuff.com>.

Can More Sleep Help Eliminate Childhood Obesity?

Researchers have found that getting less sleep could increase your child's risk of becoming overweight or obese. In fact, for each additional hour of sleep children get, their risk for obesity drops by nine percent. The researchers found that children with the shortest sleep time had a 92 percent higher risk of being overweight or obese when compared with children who experienced longer sleep durations. Short sleep durations were categorized as follows:



- Children younger than five – less than nine hours per day.
- Children ages five to 10 – less than eight hours per day.

- Children older than 10 – less than seven hours per day

Previous research has recommended the following daily sleep times for children:

- Younger than five – 11 hours or more per day.
- Five to 10 – 10 hours or more per day.
- Older than 10 – nine hours or more per day.

Lest We Forget

You probably know that Veterans Day in the U.S. and Remembrance Day in Canada are observed on November 11. This is a day to honor our veterans for their patriotism, love of country, and willingness to serve and sacrifice.

But do you know why this date was chosen?

The major hostilities of World War I were formally ended at the 11th hour of the 11th day of the 11th month of 1918 with the German signing of the Armistice. World War I – known at the time as “The Great War” and “The War to End All Wars” – had raged across Europe, Africa, and the Middle East from 1914 to 1918, with a death toll estimated as high as 15 million people.



The red poppy that you’ll see veterans wearing on November 11 is a symbol of remembrance inspired by the most famous poem of the war, *In Flanders Fields* by Canadian Lt. Col. John McCrae. The sale of manmade versions of these red poppies benefits veterans, their families and dependents.

Waiter, Please...

A guest of a resort hotel in a tourist area walked into the dining room where breakfast was being served. Shortly after the guest sat down a waiter arrived to take his order.

“I would like two eggs, over easy, one with the yolk overcooked and rubbery and the other undercooked with the yolk broken and running out on the plate. I would also like some sausage that has been grilled and set out on the plate to get cold, burnt toast that has also grown cold so that it crunches and crumbles into nothing at the first bite, butter that has been in the freezer so that it’s impossible to spread, and a pot of coffee that is lukewarm and very weak.”

The waiter busily scratched down the guest’s order and said, “This is a very complicated order, sir. It might be difficult to deliver it exactly as you have requested.”

The guest replied, “But I had that exact breakfast here yesterday!”

Get Read – Get Results

Do your emails get the attention – and rapid response – they deserve? Here’s how to make sure people read and answer your messages while they’re still fresh:

- Grab them with your subject: The subject line should read like a compelling newspaper headline. Another technique is to use the subject line to tell people what you want up front: “Please come to the 3pm meeting,” for example, or “Do you have the Jones file?”
- Limit yourself to one subject per message. Don’t overload readers with questions and data. Single-topic emails are easier to answer than lengthy essays or questionnaires.
- Ask for action. Tell the reader what you need him or her to do: present a report at the 3 o’clock meeting, or bring the Jones file to your office. Specify whether you want a response to your email. If it’s not necessary, close with a simple NRN (No Reply Necessary).
- Be consistent. Tracking emails is easier when you keep the same subject line. make sure your dog can’t knock them over.

See An Interesting Home?

No need to wonder about the price. No need to call a high-pressure sales agent who will just make you feel obligated. My computers can send you the information quickly and easily, for any house, listed or sold, anywhere in town.

Just ask me! It’s all part of my free, no-obligation HomeFinder Service.

Leave the address on my voicemail, anytime, 24 hours a day, and I’ll fax, mail or e-mail all the information to you on that listing within 24 hours.

Stop Before You Shop

Before you head out to that next sale, stop and ask yourself if you really need to go. Why? Because many “sales” aren’t really sales at all, and you’ll end up spending money that you wouldn’t have if you just hadn’t gone.

Think about things you’ve purchased on sale. We’ve all done it – bought things we didn’t need and really didn’t want, but we just couldn’t pass up that bargain.

If you do find yourself at a sale, try to keep yourself from overspending by stopping and asking yourself, “Do I really *need* this? or “Do I really *want* this?” You might also ask yourself if what you’re about to drag home will end up being something that sits in the back of your closet until you drag it back out for a yard sale. If so, keep your wallet closed. Don’t add clutter, work, and guilt from bad purchases.

You have to be careful when you go grocery shopping as well. First, avoid grocery

November Quiz Question

In our solar system what are the names of the largest planet's four largest moons?

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 \$30 Lowe's gift card.

Call 281-597-7300 and leave a message or email me at keith@mcjunkinhomes.com

Good Luck!

shopping when you're hungry! Second, always shop with a list, try to resist all that temptation sitting on the shelves, and buy only what you really need. Finally, don't fall prey to using coupons that are for things you'd never buy otherwise. It will just pump up your expenses unnecessarily.

Where's Your Honey?

Honey experts say that the pantry – not the refrigerator – is the best place to store honey, particularly raw varieties. All honey eventually crystallizes, forming a semi-solid, grainy block, but cold temperatures accelerate that process. If your honey has crystallized, this doesn't



mean it's spoiled or unsafe to eat. To re-liquefy it, put the jar in a pan with hot water and heat it on the lowest setting on your stove. Or microwave the honey in a microwave-safe container, stirring every 30 seconds until the honey has dissolved back to a liquid state.



Thought Of The Month

“Extend The \$8,000 Federal Tax Credit For First Time Homebuyers, Will We And Should We?”

The current Federal Tax Credit up to \$8,000 for first time homebuyers buying a principal residence is due to expire at the end of this November.

There has been much debate as to the effect this tax credit has had on the national real estate market and whether or not the tax credit should be extended past the end of this month.

At our office, we have noticed a strong demand this year for qualified buyers purchasing first time homes to take advantage of the \$8,000 government tax credit gift.

According to CNNMoney.com, there is bipartisan support in Congress to extend the credit through this spring (the home must be under contract by April 30, 2010 and closed by June 30, 2010) and to make it available to existing homebuyers wanting to move up to a different home.

The most recent idea is to continue the \$8,000 tax credit for first time homebuyers and provide up to \$6,500 for existing homeowners willing to trade up to a bigger principal residence if they have lived in their home for at least 5 years.

To qualify for the full credit, homebuyers must have an adjusted gross income of less than \$125,000 (\$225,000 for married couples filing their taxes jointly). Also, the tax credit would only apply to homes sold for \$800,000 or less.

Supporters of extending the tax credit believe the credits have helped to boost sales helping to stabilize home prices in the face of an increasing inventory of foreclosure homes for sale, especially in weaker real estate markets.

If the tax credit is not extended home sales will likely stall along with sales prices which could contribute to even more foreclosures coming onto the market during a critical time in our recovering economy.

Critics of the tax credit believe many of the first time homebuyers who have taken advantage of the tax credit would have purchased a home anyway. There is also the concern that if buyers are spoiled with tax credits, when the finally do expire, there may be a vacuum in sales similar to what happened when the “Cash For Clunkers” program expired and car sales fell dramatically.

Though I am biased as a Realtor, I do believe the tax credit has helped the lower priced properties which has allowed those sellers to move up into more expensive homes.

Even with all the economic challenges we have faced this year, there is so much to be thankful for. Have a Happy Thanksgiving.

Keith



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