



Sally Klingler's magic touch begins at the entry, as viewed above, in my Mill Ridge home, priced at \$89,000. Pg. 3.

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Helen Phillips,
Retreat to Your Passion

Find A Mountain Home.com

"My Folks™ Newsletter For Healthy, Wealthy & Happy Living..."

How To Quickly And Easily Slash Your Energy Costs!

Everyone wants to feel comfortable in their own home. After all, it's not too much to ask to be warm in the winter and cool in the summer. But if the reality of skyrocketing energy costs has you reeling, here's a little helpful advice.

First, think about adjusting your "comfort zone." The typical household keeps the thermostat set at 72 degrees in the summertime. Yet for every degree you raise the temperature, it saves you about 3 percent on the cooling portion of your energy bill. Setting your thermostat to 78 degrees, for example, will save you 18 percent. For a family spending \$150 a month on cooling bills, that's a monthly savings of \$27 in just that area alone.

Likewise, keeping your winter thermostat between 68 and 72 degrees won't save you quite as much as cutting back on air conditioning in the summer, but it may save you from seeing a huge boost in your monthly heating bill.

Aside from compromising on your "comfort zone," there are other effective, yet inexpensive measures you can take to minimize your energy costs.

One simple and inexpensive way to conserve energy is to make sure your windows are adequately caulked and "draft" ways, such as your attic, are properly insulated. You'd be amazed at how much energy your home loses through those areas. Operating your washing machine and dishwasher add up too. Running a dishwasher every day costs you about \$11 per month, and doing 20 loads of laundry per month costs between \$10 and \$16, depending on whether you use gas or electric appliances.

Using your gas oven or range just an hour per day costs about \$3 per month. And leaving your computer and color monitor on 10 hours a day costs about \$5 a month. Running your 27 inch TV four hours a day will cost about \$2 a month.

Watching the energy efficiency of your kitchen appliances also makes sense. It takes twice as much energy to operate a pre-1992 frost-free

Learn How To Maximize The Value Of Your Home!
Did you know there's a free consumer report showing which repairs and fix-ups will net you the most value for your home? It's call the "**Home Seller's Guide To Money-Making Fix-Ups,**" and it's very informative, even if you're not planning on selling soon. You can get a Free copy by calling me at...
828-264-1434

Get Free money-saving home tips at my web site: www.FindAMountainHome.com

Word For The Month...

Experts say a strong vocabulary is a sign of higher intellect and advanced culture.

Intransigent \in-tran-'si-jent\
(adj.)

Meaning: Refusing to compromise or abandon an extreme attitude or opinion; uncompromising

Sample Sentence: Robert's **intransigent** beliefs made him a formidable negotiator.

Coffee With A Heart-Healthy Punch

Here's great news for coffee lovers who feel guilty about their daily indulgence. Oncology Sciences Corp. (OSC), a pharmaceutical company in Austin, Texas, is working on a process to increase the level of polyphenols – the antioxidant compounds that protect against heart disease and cancer – by up to 50 percent. OSC hopes to have the pumped-up coffee on the market in the next year.

More Uses For Eye Drops

Eye drops used to relieve sore, tired, and red eyes should be discarded after one month according to the manufacturers. This is to prevent the spread of bacteria, which can cause eye inflammation and infection. But with the price of eye drops, you may be reluctant to throw them away. Well DON'T! There are other safe uses for them instead. For example...

- ♦ Apply a few drops to a blemish that is red. It will remove the red and reduce the inflammation.
- ♦ Apply eye drops to insect bites, including mosquito bites, for instant relief.
- ♦ If you have minor skin abrasions, eye drops will take the sting out of the abrasion. Amazing!

Quote For The Month...

"When our eyes see our hands doing the work of our hearts, the circle of Creation is completed inside us; the doors of our souls fly open, and love steps forth to heal everything in sight."

Michael Bridge

refrigerator than a post-1992 model. In fact, anyone who knows about "SEERs" (seasonal energy-efficiency ratios) knows you can save money buying cheap appliances, but you pay much more when operating them.

Working with your energy companies can help too. Many electric companies offer a fixed monthly plan, so you can even out the highs and lows throughout seasons. You also can sign-up for a "time of use" program, which varies your electric rate based on what time of day you use power.

Here's a quick review of **Eight Simple Steps** you can take to save a bundle on your energy bills.

1. Raise your thermostat setting in the summer to 78 degrees; lower it to 68 in the winter.
2. In hot weather, close curtains that face east or west to keep the sun from raising the indoor temperature. On cold but sunny days, throw those drapes open.
3. Make sure your fireplace flue is closed, the windows are adequately caulked, and the weather stripping around doors is in good condition.
4. Turn off your furnace pilot light during non-heating season.
5. Don't scrimp on the SEER rating of your appliances. Make sure you buy energy-efficient appliances with high SEER ratings.
6. Set your water heater thermostat to 120 degrees, or 140 if you have a dishwasher.
7. Replace incandescent lights with energy-efficient compact fluorescent bulbs.
8. If you have a pool, shorten the operating time of the filter and auto-cleaner, lower the heat and keep the pool covered when not in use.

In many areas, you can contact your local electric, gas and/or oil companies to get a "home audit" where they'll evaluate your home's energy efficiency and give specific recommendations on how to minimize your energy costs.

Curious to know what homes like yours are selling for?

If this is your question I have a wonderful system that allows me to send to you via email all of the homes or land that you might be interested in, **as soon as** they are listed! It is really quite simple. I just need your specific requirements, whether it is 4 bedrooms or 4 acres, Linville or Todd, or what every your specific interest are and then I can make sure all of the new listings are emailed to you the day they come on the market.

And, if you find that your interest change that is not a problem! Just email me at Helen@FindAMountainHome.com or phone me at (828) 264-1434 and I will make the changes.

If you know anyone who may be looking for a first home or a vacation retreat have them call me and I can do the same for them.

10 money saving tips to help you save money at the fuel pump this summer.

With the cost of fuel on the rise, I have put together a list of 10 simple tips to help us all save a little money at the pump this

Get Free money-saving home tips at my web site: www.FindAMountainHome.com

Mind Teaser For The Month

If nine thousand, nine hundred nine dollars is written as \$9,909, how should twelve thousand, twelve hundred and twelve dollars be written?

(answer at bottom of last page)

Top Excuses For Missing Work...

"I can't come to work today because..."

- ♦ I'm stuck in the blood pressure machine down at the Food Giant.
- ♦ I've used up all my sick days, so I'm calling in dead.
- ♦ I just found out that I was switched at birth. Legally I shouldn't come to work knowing my employee records may now contain false information.
- ♦ The dog ate my car keys. We're going to hitchhike to the vet.
- ♦ I am converting my calendar from Julian to Gregorian.

More Helpful Tips For Around The Home...

Hiccups: A spoonful of sugar can help the hiccups go away. Quickly swallow one teaspoon of granulated white sugar for fast relief.

Address Books: Make a copy of your address book. Photocopy the up to date pages, then store the duplicate in a safe place; it will save hours of frustration if the original is lost.

Fresh Carpets: Keep your carpet smelling fresh and clean with baking soda. Simply sprinkle the soda liberally over the entire carpet and let it sit for an hour. Then vacuum it up.

Safe Children: Dress kids in bright clothes when you are taking them to crowded places such as national parks, amusement parks, or zoos. A colorful shirt or hat will make it easier for you to spot your child.

Wills: Videotaping you signing your will, and reading your will on videotape can put to rest any suspicions that you were not of sound mind when you created the document.

summer. Some of these may seem to be common sense, but you never know.

- Keeping all of the tires inflated properly not only saves fuel but is a potential lifesaver. Under inflated tires waste fuel, wear out the tire tread and can be the cause of an accident.
- Get regular tune-ups on your car and follow through with routine maintenance (changing the air filter, oil changes, etc...). An engine that is running smoothly uses less fuel
- Get all of the unneeded items out of the trunk. For every extra 250 pounds your engine hauls it loses about one mile per gallon in fuel economy.
- Tighten up that gas cap and make sure it's on securely. Gas easily evaporates from the tank if it has an escape.
- Don't speed. Gas mileage declines rapidly above 60 mph. For each 5 mph increase above 60 mph you can pay up to an additional 10 cents a gallon for gasoline.
- Avoid excessive idling, which gets 0 miles per gallon. Cars with larger engines usually waste more gas while idling than those with smaller engines.
- Using cruise control on the highway to help maintain a constant speed and in most cases, save gas.
- Shop for low gasoline prices locally, but don't waste gas driving to a distant filling station to save a few cents. Using an extra ½ gallon to drive to a gas station with a lower price is not really saving you anything.
- Be smart when using the air conditioning. On the highway, closed windows decrease air resistance, so run the air conditioner. But in stop-and-go traffic, shutting off the air conditioning and opening the windows can lighten your fuel use. Air conditioning can lower your fuel economy by 10 percent to 20 percent.
- Combine errands into one trip and plan your stops for the most efficient route. You can also plan to run all of your errands with a friend, you will both save time and money plus add a little more enjoyment to your day!

For a Higher Price & Quicker Sale: Sally Klingler

Sally is an absolutely terrific interior designer who has worked with several of my home sellers to "stage" their homes. She'll artfully rearrange your furniture to help your home show at its best. She works with home sellers, REALTORS®, builders, or home owners who are putting their vacation home into the rental market. She is a lovely person who knows how to put everyone at ease and to find that perfect 'Focal Point' for each room. I have been thinking of calling Sally "Golden Foot" because each time she sets foot in one of my listings it seems to go under contract. Sally's business is "Focal Points, Inc." and she can be reached at (828) 297- 4572 or (828) 773-7249.

Thanks For The Kind Words...

You are EXTREMELY knowledgeable about real estate transactions! You took care of everything and only called when I had to make a decision...When I talked to you the first time; I knew that you would analyze every detail for me to get the most out of my properties.

Asked her name not be published.

Did You Know...

- ♦ The muscle under the skin that contracts making your hair stand up, or giving you "Goosebumps" is called "erector pilli."
- ♦ Pound for pound, hamburgers cost more than new cars.
- ♦ Many sailors used to wear gold earrings so they could afford a proper burial when they died.
- ♦ The Eiffel Tower grows six inches every year. In the summer, the metal expands to make the tower grow, but in the winter, the metal contracts to shrink the tower back down.

High-Hopes Dashed!

An acquaintance of mine – who is a physician – told this story of her then four-year-old daughter:

On the way to preschool, the doctor had left her stethoscope on the car seat, and her little girl picked it up and began playing with it. "*Be still, my heart,*" thought my friend. "*My daughter wants to follow in my footsteps!*"

Just then the child took the stethoscope, and spoke into the instrument, "*Welcome to McDonald's; may I take your order?*"

Solution To Today's Tease:

It should be written as \$13,212

I'd Love Hearing From You!

Whether you're thinking of buying, selling or financing real estate, or just want to stop by and say "Hi," I'd love to hear from you...

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"Who Wants To Win a \$25 gift certificate?"

Take my Trivia Challenge and you could win too!

Guess Who Won Last Month's Trivia Question? I'm pleased to announce the Grand Prize Winner of last month's quiz - Roger Bodo was the first person to correctly answer my quiz question...

Grandfather Mountain has natural habitats for Black Bears, Bear cubs, White tail deer, Eagles, Cougars and which other animal?

- a) Manx Cats b) Beavers c) River Otter d) Black Crows e) Wild Turkeys

As many of you may already know Grandfather Mountain has several wonderful animal habitats-Black bears, Bear cubs, White tail deer, Eagles, cougars and...C) River Otter. Children young and old should all spend some time watching these frolicking water lovers! So let's move on to this month's trivia question...

Tweetsie Railroad became one of North Carolina's first tourist attractions when they opened in...?

- a) 1826 b) 1747 c) 1963 d) 1957 e) 1899

Call me right now with your answer and you could win too! 828-264-1434

Real Estate Corner...

Q. Our real estate agent suggested that we have a professional home inspection performed before we put our home on the market. Why should we consider this?

- A. Getting your home professionally inspected before you put it on the market seems like a strange thing to do at first glance. In fact, many agents don't even think of having homes inspected before they list them. But once you understand how it can benefit you...the home seller...it turns out to be a very prudent decision. Here's why...
- ♦ Home inspections eliminate any "surprises" that can delay or even kill a home sale. They also help the seller negotiate better. In most cases, the buyer(s) will use weaknesses of the home (frequently from an inspection performed *after* the home is in escrow) to negotiate a lower price at a time when the seller is most vulnerable. Rather than become a victim of such tactics, you can show you've already taken their issues into account in determining your price.
 - ♦ Getting your home inspected before going on the market actually allows you to understand the *true* value of your home – knowing what you may need to fix and what you want to leave alone. It also helps you to price it better and understand what your "net" proceeds will be from a sale. The strengths and weaknesses of your home are going to be known by the buyer at some point anyhow. And the sooner *you* know them, the more you can act to minimize, eliminate, or adjust for them.
 - ♦ Home inspections ensure a faster close by eliminating contingencies and other issues, and help ensure a problem-free closing.

Get Free money-saving home tips at my web site: www.FindAMountainHome.com