

Inside the Newsletter: Small Steps to Help with Weight

Dear friends,

Boy, do I have marvelous news that can't wait! Our family has a new member – Zigmund James Roe, "Ziggy." He arrived May 23 in excellent health. As is his mother, Anna. Anna, Gabe -- Ziggy's Dad, -- and Sirena are thrilled, as are we all. I've included a picture of Sirena holding Ziggy on the first page of the newsletter. Zigmund, always called Ziggy, is Ziggy and Sirena's great-grandfather; James is another great-grandfather. Ziggy's just darling, as you can imagine. Ziggy's big thing so far is growing – so he eats a lot and sleeps a lot. Then, when he's awake, he gazes all over, trying to figure out what this world is that he's gotten himself into, I imagine.

There's lots of good info for you in this month's newsletter. One item I particularly want to draw your attention to:

July 7, 2007

At Grandfather Foscoe Community Center

Starting at 1 pm, with supper around 5

You Are Invited to my Party!

The theme is a summer lawn party, with badminton and other lawn games, summer picnic food [including BBQ from Carolina BBQ, an ice cream bar and the chocolate cake to end all chocolate cakes....And, of course, plenty of vegetarian food].

I truly hope you can come. I appreciate you very much and want this party to be one small way I can express to you how glad I am to have you in my life – and lots of fun.

Real estate: I've listed a number of homes in the past month and hope you'll take a minute to look at them, on the other side of this page. These are all great homes that I feel wonderful about marketing. You'll find information about them on my website: CoeRealty.com.

What is our market doing? We have a large supply of homes. Take a look at these numbers:

	Number on the Market	Number Sold in the Previous 12 Months	Absorption Rate	Number of Months Supply of Homes Available
June 2007 Homes	1833	1369	114/month	16 months' supply
June 2006 Homes	1300	1603	133/month	10 months' supply

In other words, we have a much larger inventory of homes on the market than last year and less buyers purchasing. It seems the much touted slowdown in the housing market has finally reached our area.

Please know I'm here to assist you in any way with your real estate needs. I'm always delighted to hear from you.

Warmest Regards, *Helen*



Big News on Our Home Front!
Zigmund James Roe

Boone, NC

June 2007

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Helen Phillips,
Retreat to Your Passion

Find A Mountain Home.com

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

How Small Steps Can Make A BIG Difference In Your Health

Every day you hear warnings about lifestyle choices affecting your health. We Americans eat poorly, get little exercise, and frequently contribute to our own untimely demise.

But what's the point in living a long time if you don't enjoy yourself while you're around? How can you balance the advice you hear and still have a normal life? It turns out that just by making small changes to your lifestyle you gain significant benefits—and this may encourage you to make even bigger changes.

Exercise—The greatest benefit! Sure, we all know we need to exercise more. But if you just can't seem to drag yourself to the gym three or four times a week, (or even once just to sign up), there are small, everyday things you can do to get significant exercise.

Little things mean a lot. Instead of driving around the parking lot in circles for 15 minutes in search of that perfect parking spot, the one right near the mall entrance, park further down the row. Walking just four minutes burns 19 calories. Not only will you benefit from the additional walking distance, you'll probably find yourself inside before you would have found a space. You can find out how many extra calories you can burn in a day by using the on-line calorie calculator at www.ivillage.com/diet/tools/healthcalc/.

Seize the moment! How often have you been alone or with your family, watching television or a movie starring Julia Roberts or Brad Pitt, and gotten a pang of “abdominal envy”? Instead of feeling guilt for sitting around, or making a mental note to exercise later, plop yourself down and do some quick crunches while you're thinking about it. At the end of the evening, you'll have done 20 crunches instead of none. For the most effective crunches, check out www.bodybuildingforyou.com.

A Live-Longer, Live-Better Diet. You know what you should and shouldn't be eating; eat vegetables and don't eat too much fat. But making a commitment to a lifetime of healthy eating may be biting off more than you can chew. Here are some tips on how to change your diet habits a little at a time.

Learn How To Maximize The Value Of Your Home!

Call or email me for my brochure “Fixing Up Your Home to Sell.”

Buyers pay more for, and buy quicker, a home they can move into and do nothing to. Just like you, buyers don't want to spend their time on fix-up.

Make your home the one buyers are most likely to purchase!

264-1434

Word Of The Month...

Studies have shown that your income and wealth is directly related to the size and depth of your vocabulary. Here is this month's word, so you can impress your friends. You may even be able to fatten your wallet!

Triskadekaphobia (noun)
\tris" ke dek a foe' bi a\

Meaning: Fear of the number 13.

Sample Sentence: Bob's chronic **triskadekaphobia** forced him to miss work on Friday the 13th.

Wrack Your Brain...

Where is the American flag flown round the clock, but is never raised, lowered, or saluted?
On the Moon.

What is the only country whose flag is not rectangular?
Nepal's flag is asymmetrical.

What is the only country to have a single-colored flag?
Libya's, which is solid green.

How many verses does the Greek national anthem have?
158.

Remove Stains From Your Butcher Block Naturally:

Before you use harsh chemicals to remove tomato or berry stains from your butcher block cutting board or counter, try this natural remedy: Squeeze the juice from a wedge of fresh lemon over the stain, sprinkle with salt, and scrub gently with the lemon wedge until the stain is gone.

Can't Argue With That...

"I have enough money to last me the rest of my life, unless I buy something."

- Jackie Mason

"USA Today has come out with a new survey - apparently, three out of four people make up 75 percent of the population."

- David Letterman

Try eating what you're "supposed to eat." The FDA recommends eating five servings of whole grains and five servings of fruits and vegetables per day. But who has room for all those *plus* the super-sized fast-food value meal?

Just for one day, fit in all the foods you're supposed to eat. Whole grain cereal for breakfast. Spinach salad with egg and rye crackers for lunch. A handful of raisins and some cashews for a snack. Salmon steak, brown rice with thyme and asparagus for dinner. And guess what? That's *still* not enough to meet the recommended FDA standards.

Take it one day at a time. Changing your entire life is daunting, but you can eat well for a day. Tell yourself that you don't have to eat well everyday, just today, to see what it's like. Who knows, one day might turn into a week. Or three servings of veggies a day become five. Habits have to start somewhere.

It's the small steps that really count the most. Recommendations and "official" guidelines about your health can sometimes seem overwhelming. But start by taking small steps to improve your health. You'll feel healthier and more in control of your life.

You're Invited to a Party!

When: Saturday, July 7

Where: Grandfather Community Center, in Foscoe

What: A Summer Lawn Party, dress casual

I hope, hope, hope you can come to my customer appreciation party!

If so, please RSVP to help me plan for the right amount of food. 828.264.1434. Helen@CoeRealty.com

But, if you find out at the last minute you can come, do drop in!

"What's That You Said?"

When a car passes you with the music pumping so loud you can feel it in your chest – and you're twenty feet away! – you wonder how long it'll take the driver of that car to go completely deaf.

But according to the Jacksonville FL *Times-Union*, people with their headphones cranked-up are actually at greater risk of losing their hearing than the people in that thumping car. It seems that stereo headphones can emit as much as 120 decibels, well above the volume needed to cause permanent hearing loss. In fact, hearing damage can occur at a mere 60 decibels.

So keep an eye on the volume when you (or your kids) are cranking the headphones... you may be doing more harm than you realize.

Mind Teaser...

Where did Sesame Street muppet characters Bert and Ernie get their names?

(answer at bottom of last page)

Amaze Your Friends With These Little-Known Facts:

- Upper and lower case letters are named 'upper' and 'lower' because in the time when all original print had to be set in individual letters, the 'upper case' letters were stored in the case on top of the case that stored the smaller, 'lower case' letters.
- The "X"s that people sometimes put at the end of letters or notes to mean a kiss actually started back in the 1000's when Lords would sign their names at the end of documents to other important people. It was originally a cross that they would kiss after signing to signify that they were faithful to God and their King. Over the years though, it evolved into the "X."
- Bread becomes toast when the surface temperature reaches 315 degrees. At that point, its sugars and starches begin to caramelize. The bread not only becomes crunchier, but sweeter, too. With more heating, sugars and grain fibers turn into carbon, causing burnt toast.
- Although technically a tomato is a fruit, since it is the ripened ovary of a plant, in 1893 the Supreme Court ruled in the case of "NIX v. HEDDEN" that tomatoes were to be considered vegetables. Because vegetables and fruits were subject to different import duties, it was necessary to define it as one or the other. So tomatoes were declared a vegetable given that it was commonly eaten as one.
- The average lead pencil will draw a line 35 miles long or write approximately 50,000 English words. More than 2 billion pencils are manufactured each year in the U.S. If these were laid end to end, they would circle the world nine times.

Have You Thought of Joining a CSA?

"Community Supported Agriculture (CSA) is a partnership of mutual commitment between a farm and a community of supporters which provides a direct link between the production and consumption of food. Supporters cover a farm's yearly operating budget by purchasing a share of the season's harvest. CSA members make a commitment to support the farm throughout the season, and assume the costs, risks and bounty of growing food along with the farmer or grower. CSA reflects an innovative and resourceful strategy to connect local farmers with local consumers; develop a regional food supply and strong local economy; maintain a sense of community; encourage land stewardship; and honor the knowledge and experience of growers and producers working with small to medium farms." *Community Supported Agriculture of North America* at University of Massachusetts Extension. www.umassvegetable.org

We are very lucky to have a couple CSAs to join in our area:

Yellow Wolf Farm

Todd, North Carolina. 7154 Three Top Rd Todd, NC 28684

Stacy Martin www.yellowwolfdesigns.com

You can also find Yellow Wolf farms produce and crafts at the Ashe County Farmers Market On Saturdays and Wednesdays April - October They have Fresh, organic (non-certified) produce and fresh flowers, free range chickens and eggs. They also have a great line handmade pet treats.

Moretz's Mountain Orchard

Todd, North Carolina. 2820 Big Hill Road, Boone, NC 28607

828- 264-3424

They have a wonderful Apple CSA!

For more information on local CSAs check out <http://www.localharvest.org> (national list), www.buyappalachian.org and www.ncfarmfresh.com.

"If You Enjoy This Newsletter, Why Not Share It With People You Know?"

Helping people is my pleasure, and I hope you enjoy reading my newsletter each month. If you'd like your friends, co-workers, relatives, business-acquaintances, to receive my newsletter, either call me or Lida, or email. I'll be delighted to add them.

I'll also send them a note with their first issue letting them know that you were the thoughtful person who suggested they receive this newsletter.

828.264.1434

Helen@CoeRealty.com

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

Thanks for Thinking of Me!

Did you know I can help you or any of your friends, family or acquaintances save time and money when buying or selling a home? Thanks for keeping me in mind with your referrals...and spreading the word!

The Buck Stops WHERE?

Little Johnny wasn't getting good marks in school. One day he made the teacher quite surprised.

He tapped her on the shoulder and said, "I don't want to scare you, but my daddy says if I don't get better grades somebody is going to get a spanking!"

Please, make it stop!

According to a University of Cincinnati study, the annoying songs most likely to get stuck in your head are:

The Macarena

I'm a Little Teacup

The Theme from *Gilligan's Island*

Tchaikovsky's *1812 Overture*

Kenny Rogers' *The Gambler*

YMCA by the Village People

Mozart's *Eine Kleine Nachtmusik*

The theme from the *Andy Griffith Show*

Quick, Once-a-Season Tip:

Using a soft cloth, rub your wrought-iron outdoor furniture with car wax once a year to protect it from the elements and prevent rust.

Teaser answer (from page 3): Bert was named after the police officer and Ernie was named after the taxi driver in Frank Capra's movie "*It's a Wonderful Life*."

THANK YOU for reading my Service For Life!® personal newsletter. I wanted to produce a newsletter that has great content and is fun and valuable to you. Your constructive feedback is always welcome.

**Helen Phillips
Coe Realty**

Po 3397 Boone, NC 28607

Phone 828-264-1434

Toll free 1-866-302-1434

Helen@FindAMountainHome.com

FindAMountainHome.com

Win Whitley's Chocolate Peanuts or a Gift Certificate.

Your chances to win are better than you think!

Here's our trivia quiz for June:

What State Is The Grand Canyon Located?

a) Colorado b) New Mexico c) Florida d) Arizona

Call me at 828.264.1434

Real Estate Corner...

Q. What Steps Can I Take To Make My Home Sell Faster?

- A. There are several steps you can take to not only shorten the sale time of your home, but help it sell for greater value. The one "mistake" sellers often make is failing to see their home from the perspective of a potential buyer. Here are a few helpful tips to think about:
- First, make your home available for showings. This sounds obvious, but one of the most frequent complaints of REALTORS representing buyers is they can't get proper access to the home.
 - Next, realize that "first impressions are lasting ones." Drive up to your home as a prospective buyer would. What does the home look like from the street? Is the front yard manicured? Are trees cut back? Pay particular attention to your entry area.
 - Next, get rid of clutter. The way you live in a home, and the way you sell a home are two very different things. So eliminate those knick-knacks, ceramic thimbles, and other distractions from the true features of your home. The less "clutter," the better.
 - Pre-pack – i.e., create space by packing up many of your things. For sure, pack up EVERYTHING personal [family pictures, your collection of penquin statuettes]. Just think – you'll be that much more ahead of the game when your home sells and you're ready to move. More importantly, your buyers are trying to perceive their personal things in your space so create space for them to do so.
 - Next, remember that buyers are attracted to your home because of the "lifestyle benefits" they perceive they'll get living there. They're looking for a "home" not a "house." So highlight those special features. A few areas to think about are the entry impression, the kitchen, master bedroom, and the master bath. Make sure everything is light and bright.
 - Next, fix problems ahead of time. Consider getting a home inspection *before* you list or show the home. This will root out any problems and give your home a documented "clean bill of health" to speed the sale.
 - Ask me for my brochure "Fixing Up Your Home to Sell." It has many more tips.
 - Consider making your home a Coe Smooth Moves home. Coe Smooth Move homes are what buyers are looking for.

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