

## Here's A Simple Detection Guide For A Potentially Fatal Cancer...

Dear Friends

Did you know that a quick self-exam could potentially save your life? The exam is to detect a deadly form of Melanoma skin cancer. In today's issue of my Find A Mountain Home<sup>®</sup> Free consumer newsletter, I've given you a simple A-B-C-D-E detection guide to quickly determine if you have a problem. Plus there's much more in store for you this month. But first...

Is "the market" being kind to the value of your home? The slow down has finally hit the mountains. Look inside the newsletter on page 2 for some current stats on sales. It's a great time to be a buyer! Notice that the average sales price has risen in the last year whereas the median sales price has just held its own, reflecting that a lot of very upper end homes have sold. We're still not seeing foreclosures or even that owners are losing money when they sell, but sellers may not get as much of an increase as in the past few years.

Still, it's been a great selling season for Coe Realty. And a great year for our family. Lida is tightening up our systems here at the office, to accommodate our increased sales' volume. I don't know what I'd do without her. My grandchildren are fantastic! Sirena turned 4 early in September. Her birthday party day was clear and bright, everyone enjoying the lawn and creek of the Todd house, with many, many friends and almost all our family to help celebrate. Ziggy is a mellow fellow but growing like a weed. He has the biggest smile in 10 nations and I'm so bursting with joy I had to write two songs for him already. Anna's working this Fall at ASU and Gabe has been a heaven-send to so many of my buyers and sellers. Ask me sometime how he saved one of my buyers from purchasing a house with an **indoor outhouse!** Lily's still in NOLA and also creating a documentary about the Austin prison where people caught in a limbo of non-citizenship in the USA are incarcerated.

I've worked with absolutely delightful people this year. I want to share just a few of them with you. **Eric** and **Nancy Harvey** bought a Chetola condo. Visit their inspirational website: [walkthetalk.com](http://walkthetalk.com). Their daughter, **Nicole**, and her husband **Lance** give me hope for the future of our planet, young people working towards sustainability. **Chris Winsor** and **Melody Schwantes** are newlyweds, and finally, after having to forego the first THREE (!!!!) houses they put offers on, will be closing next week on a great investment home inside Boone. Chris, a composer, wrote four fun jingles for Coe Realty and I hope to have them on the website very soon. If you need a musical ad or other musical composition, please keep the very talented Chris in mind. They also are young people who are our hope for the future...You should here his song about drying your clothes on a line to save electricity! **Wendy Trueblood** and **Barbara Yoder** purchased the 35 acres **Elmo** and **Virginia Moretz** listed with me. As soon as they saw this gorgeous property, they forged ahead with their purchase to ensure the 35 acres will be preserved from development. I'm profoundly grateful to be in a business where I get to meet wonderful, courageous people who provide me such hope for a peaceful future.

Finally, please remember that you may call me for any reason. And please let me know if a friend, family member or neighbor needs a caring, competent real estate professional to help in buying or selling. I truly appreciate your friendship and referrals. Enjoy your issue!

Warmest regards, *Helen*

**P.S.** If you've ever wanted to become more successful at whatever you're doing, follow the simple piece of advice on page 3.



Helen Phillips

Boone, NC  
September 2007

### Inside This Issue...

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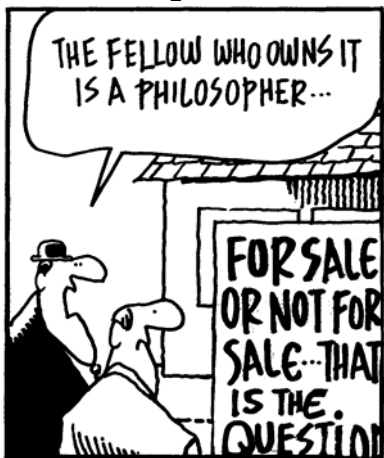
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Helen Phillips,  
Retreat to Your Passion

# Find A Mountain Home.com

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

## How To Protect Yourself From This Common Cancer

Is it just a birthmark, or could it be something much more dangerous? If you have lots of freckles, moles, or birthmarks, a family history of melanoma, light-colored hair, and had more than three sunburns before age 20 then you are at higher risk for developing melanoma. Melanoma is the official name for skin cancer, a malignant tumor. It is a very aggressive type of cancer that starts on the upper layer of the skin. It can spread deeper and become fatal if not removed. Melanoma is one of the top seven most common cancers for both men and women. In fact, it is the #1 most common cancer found in young adults.

Not every mole or freckle is cancerous. Melanomas have some very specific characteristics. Follow the “A to E” detection guide to see if you may have a problem.

- ✓ **A – Asymmetry.** Early melanomas are often unsymmetrical. This means if you drew an imaginary line down the middle, the two sides would not match in shape.
- ✓ **B – Border.** Melanoma borders are usually fuzzy or have notched edges. They are not smooth.
- ✓ **C – Color.** The melanoma spot will often have different shades of brown and black within the same area.
- ✓ **D – Diameter.** If a mole grows to a size greater than ¼-inch diameter, then it may be a melanoma.
- ✓ **E – Elevation.** If you notice even a slight increase in the thickness of a mole, freckle, or birthmark, then you need to be concerned about the possibility of a melanoma.

### Stumble Upon An Interesting Home?

No need to guess its features or wonder about the price. Just call me at 264-1434, and I'll be glad to answer your questions.

You should do a self-exam using the above criteria at least once a month. During this exam, look at your face, ears, lips, inside your mouth, and nostrils. You even need to check that your eyes are not affected. Then proceed to your abdomen, arms, hands, and back. The back is the most common site of melanoma in men, so be sure to look carefully. Now, move to your legs, ankles, and feet. The legs are the most common site for melanoma in women. If you are concerned you may already have a melanoma, you should see your dermatologist immediately.

By now, you should be asking what you can do to prevent this type of cancer from striking you or your family. Follow these four important tips:

1. **Apply A Generous Layer Of Sunscreen Daily.** Be sure it has a high SPF level.

## Word Of The Month...

Studies have shown that your income and wealth are 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!

**caprice** \ke prees\ (noun)

**Meaning:** an impulsive change of mind; a sudden, unpredictable action, change, or series of actions

**Sample Sentence:** Jaime was always practical and couldn't stand her brother's **caprice** when it came time for decision-making.

## Summer Pet Care Tips

\* Never leave your pet alone in a vehicle—hyperthermia can be fatal. Even with the windows open, a parked automobile can quickly become a furnace in no time.

\* Good grooming can stave off summer skin problems, especially for dogs with heavy coats. Shaving the hair to a one-inch length—never down to the skin, please, which robs Rover of protection from the sun—helps prevent overheating. Cats should be brushed often.

\* Not all dogs are good swimmers, so if water sports are a big part of your family, please introduce your pets to water gradually.

\* Do not apply any sunscreen or insect repellent product to your pet that is not labeled specifically for use on animals. Ingestion of sunscreen products can result in drooling, diarrhea, excessive thirst and lethargy. The misuse of insect repellent that contains DEET can lead to neurological problems.

For more helpful animal care tips visit: [www.ASPCA.org](http://www.ASPCA.org)

## Quote Of The Month...

*"Aim at perfection in everything, though in most things it is unattainable. However, they who aim at it, and persevere, will come much nearer to it than those .... give it up as unattainable."*

**Lord Chesterfield**

- 2. Wear Clothing That Blocks Out The Sun.** To test that your clothing is sufficient, hold it up to the light. If you can clearly see through the weave of the fabric, then you need to choose something denser for protection. Sun Solutions, Inc. at 1-800-895-0010 is a company that makes clothing specifically for sun protection. You should always include a hat and sunglasses to protect your face and eyes.
- 3. Don't Intentionally Layout In The Sun Or Use A Tanning Device.**
- 4. Minimize Your Sun Exposure.** This becomes especially important during the summer months between 10 a.m. and 2 p.m., but is important at all times of the day and all seasons.

Melanoma is increasing at an epidemic rate. More than 53,000 new cases will be diagnosed in the U.S. this year, and every hour an American dies from this cancer. It can strike anyone regardless of general health or complexion. This is serious! For more information, you can visit [www.skincheck.com](http://www.skincheck.com) or [www.mpip.org](http://www.mpip.org).

## DID YOU KNOW...

9/05 – 9/06

1232 homes sold

\$315,000 = aver. sales price

\$252,000 = median price

9/06 – 9/07

1126 homes sold

\$353,000 = aver. sales price

\$250,000 = median price

## DID YOU KNOW...

1<sup>st</sup> European explorer known to be in this area: Bishop Spangenberg. 1752.

Approximate dates Daniel Boone hunted in this area: 1760-1770.

## Tips On Finding Resale Treasures

As the saying goes, "one man's trash is another man's treasure." Here's advice for picking through the "trash" and finding the true treasures at resales. Whether you enjoy going to yard sales, thrift stores, auctions, or Internet trading sites, if you keep your eyes open you may find something of great value. But you'll need to do some homework first.

There's a lot of junk to sift through before a treasure can be found – but that's the fun part! Here's how to recognize a valuable item when you find it. First, examine the item for identifying marks, signatures, brand name, quality, condition, and possible age. This will help you figure out the period of the piece. Next, look at the construction materials of the item and any other characteristics that could tip you off to its worth. You'll need to check the value of the item using either the Internet or specialty books. The site [www.artifact.com](http://www.artifact.com) provides a searchable database of art, antiques, and collectables. It may provide you with some needed background information. You can also look in books for information. Visit [www.pbs.org/wgbh/pages/roadshow/](http://www.pbs.org/wgbh/pages/roadshow/) for a full listing of the books the experts use on the PBS program "Antique Roadshow."

Many resale shoppers find great items, but you need a good eye for quality and the time to shop.

Search all the homes in our market at [www.CoeRealty.com](http://www.CoeRealty.com)

### Brain Teaser...

I do not see, I do not hear.  
I do not touch, but I do feel.  
I am hard, and I am soft.  
I live, but I do not.

I am a quilt of snow on reddish  
clay.

What am I?

(answer on bottom of last page)

### Growing Healthy Nails

If you struggle with dry, brittle nails, try these simple tips that will make them healthier.

- Eat foods rich in iron, calcium, Vitamin B, and potassium. Celery, yogurt, eggs, and seafood are especially good.
- Eat at least six almonds each day. The biotin in them will strengthen both your hair and nails.
- Avoid harsh cleaning products, sun, chlorine, and lotions containing alcohol. And, never use your nails as "tools."
- When giving yourself a manicure, use an emery board and file in only one direction. Also, avoid rubbing off old polish. Try soaking it off using a cotton ball instead.

### Simple Toolbox Tip

Here is a simple tip that can help you keep your tools rust free for years to come. Put several pieces of chalk into your toolbox. It will absorb the moisture and keep the rust away.

### Handy Personal Ad Dictionary

If you are trying to find your perfect mate, here's the "secret code" for deciphering personal ads.

When looking at women's ads:

40-ish.....49  
 Athletic.....Thinking about looks  
 Open-minded.....Desperate  
 Outgoing.....Loud & Embarrassing  
 Redhead.....Bad dye job  
 Wants Soul Mate.....Stalker

When looking at men's ads:

40-ish52 looking for a 25 year-old  
 Athletic.....Watches a lot of ESPN  
 Good-looking.....Arrogant  
 Likes to cuddle.....Mama's boy  
 Mature.....Older than your father  
 Thoughtful...Says "excuse me"  
 after burping

# The Secret To Success...

My "rich" uncle once told me, "if you want to become successful, increase your failure rate." Learning from your failures is often the ingredient that leads to future success. It's important to remember the gap between failure and success is often very small, and calling upon the lessons of the past is usually the difference. Even if you just increase your ratio of successes to failures slightly, you can massively change your life.

In order to experience true success you need to continue challenging yourself. If you avoid new things, you will never grow to new levels. Challenging yourself always opens the door for possible failure, but it also gives you an opportunity for breakthrough.

When you do experience a failure, don't take all of the responsibility upon your own shoulders. Look at the situation objectively and see how you can change to increase the likelihood of future success.

Learning from your failures is the only way of succeeding. So be adventurous. Try something new. And if you fail, look for the lesson. Then move on without looking back and tackle a new challenge with your new knowledge and positive attitude.

### 2008 Calendar

It's that time of year....I'm beginning to think about producing my 2008 calendar. I've love to hear from you - what pictures or what theme most appeals to you? What would you like to gaze upon throughout 2008? Call 828 264 1434 or email me your suggestions: [Helen@CoeRealty.com](mailto:Helen@CoeRealty.com).

## Dining Out The Healthy Way

Do you frequently go out to dinner...then feel rotten afterwards? The change of normal diet when eating out can frequently make you feel lousy – almost like a hangover. Here are a few simple tips for eating healthier while still enjoying the total dining experience.

- ✓ **Don't Overeat.** The experts suggest avoiding buffets because they can tempt you to over-indulge. Also, you might try ordering a la carte, or choosing a kid's meal or appetizer for your main entrée. The smaller portions will help you stay slim.
- ✓ **Drink Water.** Drink a lot of water during your meal. Besides being healthy for you, the water will fill you up so you don't eat as much food.
- ✓ **Get Off To A Good Start.** Try to start each meal with a bowl of healthy soup or a salad. Both offer good nutritional value without the high calories or fat content.

Search all the homes in our market at [www.CoeRealty.com](http://www.CoeRealty.com)

**Real Estate 101: Just a reminder that I'm never too busy to help you with your real estate needs. Whether your needs seem to you to be minor or major, I'm always glad to take the time to talk with you about them. I just greatly appreciate your thinking of me when it comes to real estate....Or, call just to chat!**

### **Odor Killers...**

If you have a tough odor in your home, try one of these easy tips.

- If your refrigerator has a strong odor put a cup of pure charcoal briquettes in the bottom. They will absorb the smell. This also works on musty smelling closets.
- If your microwave has odors, put a thick slice of lemon on a paper towel and heat on high for one to two minutes. Then, leave the lemon in the microwave overnight.

### **Tax Advice From Jay Leno**

*"Worried about an IRS audit? Avoid what's called a red flag. That's something the IRS always looks for. For example, say you have some money left in your bank account after paying taxes. That's a red flag."*

**Jay Leno**

### **Brain Teaser Answer...**

A Bone.

**THANK YOU** for reading my Find A Mountain Home® 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**

[Helen@FindAMountainHome.com](mailto:Helen@FindAMountainHome.com)

**FindAMountainHome.com**

## **Win Whitley's Chocolate Peanuts or a Dinner Gift Certificate.**

### **What State Is The Grand Canyon Located?**

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

The answer is "D," Arizona. So let's move on to this month's trivia question...Two people won: Lisa Miller and Emogene's granddaughter

### **What is one of the elements that combines to make water?**

a) nitrogen b) hydrogen c) helium d) calcium

**The first 3 people to call me with the correct answer will win! Phone 828 264-1434**

## **Real Estate Corner...**

**Q. We are preparing to build our own home and are wondering about using alternative "natural" building materials. Do you have any suggestions?**

**A.** Using "natural" resources to build energy efficient homes has become quite popular. Most building codes now recognize alternative building materials as equal to or better in quality than traditional materials. These are also fully accepted by lending and insurance companies. There are three popular alternative materials that have been used successfully in recent years: straw bale, tires, and rammed earth.

Straw bale homes offer exceptional energy efficiency. They cost about the same as a conventional wood frame house to build, but the thick walls will yield substantial energy savings in the future. In fact, these homes use half as much energy as a wood home. Building with dry straw bales will help prevent any rot or pest infestation. Contrary to common belief, straw bale homes are not a fire hazard. In fact, a plastered bale home is less combustible than a wood home.

Instead of allowing old tires to fill up our landfills, some have chosen to build with them. Tires make a sturdy building material because they don't disintegrate. They are layered and packed with dirt and/or cans to produce high insulation value. The walls are usually stuccoed or mudded. About 1,500 tires are needed to build a 2,700 square foot home. The 30-inch thick walls of a tire home provide great insulation and low interior noise levels.

Rammed Earth homes are reminiscent of the old adobe homes of years past. They have an energy efficiency rating similar to brick homes and the walls are as strong as concrete. To protect against water damage, the home should be built on at least one layer of fired bricks or block. Unfortunately, these aesthetically beautiful homes are very labor intensive to build – thus quite expensive. If you are considering relocating and are in need of caring, competent representation, please call me at 264-1434.

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