



Thierry Roche
Host of Talk Radio's
Inside Real Estate

www.INSIDERealEstate.com

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Thierry Roche's...

Healthy, Wealthy & Wise

"Insider Tips For Healthy, Wealthy & Happy Living..."

plus a Bit of Real Estate too!

How To Prevent Sports & Exercise Injuries

Millions of people experience a sports or exercise injury each year. Shin splints, pulled muscles, aching kneecaps, and strained hamstring muscles are common when you begin a new exercise program or put too much stress on your body.

Here are tips to avoid getting hurt when exercising or playing sports:

- ◆ **Have A Fitness Test:** A visit to your doctor is important if you are starting a new exercise program. Your doctor may find an undiagnosed heart condition or other disease that will require workout modifications.
- ◆ **Know Your Body:** It sounds basic, but many fail to make adjustments to account for known body weaknesses. For example, if you have knee problems you may want to try a stationary bike instead of a treadmill.
- ◆ **Wear Proper Attire:** Wear proper shoes that fit and grip the ground to avoid slipping or tripping. Workout clothes that keep you warm but not hot are best to avoid getting overheated and passing out.
- ◆ **Act Your Age:** When you get excited about a new workout or sport, you can do too much, too quickly and push yourself too long. Work with a trainer, and make sure you're using the correct technique.
- ◆ **Feed Your Muscles And Hydrate Your Body:** A high protein meal one hour before your workout will give you the fuel you need to keep going. Thirty minutes before you exercise, drink about 16 ounces of water. Drink more water during your workout to replace the fluids you're losing.
- ◆ **Know The Injury Warning Signs:** If you have any of the following for more than 48 hours, see a physician: joint pain (including swelling, redness and heat), reduced range of motion, or numbness, and tingling.

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 called the "*Homeseller's Guide To Money-Making Fix-Ups*," and it's great even if you're not planning on selling soon. You can get a free copy by calling me at... **703-222-6714**.

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

What You Should Know About Home Health Tests

At-home health screening tests are becoming increasingly popular, because they are quick, confidential and can help you detect or monitor specific conditions. The most common tests are:

- **Diabetes Screening:** Measures A1c levels and average blood glucose (sugar) levels.
- **Home Pregnancy:** Gives women an early confirmation of pregnancy.
- **HIV:** Allows you to determine if you have the antibodies to HIV-1 (Human Immunodeficiency Virus, Type 1) in your blood.
- **Thyroid hormone levels:** Measures TSH (Thyroid Stimulating Hormones) in the blood to indicate an underactive or overactive thyroid.
- **Paternity:** Uses DNA from the inside of your cheek. Accuracy is claimed to be greater than 99 percent to prove or disprove paternity.
- **Cholesterol:** Evaluates total cholesterol and high-density lipoprotein (HDL).
- **Drug Use:** Uses a urine, saliva, or hair sample to test for marijuana, cocaine amphetamines, and opiates.

What You Should Know To Buy And Use At-Home Tests:

- Follow test instructions carefully; not doing so can affect results.
- Buy a test that is FDA approved. To see if the test is approved, go to www.fda.gov, enter "search IVD" in the box at the top right, click the search button, then choose "OTC - Over The Counter" database.
- Pharmacies sell FDA-approved tests. Talk to the pharmacist when you buy one if you have any questions about how to properly use the test.
- Be cautious of buying the tests online. While there are some reputable sellers, there are many that are not. Ask the seller if the product is FDA-approved (it may not be if it's made outside the U.S.).
- You may still need to see your doctor to discuss questions about a test or a test result.

Word of the Month...

Studies have shown 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 (and maybe even fatten your wallet!)...

Scaturient: (sca-tu-ri-ent) adj

Meaning: Gushing out, abundant, overflowing, effusive

Sample Sentence: His scaturient praise of the speaker was a little embarrassing.

Have A Laugh

Bob walks into his boss's office. "Sir, I'll be straight with you, I know the economy isn't great, but I have over three companies after me, and I would like to respectfully ask for a raise."

After a few minutes of haggling the boss finally agrees to a 5 percent raise, and Bob happily gets up to leave. "By the way," asks the boss as he is getting up, "Which three companies are after you?" Bob responds, "The electric company, the water company, and the phone company."

Travel Planning With Friends

Have you ever tried to plan a vacation with friends or family? It can be chaotic. You and your friends can collaborate on your trip by going to www.travelstormer.com. You also can use the site to track expenses and build an itinerary once the ideas are finalized.

Quotes To Live By...

Things which matter most must never be at the mercy of things which matter least.

—Johann Wolfgang von Goethe

If you want to know what a man is like, take a good look at how he treats his inferiors, not his equals.

—J.K. Rowling

Don't cry because it's over, smile because it happened.

—Dr. Seuss

Thank You!

Thanks to all of my clients and friends who support my practice and graciously referred me to your family, friends and neighbors! Rather than pester people with unwanted calls and visits, I build my business based on the positive comments and referrals from people just like you. I couldn't do it without you!

Sending a Referral of Your Family or Friends is the Greatest Compliment You Could Ever Give Me
-Thank You-

Brain Teaser...

Brothers and sisters I have none. But this man's father is my father's son. Who is the man?

(See page 4 for the answer.)

Real Estate Question?

Maybe you want to know how much your home is worth. Or maybe you just need a recommendation for a handyman, carpet cleaner or plumber...

Either way, I love hearing from all of my good friends and clients. And I'm always looking to answer pressing questions you might have about anything relating to real estate or homeownership.

If you have a question, tip or idea, please feel free to call me at **703-222-6714**. I'm here to help!

Cruise Ship Cleanliness

Before you make a reservation for your next cruise, you may want to find out about the ship's sanitation practices. The Centers for Disease Control monitors the vessel sanitation programs of all ships that visit U.S. ports. They analyze water supply, food storage and preparation, pools and spas and general cleanliness. Find ratings for specific ships at www.cdc.gov/nceh/vsp.

Links To Leisure

Try a few of these sites to add to your leisure time:

Music: You can find links to more than 2,500 radio stations. www.radiocator.com

Horseback riding: Find guest ranches, riding clinics, and even cattle drives. www.hiddentrails.com

Beverage recipes: Even non-alcoholic ones like chocolate drinks, fruit punches, lemonades, and more. www.drinksmixer.com

Raw Honey On Cuts?

When honey is applied to minor burns and wounds, the combination of sugar and antibacterial properties can speed up healing. The thick, gooey honey adheres to the wound to provide a protective barrier and the inflammation is reduced with natural antioxidants.

Save Money With These Quick Appliance Fixes

Appliance repair experts say that up to 25 percent of repair calls have simple solutions. Try these fixes before calling the appliance repair service.

- ❖ **Refrigerator is not cold.** If you can't get the refrigerator cold enough by lowering the setting, try looking under it. You probably have dirty condenser coils. Unplug the fridge, remove the grill and vacuum the coils to remove dirt and dust.
- ❖ **Dishwasher is not running.** The float switch inside the dishwasher tells it when enough water has entered and when to begin washing. See if the switch is jammed in the up position from objects like forks.
- ❖ **Weak vacuum suction.** If cleaning the filters and bags doesn't help, check the hose for an obstruction. Drop a coin in one end and if it doesn't come out, try to dislodge the debris with a broomstick.

Here's A Free Resource For Investors!

Now You Can Get A Customized List of Local Short Sale or Foreclosure Properties That Match Your Investment Criteria At www.INSIDERealEstate.com

Secrets To Feel Young

The process of getting older is unavoidable, but feeling old is optional. Here's what you can do to feel young and alive.

Appreciate your age: Whatever you regret from the past is over. Let it go. Literally re-program the way you think about the past and the concept of growing older. Setting new goals can give you more life now and help you live longer. According to a Yale study, people who had a positive mindset about growing older lived about seven years longer than those who grumbled about their age.

Don't retire from being useful: Sure, you may have earned the right to slow down and work less, but feeling that you still make a difference is invigorating. Keep both the mind and body moving by getting involved in volunteer activities and exercise clubs.

Thanks For Thinking of Me!

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

Brain Teaser Answer:

The man is my son!

Textbooks On Kindle

Not only can college students download textbooks to the Kindle e-reader, they can save money by actually "renting" them from Amazon. Students can save up to 80 percent compared to purchasing a printed version of the book. Kindle reader software can be downloaded to a PC, MAC and many mobile devices. Search for textbook rentals at the Kindle Store on www.amazon.com.

So True...

- You can go anywhere you want if you look serious and carry a clipboard.
- It's amazing how nice people are to you when they know you're going away.
- Anyone who says it's as "easy as taking candy from a baby" has never tried taking candy from a baby.

THANK YOU for reading my *Healthy, Wealthy & Wise* 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.

AND... 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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Disclaimer: The information contained in this letter is intended for informational purposes. It should not substitute as legal, accounting, investment, medical and other professional services advice. Always seek a competent professional for answers to your specific questions. This letter is not intended to solicit real estate properties currently for sale.



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Real Estate Corner...

Q. What do buyers really want when looking for a house?

A. Here are ways to tap into what every buyer wants:

- **Every buyer wants a place to call "home".** The decision to buy is *emotional*, not 100% logical. Buyers look at a "house," but they're really evaluating it for its potential to become their home. Properly staging your house allows buyers to have an emotional experience – seeing their family living there.
- **Every buyer wants a bargain.** Subtly influence buyers by using such phrases as "priced to sell" or "a unique bargain at this price."
- **Every buyer wants to claim special discounts.** You can motivate a sale by creating a sense of *urgency*. Consider using special terms that expire on a fixed date.

Want to learn more secrets about how to sell your home fast and for the most money? Call and ask for my Free Consumer Report called "**6 Steps For Selling Your Home For TOP DOLLAR.**" I'll send a copy right over to you.

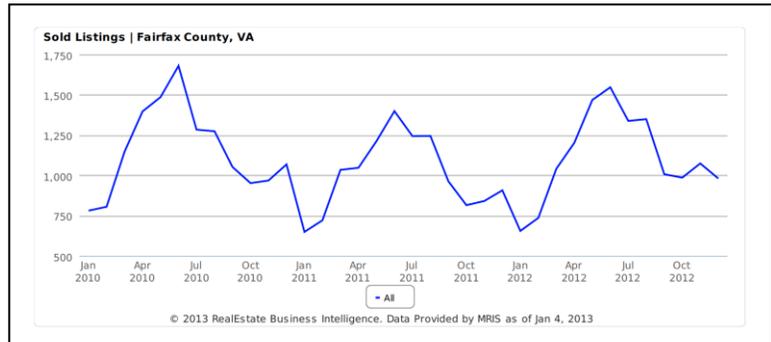
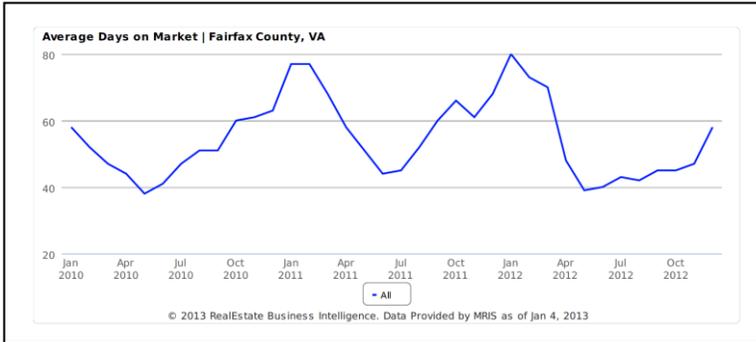
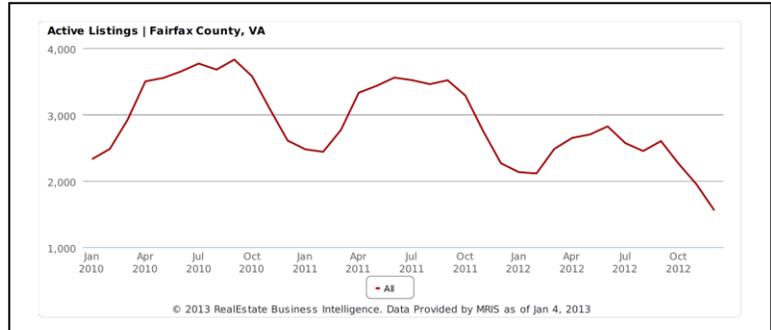
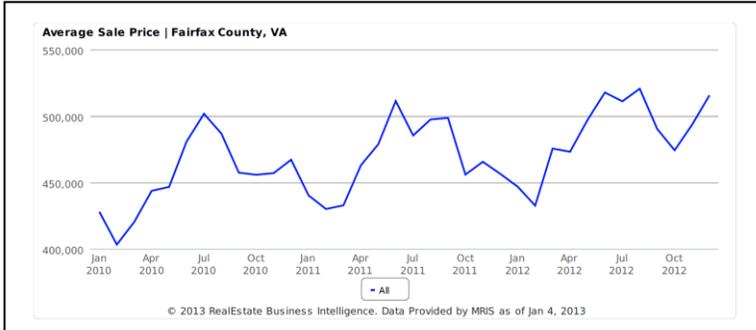
Do you have a question you want answered related to real estate or home ownership? Feel free to call me at **703-222-6714**. Perhaps I'll feature your question in my next issue!

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

Thierry Roche's...

"Northern Virginia MarketWatch"

Helpful Information to Help You Understand the Value of Your Biggest Investment.



703-222-6714 Provided as a consumer service by Thierry Roche & Re/Max Premier. This information is not intended as a solicitation of any properties currently listed for sale.

11 Critical Home Inspection Traps to be Aware of Weeks Before Listing Your Home for Sale

Northern VA - According to industry experts, there are over **33 physical problems that will come under scrutiny during a home inspection** when your home is for sale. A new report has been prepared which identifies the eleven most common of these problems, and what you should know about them before you list your home for sale.

Whether you own an old home or a brand new one, there are a number of things that can fall short of requirements during a home inspection. If not identified and dealt with, any of these 11 items could cost you dearly in terms of repair. That's why it's **critical that you read this report** before you list your home. If you wait until the building inspector flags these issues for you, you will almost certainly experience costly delays in the close of your home sale or, worse, turn prospective buyers away altogether. In most cases, you can make a reasonable pre-inspection yourself if you know what you're looking for, and knowing what you're looking for can help you prevent little problems from growing into costly and unmanageable ones.

To help home sellers deal with this issue before their homes are listed, a **free report** entitled "**11 Things You Need to Know to Pass Your Home Inspection**" has been compiled which explains the issues involved.

To order a **FREE Special Report**, visit www.CostlyInspectionSnags.com or to hear a brief recorded message about how to order your FREE copy of this report **call toll-free 1-800-316-4485 and enter ID # 4028**. You can call any time, **24 hours a day, 7 days a week**.

Get your free special report NOW to learn how to ensure a home inspection doesn't cost you the sale of your home.

Why Won't They Talk About This In Public?

I get them to 'Spill It' ON THE AIR...every month

Insider Secret #9:

What are the BEST types of Mortgages and low down payments for your personal needs and situation?

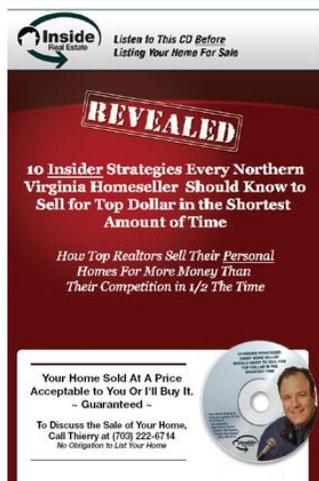
Before the new home purchase, you have to do your homework to find the right mortgage for you!

Here's a summary of today's secret:

- a.) **Low and no down payment programs** – They have not been completely wiped out since the mortgage banking crisis. **They do still exist!** You just need to know where to find them! And there are programs available to first-time homebuyers...
- b.) **Non-advertised State programs** – There are even government-sponsored low money down programs where the federal government insures the loan, and only require **3% – 4% down payment**. There are even some state and local jurisdiction programs with low and **NO money down** options...
- c.) **30-year fixed rate mortgage vs. adjustable rate mortgage** – What is the difference? Which is really better for you, and how to determine the best deal...
- d.) **Secret to saving thousands** – With proper mortgage management, you'll not only **pay your home down sooner**, you could actually end up with a substantially lower payment for the remaining term of your mortgage...

By understanding these few market secrets, you can purchase a home with the largest potential appreciation!

Visit my website for the full article on how to take advantage of market trends at
www.allfairfaxvahomesforsale.com/Insider_Secret9.php

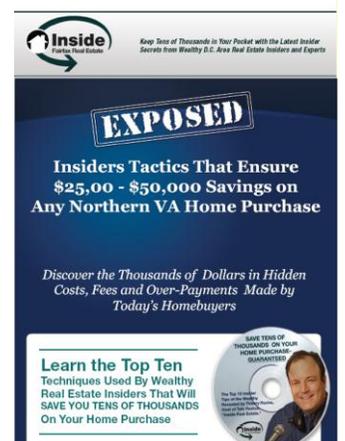


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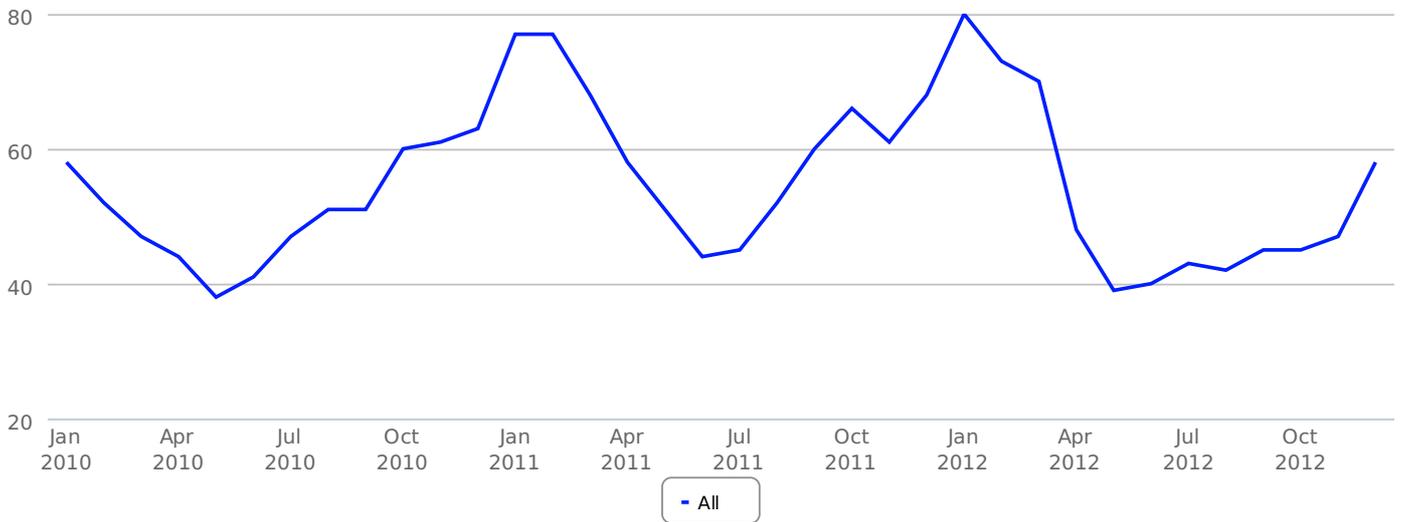
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Active Listings | Fairfax County, VA



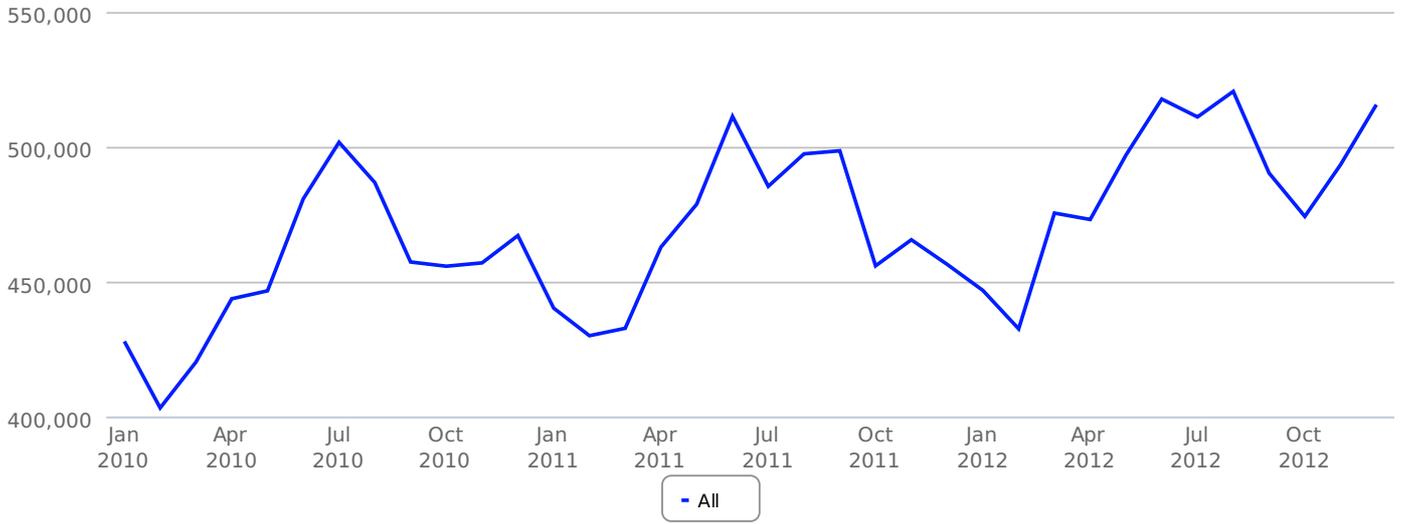
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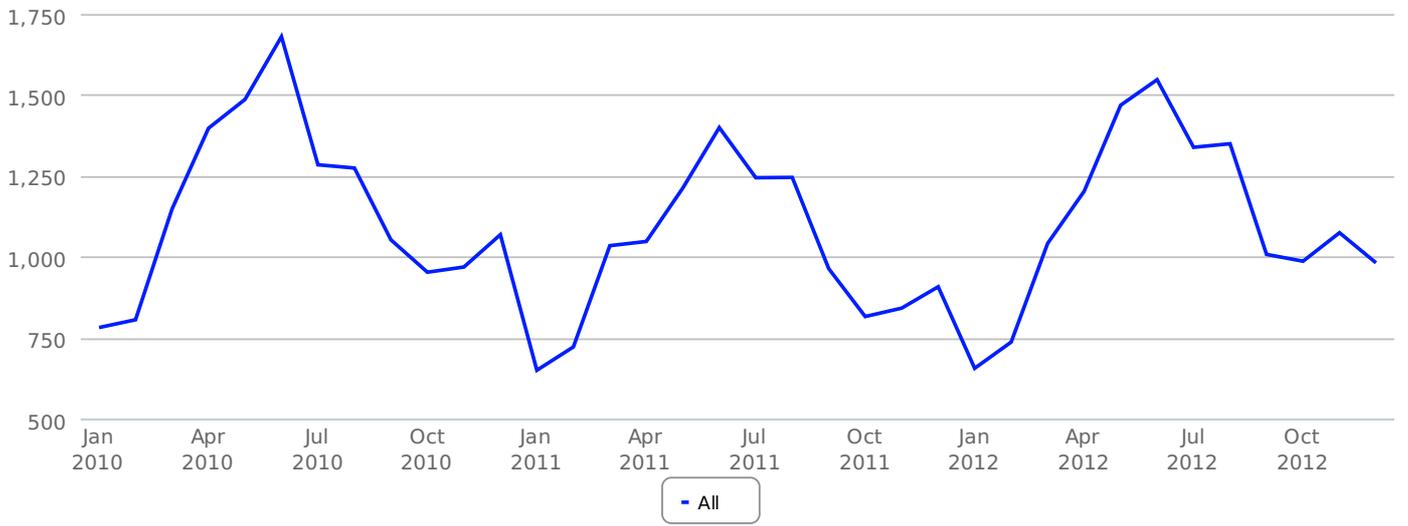
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Average Sale Price | Fairfax County, VA



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Sold Listings | Fairfax County, VA



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