Thierry Roche
Host of Talk Radio's,
'Inside Real Estate'

www.InsideRealEstate.com

June 2012
Volume IV, # 6
Fairfax, VA

Inside This Issue…

4 Simple Exercises To Reduce Pain Without Surgery…Page 1

Do You Know These Tricks To Fly For Less?…Page 2

How To Protect Your Child From A Bully…Page 2

Start Here To Eliminate Clutter And Feel More Energized…Page 3

Why Do Some Homes Sell Faster Than Others?…Page 4

Thierry Roche's…

Healthy, Wealthy & Wise®

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

plus a Bit of Real Estate too!

How To Reduce Pain Without Surgery

Common practice is to take it easy when you experience pain from an injury affecting muscles, joints, tendons, and ligaments. But inactivity for more than a day or two could actually slow healing in many cases. When done in a controlled, gradual, and progressive way, the exercises listed below can help distribute nutrients into the injured area to avoid stiffness and pain.

- **A pain in the neck has earned its reputation as being excruciating.** Hours of sitting at a computer can increase chances of this problem.
  → **Exercise:** Stand up straight and roll your shoulders in circles slowly. First roll forward 5 times, and then roll back 5 times to balance.
- **Carpal tunnel syndrome is another common source of pain.** Repetitive hand motions while working can trigger pain, especially if you write or type for many hours each day.
  →**Exercise:** Wrist twists can open the wrist and decrease pain. Put your knees on the floor, and then place your hands flat on the floor in front of each knee. Gently turn your hands so each middle finger will face toward a knee and your thumbs are now on the outside. Relax and hold this position for five slow, deep breaths.
- **Back pain is a frequent complaint first thing in the morning.** You can increase mobility and decrease pain with light stretching.
  → **Exercise:** Get on the floor and lie on your back. Pull both knees to the chest while also flexing your head forward. Hold the comfortable stretch of this balled-up position about 20 seconds and release.
- **Knees are the most common painful area of the body.** It is not surprising because the pressure across your knee joint is four times the weight of your body. Like a rusty door hinge, your knee may just need a little maintenance.
  → **Exercise:** Sit in a chair and loop a long towel under your left or right foot. Gently pull the towel to bend the knee up 5 inches. Hold for 5 seconds and release. Repeat 5 times for each leg.

Check with your doctor before starting any exercise program. If these exercises help you, make a long-term commitment to avoid future pain and potential surgery.

Save Thousands When Buying Or Financing!
Did you know there's a free consumer report revealing ways to save time and money when buying a home? It's called "***8 Secrets For Saving Thousands When Finding, Buying and Financing Your Next Home***," and it's great even if you're not planning to buy soon. Get your free copy by calling me at…**703-222-6714**

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!)…

Acquiesce: (ak-we-ess) verb

Meaning: to submit or comply without protest

Sample Sentence: Even though he didn't agree with the directions, Joe acquiesced to Bill's request to take the next exit without saying a word.

Good Voice Mail Messages

If you want a response to your voice mail, use these tips to make it effective:

1. Begin by stating the name of the person you are trying to reach and then your name.
2. Use a single sentence to state the purpose of the call.
3. Tell them you look forward to hearing from them soon.
4. At the end, repeat your name and give your telephone number twice.

Native Plants Can Help Your Garden

A large number of plants cannot survive without the help of pollinators like butterflies and bees. But many modern plants are often imported from China and Europe and these pollinators have not adapted well. Help your garden by avoiding pesticides and by finding plants native to your area. Learn more at: **www.pollinator.com**

Quotes To Live By…

Abundance is not something we acquire. It is something we tune into. There's no scarcity of opportunity to make a living at what you love. There is only a scarcity of resolve to make it happen. –Wayne Dyer

If you want to be happy, set a goal that commands your thoughts, liberates your energy and inspires your hope.
–Andrew Carnegie

Clarity is power.
–Buckminster Fuller

3 Hot Tips To Fly For Less

Higher fuel prices have pushed airline fares to new heights. There are still ways to save money on flights, but you have to know how to look for the bargains. Use these helpful tips to shave hundreds off the cost of flying:

- **Book your flight early but not too early**: You probably know the cheapest fares are well before your departure date. Most airlines release schedules 6 months in advance, but don't book until 3 to 4 months out when airlines start actively managing prices. Also, try booking your flight on a Tuesday afternoon because that's when most airlines will match special offers to stay competitive.

- **Sign up for airfare alerts**: There are dozens of websites that email updates but start with these top-rated free services: www.airfarewatchdog.com or www.farecompare.com.

- **Combine one-way fares**: To save money you can sometimes take two one-way fares with different airlines, instead of a round-trip flight. Or you can fly into a smaller airport and take a short flight to get to your final destination.

FREE Consumer Help Is Just A Phone Call Away!

Learn valuable secrets for saving thousands and avoiding costly mistakes when buying, selling or refinancing a home. Best of all, it's FREE. See my website, **www.InsideRealEstate.com** or call me at…**…703-222-6714**

DID YOU KNOW…

Unlike most real estate agents, I *DON'T* spend my time pestering people with phone calls or bothersome interruptions to find good clients. Instead, I dedicate 110% of my time and energies to providing such outstanding service, people naturally think of me when a friend or family member needs help buying or selling a home. THANKS for your referrals!

Protect Your Child From A Bully

Many well-meaning parents try to help only to have their strategies backfire on them and make bullying worse. For example, if you call the parents of a bully, your child will be mortified and the bullying is likely to continue. This runs the risk of your child not telling you when it happens the next time. The three best ways to protect your child if they are bullied:

#1 – Educate your child about bullying and ask if a bully might think they are being funny – rather than intending to be aggressive.

#2 – Recruit allies by identifying teachers or friends that can help when the child feels threatened.

#3 – Reinforce your child's self-esteem at home with positive praise so they don't believe negative comments from others. This will decrease the odds of being bullied as the bully moves on to an easier target.

Brain Teaser…

You leave home and go to your right. At the corner you turn left. At the next corner you turn left. Reaching the next corner, you turn left again and go home. Where are you?

(See page 4 for the answer.)

Computer Sharing Risks

Protect personal information when sharing a computer with coworkers or in public with these cautionary steps:

1. Never login to your online banking system with public internet connections such as terminals in airports and libraries.
2. If you have to check your email or other password-protected accounts, do not have the internet browser save your login details. If prompted, select "Don't save" or "No".
3. Erase internet history as you end any session online.
4. Disable the automated feature that fills in a form based on the first few letters you type, which should be under your internet browser settings.
5. Empty the recycle or trash bin on the desktop or email program before you leave.

Alcohol And Allergies

Beer, wine, and other liquor can cause an allergy-like reaction such as scratchy throat, sneezing, and runny nose. This is caused by the yeast formed during fermentation that contains histamine. Other yeast-containing foods that can cause the same reaction are bread, cider, pickles, and aged cheeses. Pay attention to the cumulative effect of yeast in your diet. Learn more at: **www.theallergyreliefcenter.com**

Beyond Expectation!

- I asked God for a bike, but I know God doesn't work that way. So I stole a bike and asked for forgiveness.
- Do not argue with an idiot. He will drag you down to his level and beat you with experience.
- A clear conscience is usually the sign of a bad memory.
- Always borrow money from a pessimist. He won't expect it back.
- A bus station is where a bus stops. A train station is where a train stops. On my desk, I have a work station.

6 Quick Tips To Eliminate Clutter

A cluttered house can make you feel tired and confused. But if the task of organizing your entire house seems overwhelming, start with small, 10-minute or less "mini-projects." Experts have found that you will be more motivated to complete small projects that have a rapid reward. Try these 6 mini-projects to clear you mind, make decisions more easily, and feel more energized:

Clear-Up Problem Areas:

- ✓ **Clothes closet**: If you have a limited closet space, consider getting hangers that hook to each other vertically instead of throwing clothes on the ground. You can also add hanging storage systems for items like sweaters, shoes, and other bulky things. See closet systems at: www.bedbathandbeyond.com
- ✓ **Home office**: Divide and conquer this task by first putting all papers in the trash or in stacks like these: call, pay, return, order, brainstorm, talk to family, etc. Set up an action system with colored folders for each stack. Tackle each folder when you can find 10 minutes to spare. You'll find folder systems at: www.officedepot.com
- ✓ **Under the sink**: Order stacking drawers in plastic or metal wire. When you measure, be sure to allow space for the drain pipe. Find these drawer systems at: www.containerstore.com

Put Away Problem Items:

- ✓ **Junk**: Organize your junk by using rubber bands to separate items by type. You can still have a junk drawer but use a rubberized drawer liner from www.duckbrand.com to keep things from shifting.
- ✓ **Seasonal**: Store things you won't use until the next season under the bed. To save space, try using vacuum-sealed packs from www.spacebag.com.
- ✓ **Antiques**: You may have things that you don't really love, but you inherited and think they will have a high value someday. Find out what it is worth with www.appraisers.org, or for a quick reality check, search www.ebay.com.

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-

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:

On a baseball field.

Hoax-Busting Websites

Since anyone can publish on the internet, it has brought an avalanche of false information, rumor and urban legends. Before you believe everything you read, check the facts at one of these websites:

www.snopes.com is a great resource for dispelling misinformation including frauds, scams, and unbelievable stories. The site is well organized by category.

www.hoaxbusters.org warns that there is never a good reason to pass on email chain letters. Their hoax busting advice is alphabetized.

www.truthorfiction.com shows current information for online rumors and tells if they are fact or fiction.

www.hoaxslayer.com claims to have been debunking email hoaxes and internet scams since 2003.

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 say "Hi," I'd love to hear from you…

Thierry Roche
Re/Max Premier
703-222-6714
Thierry@ThierryRoche.com
www.InsideRealEstate.com

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.

GUARANTEED SOLD OR I'LL BUY IT!*

Your Home Sold At a Price Acceptable to You, Or I'll Buy it Myself (Guaranteed In Writing)

Our Innovative Guarantee Program Sells Homes Fast

For Top Dollar and with No Hassle

Call 1-800-316-4485 *ID#* 2008 for Free Recorded Message and Program Details

* Subject to program guidelines

Real Estate Corner…

Q. Why do some homes sell in days when others take months or don't sell at all?

A. When sellers or their real estate agent overlook any of the important ingredients of a successful sale, a home can linger on the market. Here are three reasons why a home doesn't sell quickly:

1. **Asking price is too high.** When a home first comes on the market, the list price must be at or near the market value so buyers see it as a good value and put in an offer. If you would like to know your home's current value, I will gladly conduct a ***Maximum Home Value Audit***. I conduct this in-depth analysis for no charge to identify your home's highest possible value.
2. **Poor marketing plan.** Most real estate agents will do nothing more than put the house in the MLS. When I am hired to sell a home, I use a ***28 Step Home Selling System*** to reach more potential buyers in the first few weeks after a home is listed for sale.
3. **Home is not staged properly.** A buyer wants to buy a home they can imagine living in with their family. If the house is not staged or it's done incorrectly, buyers may lose interest and move on to other homes. Get the facts on how to stage your properly by requesting my Free Consumer Guide ***"4-Steps To Stage Your Home For A Fast Sale."***

If you have questions, or need capable and trustworthy representation, please call me at **703-222-6714**.