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# Welcome Summer

Dear Friend,

I hope the start to your summer is going well. If you have a few minutes to enjoy this month's newsletter, you'll find it full of scannable bits of information to enjoy and entertain friends with during your summer parties. You can tell them about some intriguing start up ideas to come out of Y Combinator's latest round of funding presentations, such as a kind of instant coffee that can be made cold and is supposed to taste better than Starbucks!

Or you can share just how small people are willing to go to downsize, from the article about Micro Living. There's also some advice about different ways to use credit cards to improve online security, and a description of a new kind of water filter that can make seawater drinkable on the spot.

If buying or selling a home is in the cards for you this summer, please know that I'm here to help you.

Kind regards, Jim Urban

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## When Sufficiently Motivated

Two warring tribes lived in the Andes, one in the lowlands and the other high in the mountains. One day the mountain people invaded the lowlanders and, as part of their plunder, they kidnapped a baby from one of the lowlander families and took the infant with them back up into the mountains.

The lowlanders didn't know how to climb the mountain. They didn't know any of the

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trails that the mountain people used, and they didn't know where to find the mountain people or how to track them in the steep terrain. Even so, they sent out their best fighting men to climb the mountain and bring the baby home.

The men tried first one method of climbing and then another. They tried one trail and then another. After several days of effort, however, they had climbed only a few hundred feet.

Feeling hopeless and helpless, the lowlander men decided that the cause was lost, and they prepared to return to their village below.

As they were packing their gear for the descent, they saw the baby's mother scrambling down the mountain toward them. She had gone higher than they had!

### June Quiz Question

Q: What occurs once in a minute, twice in a moment and never in a thousand years?

#### **May Question**

**Q:** What is special about this series of numbers?

**A:** The numbers appear in alphabetical order.

Then they saw that she had the baby strapped to her back. How could that be?

One man greeted her and said, "We couldn't climb this mountain. How did you do this when we, the strongest and most able men in the village, couldn't do it?"

She shrugged her shoulders and said, "It wasn't your baby."

You never know what you can accomplish when you're sufficiently motivated!

# If It Walks Like a Duck



A duck walked into a café, sat at the counter, and ordered a soda and a sandwich. The waitress behind the counter did a double-take, then cried out, "You're a duck!"

"I see your eyes are working," replied the duck.

"And you can talk!" exclaimed the waitress.

"Your ears are working, too. Now how about that soda and sandwich?"

"Sorry, right away." The waitress placed the order and poured a soda. She passed it to him and said, "It's just that we don't get many talking ducks in here. What brings you in today?"

"I'm a plumber, working that construction site." He waved a wing behind him, then dipped his bill in his soda.

The waitress watched for a moment, then said, "You know, the circus is in town. I bet they'd love to hire a duck like you."

"Really?" the duck said. "Why do they need a plumber?"

## Who Argues About Money?

In a survey by CompareCards.com, a subsidiary of LendingTree, couples were asked to be honest about money and how it relates to arguments with their partners. A closer look at the survey revealed some interesting statistics:

- 15% of respondents said they fought about money with their partner.
- 20% of Generation Xers (ages 35-54) argue about money.
- 17% of millennials (18-34) have money-related arguments.
- 9% percent of people over 55 argue over money. (With age comes wisdom!)
- 59% have some level of dissatisfaction in their relationships.
- 82% of couples who claimed <u>not</u> to fight over money describe themselves as "extremely satisfied in their relationships."

# **4 Intriguing Startup Ideas**

Fledgling companies need seed capital to grow, and each year the company Y Combinator holds demo days where new businesses present their products "Shark Tank style" to receive funding. Past demo days have featured Stripe, Dropbox, and Airbnb. A recent demo day, called W18, showcased 141 companies from 23 countries. Here are 6 ideas that look particularly interesting.

- Sudden Coffee makes instant coffee without requiring boiling water, and that tastes "better than fresh Starbucks." They claim 8 of 10 coffee drinkers chose Sudden Coffee over Starbucks in blind taste tests.
- 2. **Orangewood Labs** uses 3D printer-style wood-cutting robots to make on-demand furniture. Orangewood crowdsources 3D designs which it can tweak into different styles, colors, and sizes.
- 3. **Piccolo** wants you to control your smarthome with gestures. Point at a light to turn it on, control a video on your TV by waving your hand, etc. The company uses a smart camera to map a user's skeletal geometry.
- 4. **Voicery** synthesizes ultra-realistic computer voices that use natural emotion and inflection. They analyze human voices to train deep neural networks to power its product, rather than trying to train a computer to mimic voices.

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Request a free copy of my service directory. All the businesses listed in it have a proven track record for providing the kind of outstanding customer service you deserve.



### Micro Homes... How Small Can We Go?

The tiny home movement, which has been burgeoning for the past few years, is experiencing growing pains. A tiny home is usually just 300 to 450 square feet, and many who try this lifestyle realize that's just too small. The result is that, gradually, tiny homes have been trending larger, to the size of small apartments, at around 600 square feet.

But there is a segment of the trend that's going the opposite direction—even smaller, to as little as 60 square feet! These micro houses are pushing the envelope inward.

It makes you wonder why someone doesn't just buy a van or a small camping trailer, and some people do just that. But others want the challenge of building their own home, so they build the entire thing from wood or other scraps and cast-off items, including sterilized dumpsters and backyard garden sheds.

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- How To Buy A House
   With Little (Or No)
   Money Down

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The micro-living idea seems to be more about the challenge of building with found items, rather than actually having a place to live.

# **Promote Positives For Young Athletes**

It's estimated that 35% of children drop out of organized sports each year. That rate increases to 70% by the time children reach age 13. Here are a few things you can do to help your children have a positive experience if they are participating in sports.

- Don't compare. What motivates one child won't work for another. What comes easy to
  one can pose challenges for another. Never compare the accomplishments of one child
  with that of another. Look for positive ways to encourage your children to focus on the
  fundamentals of their sport.
- Stress variety. Allowing your children to participate in several different sports helps broaden their perspectives and figure out which activities inspire their interest. Keeping children under 12 involved in a variety of sports may prevent repetitive stress injuries that can be common with certain sports.
- Take your ego out of the equation. A large part of helping your children develop positive attitudes about sports is to be positive yourself. Keep a check on your own attitudes so you're not attempting to live vicariously through your children's experiences or pressuring them into participating in activities that are of no interest to them.

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## **Increase Online Security**

By now most of us know to not access suspicious links embedded in emails, and we're aware of the threats posed by public Wi-Fi networks. However, according to Eric Cole, a cybersecurity expert and author of *Online Danger: How to Protect Yourself and Your Loved Ones from the Evil Side of the Internet* (Morgan James Publishing), there are two more ways to minimize risks:

 Reconsider your credit card use. Cole suggests having four credit cards. He recommends using your debit card at ATMs to withdraw money, using a dedicated card for recurring payments, such as memberships, another for online purchases and a different one for in-person transactions.



2. **Separate your high-risk and low-risk activities.** Use one device to surf the web, access email, and shop using apps. Dedicate a different laptop or a desktop for encrypted activities such as online banking and online investments. Keep your virus protections current on every device, and be mindful about how you use them.

I will tell you the secret to getting rich on Wall Street. You try to be greedy when others are fearful. And you try to be fearful when others are greedy. --Warren Buffett

### **First Job Behavioral Basics**

Just starting out in your career? Some basic tips can give you the credibility you need to earn the trust of your bosses and co-workers:

- Arrive consistently. Yes, sometimes the traffic is bad or the bus runs late. Train yourself to arrive at work within a specific window. It matters more than you think.
- Dress appropriately. Take note of how your co-workers dress, and follow their lead.
- **Remember names.** Practice techniques for remembering names. You'll impress people and show that you're paying attention. Everyone loves to hear their own name!
- **Stay organized.** If you're scrambling to find things, or always late for meetings, you'll look undependable. Set up systems that compensate if you're naturally disorganized.
- **Get your work done on time.** Nothing demonstrates your trustworthiness better than completing assignments quickly, without complaint. Conversely, dragging your feet, taking long breaks, or taking shortcuts to completing your work are ways to create mistrust. Even if no one says anything, you can bet they notice.

## **Membrane Makes Dirty Water Safer**

The lack of drinkable water could reach crisis levels in the 21st century, but a team of scientists in Australia may have an answer, according to the Science Alert website. They're using a type of graphene called Graphair to filter safe water from seawater in one step.

Graphene by itself is an ultra-strong carbon material only one atom thick. It's expensive to produce, but Graphair is cheaper and simpler to make.

A graphene film (without the addition of Graphair) has microscopic nanochannels that allow water to filter through, but will stop larger pollutants. On its own, graphene becomes contaminated quickly. When Graphair is added, the film screens out 99 percent of pollutants, and still works even when covered with contaminants.



The scientists hope that the process could eventually be used for filtration in households and town water supplies, and for treating seawater and industrial wastewater.

Investing should be more like watching paint dry or watching grass grow. If you want excitement, take \$800 and go to Las Vegas. ~Paul Samuelson

# **A Lesson In Diplomacy**

If you've ever had to deal with the thoughtless behavior of someone, you'll appreciate this story about the great composer and pianist Franz Liszt.

The virtuoso musician once found himself at odds with an important member of his

audience. The czar of Russia, Nicholas I, made a late entrance during Liszt's concert. Even after being seated, the czar continued to speak with members of his entourage. Liszt realized that Nicholas had no intention of ending his discourse, so he stopped playing and bowed his head.

Noticing the silence, Nicholas dispatched one of his aides to find out why the pianist was no longer playing.

"Music herself should be silent when Nicholas speaks," Liszt replied. After that, Liszt was able to finish his recital with the czar's full attention.



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