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August 2019

Summer Memories

Dear Friends,

These hot weeks of summer create some of the greatest memories, don't they? The scent of sunscreen in the air... warm nights with a cool fan blowing across the room... it is the perfect setting to enjoy a good read on a warm summer evening!

August's newsletter has some intriguing articles for you to enjoy on a late evening, and as you do, you might start looking around and consider the place where you settle in for a good read. Is it time to make the leap? If you're thinking about buying or selling please give me a call, so we can work towards making that a reality.

In the meantime, here's hoping that you have it made in the shade!

Kind regards,

Jim A. Urban

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The Seeds of Friendship

Ava was newly married. She and her husband had just moved into their first home and she had decided to plant a garden like the one her Grandma had planted years ago in the house where she grew up. All her life, she'd been the one to help take care of that garden and she was excited to keep the tradition alive in memory of her Grandma.

As part of the garden, Ava planted a little tree at the base of a stone wall in the corner of her garden, and spent the entire summer coaxing the seedling into growth. Finally, the baby tree began sprouting green leafy vines that climbed the wall, but to her disappointment, no flowers bloomed.

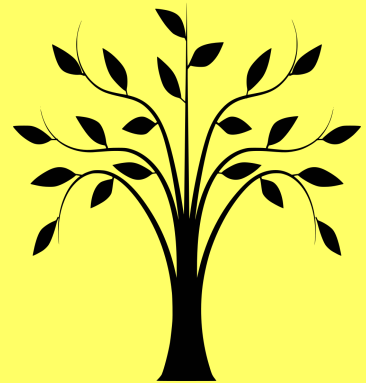
One morning Ava stood in her garden and wondered whether she should just dig up the tree and start over with something new to bring some life to the dark corner.

Then, she heard a voice from over the wall. “Yoo-hoo! I just wanted to thank you for the beautiful flowers!”

Confused, Ava went next door. Her neighbor, an elderly woman, opened the garden gate and showed her into the backyard.

To her surprise, the young woman saw that her tree had not only bloomed, but had also sprouted flowers all along the vines that had crept over the wall into her neighbor’s yard.

Her work gave her neighbor so much pleasure that Ava decided never to cut the tree down. She realized that what she had really planted were the seeds of friendship.



Fun Day Monday July

What unique luxury was afforded to the inmates of the maximum security prison at Alcatraz?

- A. Video Game Console
- B. A Pet Parakeet
- C. Steak Dinners
- D. Hot Showers**

Congratulations to Don & Susan Crafts who won a \$30 donation to a charity of their choice

Throw a Great Summer Bash

Throwing parties can be fun for the whole family, but they require ample food and beverage planning so everyone can have a good time. Keep these simple hints in mind so there is plenty on the table:

Time the Food: Prepare appetizers ahead of time. Heat up baked snacks just before serving.

Drinkability: Most guests at parties will consume 2½ drinks each. For every two guests, you should buy one bottle of lemonade, soda or whatever else you’re serving.

Keep it moving: Place your serving table well away from walls. Guests will be able to serve themselves from both sides and have room to move around it.

How To Get Out Of a Slump

From time to time, even the most successful people fall into a slump, like a batter who can't get a hit or a salesperson who can't close a deal. Someone dealing with a slump can't imagine the possibility of overcoming it. However, ballplayers and salespeople who don't give up usually manage to work their way out of a slump... and so can you. Try some of these strategies:

- **Take some time off.** Instead of increasing your frustration, back away for a while. Go to the movies or visit a museum. Taking your mind off the problem can give it a chance to recharge. Also, you might hit on a new idea when you're looking at something different.
- **Talk to people.** Don't isolate yourself. Go out and talk with friends, family members, even strangers. You don't have to ask for suggestions or advice. Just open yourself to other conversations and ideas, and your mind will shift out of the rut.
- **Engage all your senses.** Approach the problem from a different angle. What would a solution feel like in your hands, sound like as a song, or taste like if it were a beverage? Don't limit yourself to what you can see. Extend your mind in different directions and you may find a dimension who hadn't considered before.

Need Stucco Repaired?

Jim has a Stucco Repair person in his 5 Star Referral Center. Just

Go to

Denver5StarReferralCenter.com

and in the search engine type

"Stucco" to see Chris

Bartholomew's information

For questions Call or Text:

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The Final Note

The great composer Igor Stravinsky once wrote the music for a ballet.

According to one story, after the ballet opened, a dancer sent Stravinsky a telegram: "Ballet great success, but if you would allow the violin to play the solo instead of trumpet it would be a triumph."

Stravinsky, known for his dry sense of humor, cabled back: "Satisfied with great success."

August is the happy, lazy Sunday of Summer.

What Do You Think?

You may not know for sure what you think you know. Experiments conducted by Swedish psychologist Petter Johansson reveal that a simple sleight of hand can influence someone to change their mind.

In one trial, participants were shown pictures of faces and told to choose one or two of the photos in the series. After their answers were noted, participants were asked why they made a particular choice. However, in soliciting those answers, Johansson deliberately referenced the photos that the respondents had not selected.

More than 80% of the participants offered detailed explanations for pictures they'd actually never chosen. When they were shown the original series of photos for a second time and asked to select their preference,



these respondents selected the pictures they'd been tricked into thinking they'd picked.

More structured research will have to be conducted in the future to determine the validity of this theory. Until then, though, you might want to observe if you, too, show "choice blindness".

Free Reports!

- ☒ How Sellers Price Their Homes
- ☒ Making the Move Easy On the Kids
- ☒ Five Big Mistakes Home Sellers Make
- ☒ How To Buy A House With Little (Or No) Money Down

**Free Newsletter
Subscription!**

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Starting a Book Club

Looking for a fun way to enjoy books and meet new people? Start a book club! Here are a few pointers to help you get started and make yours perfect from the very start.

- Figure out who you're inviting— it will set the tone for the club, and determine where and when you will meet.
- Define the purpose of your club: is it to meet new people, to learn something new or to simply chat about good reads?
- Establish a regular meeting time at a comfortable location with food and drinks that everyone can enjoy, and have plenty of seating.
- Create a process by which you nominate books, such as topic, length, availability or general interest.
- Enjoy the book club your way, whether by taking notes or just enjoying the company.

Do Pets Make Us Happy?

Almost 60% of U.S. households have at least one resident dog or cat, reports The Washington Post. Do our pets make us happy, though? The General Social Survey asked questions related to that in 2018. The results may be surprising to dog and cat owners.

Dogs and cats don't necessarily make us happier, for one thing. The survey found that among pet owners, slightly more than 30% in both groups identified themselves as "very happy," while the number describing themselves as "Not too happy" was in the mid-teens for both groups.

However, dog owners are about twice as likely to say they're very happy than cat owners, making dog owners slightly happier than people without any pets. People who are owned by

a cat understand that the cat is not-so-secretly in charge and are generally very happy with that situation. All jokes aside, people owning both dogs and cats tend to fall in between the two camps, enjoying the benefit of both pets.



What creates the difference? The General Social Survey notes that dog owners tend to be older, married and own their own homes, which can contribute to overall happiness and satisfaction with life in general.

Music and Convergent Thinking

According to an article on the Pacific Standard website, reporting on research conducted by psychologists at the University of Central Lancashire in England, listening to music may help you relax, but apparently it can impair your creativity.

In several studies, participants were given three words, such as "dress", "dial," and "flower," and asked to come up with a fourth word that paired naturally with each. For example, "sun" compliments each of those words. Thirty university students did the exercise while listening to a pop song that had been translated into Spanish while the other performed in silence. The group working without music solved significantly more problems. In a similar experiment, subjects listened to instrumental music, or nothing at all. Again, those working without music performed better.

The study appears to contradict the results of an earlier experiment, in which fast-paced, uplifting classical music like Vivaldi's "The Four Seasons" appeared to enhance divergent thinking—the ability to come up with new concepts or hybrid ideas. That study, however, found no musical effect on convergent thinking, or the ability to narrow down ideas until finding one that works—an important part of the creative process.

Consider putting your headphones away to stimulate creative thinking when looking for innovative ideas.

A Tingling Idea

A mild dose of electricity might improve memory in older people, according to an article on the U.S. News & World Report website. Working memory declines as we age because brain regions fall out of sync with each other.

Researchers at Boston University devised a special EEG cap that delivers electrical stimulation to the neocortex and frontal lobes to synchronize brain waves, which play a big role in working memory. They tested the caps, which produce a slight tingling sensation, in 42 participants age 54–76 who were asked to perform working memory activities on separate days, sometimes with the cap and sometimes without it.

With the caps delivering electrical stimulation, participants' working memory improved to the level of a control group of adults 20–29. The scientists tracked participants for about 50 minutes after the electrical delivery, but believe the results last longer. Electrical stimulation is already used on patients with Parkinson's disease, but doctors caution that more research is necessary before anyone can walk into an office and get a dose to the brain to improve his or her working memory.

Dream On

Some people think daydreaming is a waste of time, but it can be a powerful tool for sharpening your creativity. Entrepreneur magazine website spells out why:

- **Motivation.** Daydreaming about something you'd like to do can increase your motivation to go out and pursue your goals, and also helps structure your thoughts.
- **Visualization.** Use your daydreams to go into detail about your goals so you can identify possibilities and options. You can mentally narrow down ideas.
- **Problem solving.** You can't always attack a problem with logic and brute force. Spend some time letting your mind roam. Daydreaming relaxes you and reduces stress, so it might help you spot a solution you'd otherwise miss.
- **Productivity.** This may seem counterintuitive, but daydreams can help you focus. By daydreaming about a problem or opportunity, you give your brain a chance to concentrate on your goal without clutter or pressure from the world around you.



Smart Advice for You and the People You Care About

When You Have a Thought about Living in a New Home



The 5 Biggest
Mistakes
Home Sellers
Make



Making the
Move Easy on
Kids



How to Stop
Wasting
Money on Rent



How Home
Sellers Price
Their Homes



How to Sell
Your Home for
the Most
Money



The 5 Biggest
Mistakes
Home Buyers
Make

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