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April 2020

Spring is in the Air

Dear Friend,

Did you know—? Back in 2019, Pantone announced that the 2020 Color of the Year was going to be classic blue, and reasoned "It's a color that anticipates what's going to happen next."

I love the idea of filling a home with the omnipresent suggestion that something good is going to happen next in life. And, what an especially great idea to keep in mind as Spring lands upon us in full force!

As you begin to open windows and welcome in that cool, Spring air outside, I hope you have a minute to sit with this month's newsletter and learn the delicate art of properly reheating cold coffee.

By the way, if the thought of that anticipatory blue paint has you thinking it might be time to buying or selling, please let me know. I'd love to talk through the ideas of what your next home would look like, what you anticipate having and how to make it happen, from the layout to the yard outside.

Jim Urban

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Why Does Reheated Coffee Taste Bad?

The answer has nothing to do with the microwave and everything to do with the volatility of aromas and chemicals in coffee.

Coffee is all about science. The drink has over 1,000 aroma compounds, plus a complex profile of proteins and acids.

Several studies point out that the intensity of the 'roasty-sulfur O=OPy' odor of coffee plays a key role in how it tastes. The scent decreases rapidly after initial brewing as it loses those aromatics to evaporation, resulting in a loss of taste.

Also, some of the different compounds in coffee fall out of solution as it cools. Proteins tend to sink to the bottom, while oils float to the top, leaving a skim of oil on top of old coffee. The acidity also increases, and the taste becomes more sour.

Essentially, the flavor profile breaks apart and can't be put back together again— just like Humpty Dumpty.

Fun Day Monday March 2020

What color is the horseshoe marshmallow in a traditional box of Lucky Charms Cereal?

A. Purple

Congratulations to Gary & Carole Messick who won a \$25 donation to their favorite charity!

"April Showers Bring May Flowers"

We've all heard the old "April Showers" rhyme, but you might not know where the rhyme originated. It can be officially traced back to the mid-1500s, although earlier use of the phrase probably existed.

The first time it turned up in print was in 1557, written by a farmer named Thomas Tusser. His poem, compiled in rhyming couplets, was called *A Hundred Good Points of Husbandry* and contained instructions and observations about farming and country customs in the Tudor period of England.

In the April section on husbandry, Farmer Tusser wrote:

Swéete April showers, Doo bring Maie flowers.

Tusser could have been referring to something agrarian societies have probably known for millennia... at least those living in particular temperate zones. Basically, the influx of rain in April coincides with the warming of the weather in May, which brings forth flowers. But since he was also a keen observer of life and a poet, he could as easily been using the phrase metaphorically as a reminder to look for opportunity in adversity.

Hone Your Life Vision

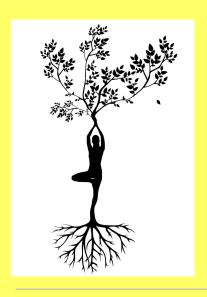
- Your vision shouldn't be about "shoulds." A
 compelling vision is based on what you want to
 achieve, not what you (or others) think you
 should have or should do.
- A vision includes identifying your highest values. One exercise is to list all of your most important values (such as honor, trust, fun, play, love, etc.), then imagine you have to throw away one of your values. Which one would you cross off? Then you have to throw away another value from your list. You keep doing this until you're left with the values you refuse to throw away.

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- Focus your vision on a higher sense of what you'd like out of life based on your values, without worrying about specific details.
- Keep your vision distinct from your goals. A goal has a time-bound and measurable outcome. A vision is the broad sense of direction you want your goals to take you.
- Keep your vision fresh. If you're feeling bored, reevaluate your life vision. Are you still on the right path? Are you living your vision and finding that it's not what you thought it would be? Or have you discovered that there's more to life and you need a bigger vision?

Mistaken Identity

Even Queen Elizabeth II sometimes goes unrecognized. A story from the *Hello Magazine* website tells of a time when the queen's car drove up to the Royal Windsor Horse Show in 1991. A guard walked up and told her, "Sorry, love, you can't come in without a sticker."

Unfazed, her majesty answered, "I think if you check, I will be allowed to come in."

He did, and she was.

How Dogs Speak With Their Tails

Scientists have discovered that dogs communicate far more information about their emotions to each other with their tails than was previously believed. A recent study has shown that dogs tend to move their tails more to the right or the left depending on how happy or sad they feel.

This emotional signal can also be recognized by other dogs, affecting how the animals respond to each other. Research conducted by neuroscientists at the University of Trento, Italy, showed that dogs' tails tend to move slightly more to the right if they are happy. If they are experiencing negative emotions, such as feeling threatened, then their tail will move slightly more to the left.



While the subtle bias in movement can be difficult for humans to detect, when video footage of the behavior is

slowed down, it becomes more obvious. Dogs, however, seem to be able to pick up on these signals just fine. The researchers found that dogs' heart rates increased and they showed signs of anxiety

when they saw an unfamiliar dog with its tail wagging slightly to the left. If the dog met a new dog whose tail wagged slightly to the right, then the animals remained calm and showed a relaxed heart rate. Scientists attribute this to a similar function in human brains — the left/right bias of our brains to produce different emotions.

Free Reports!

- Making the Move Easy On the Kids

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See Page 7

Get Up and Work Out

The alarm rings. Do you leap out of bed to head for the gym? Or hit snooze? Motivating yourself to get up and start exercising can be tough. Try these tips to get moving:

- Eat light the night before. A heavy snack right before you hit the mattress will make you feel lethargic in the morning.
- Get a full night's sleep. You'll wake up feeling refreshed and energetic.
- Lay out your clothes the night before. If all your gear is waiting for you, you have fewer excuses between you and your exercise.
- Get a buddy. Getting over resistance might be as easy as having someone call you.

Marriages That Make Sense

An elderly woman became a local celebrity in her small town by getting married at the age of 92. The newspaper sent a reporter to interview her. His first question was how she enjoyed being a newlywed in her 90's.

"Oh, this isn't my first husband," the woman replied. "I'm used to this by now."

"Really? How many times have you been married?"

"This is my fourth husband. When I was 22, I married a banker. He died, and then when I was 43, I married a circus performer. He ran away with a dancer. Then when I was 62, I married a minister, and he lived a long time."

"What does your new husband do?"

"He's a funeral director," she said proudly.

The reporter laughed. "That's quite a variety of husbands."

"Oh, it always made perfect sense to me," the woman said. "I married one for the money, two for the show, three to get ready, and four to go."



Star Reveals Ancient Astronomy

Astronomers haven't always used computers and satellites to study the heavens. A sheet of papyrus, purchased by the Egyptian Museum of Cairo in 1943, identified lucky and unlucky days, and claimed to predict events, and commented on the Egyptian gods.

The papyrus was dated to approximately 3,200 years old and reveals that ancient Egyptians watched the stars with their naked eyes almost as closely as today's experts. Apparently, ancient astronomers kept close track of Algol, a "variable star," or one whose brightness changes on a regular basis. Those ancient astronomers noted the phases of Algol every 2.85 days.

According to *Sci-News* website, scientific dating of the papyrus also reveals that variable stars such as Algol were discovered by human observers significantly earlier than previously believed. Mira, the first variable star reported in modern times, was discovered by Fabricius in 1596, long after the time of the ancient Egyptians.

Avoid Retirement Savings Mistakes

Make one or two mistakes in handling your retirement money, and you could be paying a stiff penalty later in your life. The stock market goes up and down, but you'll survive if you stay clear of these common mistakes:

- Obsessing about market losses. Focus instead on long-term needs.
 Catastrophic events and long-term health care needs cause as much damage when you're caught unaware as does a shaky stock market. Will your nest egg be able to handle long-term care?
- Forgetting about inflation and taxes. Your retirement savings is a lot smaller than you think it is when you start factoring in the rate of inflation and the taxes you'll have to pay when you start drawing out of it.
- Indulging instead of saving during your last years before retirement. When
 you've got only a handful of years left before you retire, don't go out and buy
 that new sports car. Some people are able to build up almost a third of their
 savings in the last five years before retirement because they got serious about
 saving and investing. Be that person.
- Thinking you can withdraw more than you really can. If you rely on average
 annual returns on your investments to determine just how much you can
 withdraw, you could be drawing down your retirement fund faster than you
 should. Average returns are seldom steady. A safe rule of thumb: Count on a
 3% rate of withdrawal.
- Not expecting to live a long life. Despite the rise in life expectancy, people still
 seriously underestimate how long they'll live. If you're not thinking about
 longevity, you could tap out your savings much faster than you should.

I'm always asked, "What's the secret to success?"
But there are no secrets. Be humble. Be hungry.
And always be the hardest worker in the room.

-Dwayne Johnson

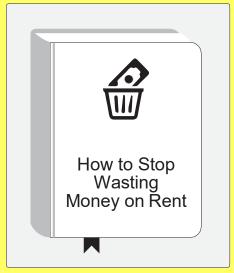


Smart Advice for You and the People You Care About

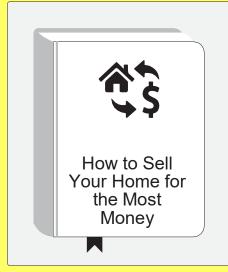
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