

# ***JimsJournal.net - Your Home News***

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January 2021

## **Positive Changes**

Dear Friend,

This month's newsletter is lighthearted and easygoing, just as I hope your first days of January have been so far. Certainly, there are a couple of references to resolutions and some excellent tips for forging ahead with a tough job interview, because January is ripe for personal improvement. However, the majority of the articles this month are meant to be inspirational.

Gosh, I have high hopes that 2021 will be a great year, full of positive changes at work and at home! I know with so much time spent at home last year, I began to look at every room in my house differently and seriously considered how I was living in my space.

If you did the same thing and decided that you need to buy or sell, as your first priority this year, please reach out so we can share ideas and turn resolve into reality. I'm looking forward to hearing what you plan to do as we embark on this new, adventurous year.

Jim Urban

### **INSIDE THIS ISSUE**

- We Get Back What We Put Out
- Sleepyhead Skills
- Landed It!
- Music For Life
- Play Ball!
- January Is...
- Set and Tally

### **We Get Back What We Put Out**

It was a very cold day in January, the kind of cold that seeps into your bones until your toes are numb. However, the cold outside did not stop customers from passing through the corner store to pick up the usual random items that require quick stops on the way home: milk, a bundle of firewood, or a snack to hold them over until dinnertime.

Lora, the clerk, realized she was short on change in the till with several hours left until closing time, so she hurriedly walked across the street to trade some bills for change at the bank before it closed for the evening. As she dashed back across to her little store, Lora felt something at her ankles and looked down to see a scraggly little cat. She felt guilty, but had to shoo the cat away.

Later, counting out the till, she realized she was short a \$20 bill. Lora realized she likely dropped the cash outside and with a deep sigh, added her own last \$20 bill to the till so her employer wouldn't dock her pay for the mistake.

Reluctantly, she put back the groceries she had planned on purchasing and closed the shop. Suddenly, she heard a meow—it was the scruffy little street cat from earlier. This time, he was curled up against the wall, barely out of the wind.

Lora decided it wouldn't hurt to bring him home for one warm night, and scooped him up before she could change her mind. As she did so, the \$20 bill fluttered down the street toward her. In that instant, Lora understood an age-old lesson: we get back what we put out.

She decided to use the \$20 to purchase dinner for herself... and her new pet cat.

### **Fun Day Monday Dec 2020**

**Who received the first public iPhone call?**

- A. Bill Gates
- B. Steve Wozniak
- C. Starbucks**
- D. International Space Station

Congratulations to Rob Phillips who won a \$25 donation to a charity of his choice

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## **Sleepyhead Skills**

You might be surprised to notice some of your most creative thoughts come to you when you're comfortably relaxing in bed. A *Microsoft* survey of 2,000 people revealed many of their best ideas tend to pop up as they're dozing off, in the middle of the night or when they first wake up in the morning.

Take a minute to concisely put thought into challenging situations as you're drifting off to sleep, and write down any ideas and solutions that come to you—farfetched as they might seem. Try to roll through problems first thing as you wake up, without dwelling or fretting over them. You might discover some unique ideas and creative solutions to situations that nag at you during normal waking hours.

# Landed It!

A job interview is your first (and sometimes only) chance to make a positive impression on a potential employer. If you blow it, you'll probably feel you've lost your chance at a job you spent hours preparing for and visualizing. Additionally, a perceived need to "make up" for last year's pandemic-related setbacks has added to personal pressure for a strong start to 2021.

However, landing the ideal job can sometimes be harder than the job itself. Here are tips for avoiding, or spontaneously correcting, interview mistakes:

## Need to find a business who gives Exceptional Service?

Jim can help with his 5 Star Referral Center. To see the businesses Jim refers to his family, friends & clients

### Just Go To:

**Denver5StarReferralCenter.com**

Enter the Type of business you need in the search engine.

- **You can't get to the interview on time.** Typically, you're prompt, but an unavoidable delay pops up like a problem with public transportation or a car that simply won't start. Chances are, the hiring manager has also had unexpected situations pop up in life— give them a call and explain the situation. Provide a solution, such as rescheduling for later in the day or going virtual for the interview. When you do connect, apologize and explain what happened, and show appreciation for their willingness to meet with you... then move on and shine during the interview itself.
- **You're so nervous that you aren't doing your best.** Thorough preparation and a practice interview can help ease your nerves, but sometimes you're overwhelmed. If that happens, simply pause, admit you're nervous because the position is valuable to you, and buy yourself a moment to regroup. Take a sip of water or coffee, center yourself, and gather your thoughts so you can respond to the question. Many interviewers will appreciate your honesty and authenticity.
- **You don't ask questions.** Some interviewers ask whether you have any questions as a test—they want to see if you're really interested in the organization, or just looking for any job. As you go through the interview, make mental note of a few key topics, and later on phrase a question that addresses something you've already covered, but ask for more detail so you can continue the conversation.
- **You didn't do your research or you focused on a different subject area.** Employers are impressed by candidates who walk through the door with a lot of knowledge about their organization. Do your homework ahead of time, but if you're hit with a question you can't answer, don't panic. Do your best to make it a conversation to show you are willing to pick up the information as you go, then focus on answering the next question knowledgeably and confidently. In your follow-up thank you letter or email, provide more detail on anything you missed, showing off your ability to pursue answers.



## Music For Life

By now, many of us have heard of at least one study confirming that children who play a musical instrument tend to have a higher Intelligence Quotient (IQ) and ultimately score better on standardized tests. Additionally, research suggests that learning a musical instrument engages the same areas of the brain used for doing math and science.

If you want to introduce an instrument, be prepared for a lifelong commitment. First, start with a few conversations to figure out if your child has a genuine interest in picking up an instrument. If so, you can support them by providing the foundation for a lifetime love of music:

- Pay attention to what type of music they most enjoy. Do you have a country kiddo who likes the sound of a fiddle and guitar, or are they more interested in the bass line of the latest pop beat? Set them up so there are future opportunities to play the music they love.
- Help them choose their first instrument. Find out if your local music store lends or rents instruments, and let them try out a few different instruments so you can gauge their level of engagement and ability.
- If your child decides after just a few lessons they want to try a different instrument, let them. They might find the one they most enjoy or gravitate back to their original after realizing all music takes work.
- Find age-appropriate activities for them to enjoy music that have nothing to do with their own instrument. For example, give a piano player a mental break by letting them have an impromptu afternoon where they simply rattle on a tambourine or sing at top volume to a few favorite songs. They'll return to their instrument at the next practice session feeling refreshed.
- Stay involved. Your commitment is just as important as your child's. Help them stay motivated to practice daily by having them play something for you, which gives them a chance to show off what they are learning. You'll be their biggest fan and mentor. Spend time listening to music together, and expose them to artists they might not know about.
- Most of all, remember to keep things upbeat and fun!

### 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!**

**See Page 7**

# Play Ball!

On January 29, 1936, the U.S. Baseball Hall of Fame elected the very first members: Ty Cobb, Babe Ruth, Honus Wagner, Christy Mathewson and Walter Johnson. It was actually the Baseball Writers' Association of America who were tasked with choosing the five greatest superstars of the game as the inaugural 1939 inductees.



According to a *History.com* article, the Hall of Fame actually had its beginnings in 1935, when plans were made to build a museum devoted to baseball and its 100-year history. A private organization based in Cooperstown, called the Clark Foundation, thought establishing the Baseball Hall of Fame in their city would help build back the area through tourism, as the nation emerged from the Great Depression.

Today, the Hall of Fame, located in Cooperstown, New York, continues to be the hub of all things baseball and receives approximately 350,000 visitors per year.

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## January Is...

**National Mentoring Month.** You can make a fundamental difference in the life of a young person. Establish a path based on what you have learned first-hand in your own life, regardless of where you are in your career. Or you can answer the call for mentors nationwide through a system like the one at the *mentoring.org* website. There, you will find suggestions you can scale up from occasional work involving youth in your home area, all the way to starting your own local program.

Your commitment and guidance can be the driving force to your mentee's future success and their willingness to reach back and help someone else. You might even find that helping a young person find their way has the echoing effect of helping you strive for more, as you begin a new year with new goals.

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***"Laughing together is as close as you can get to a hug without touching."***

—Gina Barreca

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# Set and Tally

Should you buy a new car? Reconsider your living space? What does the year ahead hold for you? This timeless list process will help you find clarity and get started on your next steps in an organized fashion.

**1. Make two lists.** On one list, write down all the benefits of making this choice. On the other, compile the many reasons you'd rather not. Write down the worst thing that could happen and your other fears and concerns. It doesn't matter if both lists are the same length, but try to write out at least 10 reasons on each list.

**2. Consider your feelings.** Look over both lists. Take note of your initial reaction to each one. Are you drawn to one more than the other? Does either list inspire positive or negative feelings? These feelings may be an indication of the outcome you're leaning toward.

**3. Delete any false statements.** Statements influenced by fear that might exaggerate a more negative outcome should be the first to go. Don't let fear rule your process.

**4. Make connections with your core values.** Think about the things that matter most to you— family, integrity, lifestyle or something else. Place a check mark next to the items on your lists that correspond to these values.

**5. Highlight areas of concern.** Sometimes what prevents you from making decisions are certain risks associated with that choice, especially if things don't work out. Highlight any of the statements on your lists associated with these risks.

**6. Tally your results.** Count only those items you checked off, and compare their number to any items that were highlighted. Hopefully, the number of results on one list are longer than the other, suggesting a clear indication of the choice you should make. In the event of a tie, give more weight to the list that feels most authentic to your values.

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*"I hope that in this year to come, you make mistakes. Because if you are making mistakes, then you are trying new things, learning, living, pushing yourself, changing yourself, and changing your world."*

~Neil Gaiman



# 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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Simply text or call me at (303) 588-7000 and I'll get them to you right away.

I'm here to guide, lead and protect you and the  
people you care about.

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