

FROM THE EDITOR

A BIT OF CONNECTION FROM OUR HOME TO YOURS.

What If It Isn't So?

"You're going to break your New Year's resolution", seems to be the widely accepted and touted outcome being talked about by radio hosts, t.v. hosts and general opinion. And the next conclusion is, "so why even set resolutions?" But what if it isn't so? What if we can have a fabulously successful accomplishment of resolutions for 2018? With so much talk about inevitable failure, I, Tammy, wonder if it all doesn't add up to creating a sort of self-fulfilling prophecy? What if we chose a different perspective? I saw just that very thing in a most unlikely place.

It was a small little sign that made a bold statement for success. I saw it in a grocery store! It was cute and clever and although clearly aimed at the top ranking resolution for new years – diet – it can apply to any. It read: "Feed your resolutions." I caught the sign on my way out, and actually retraced my steps and stood in front of it, admiring it, and being inspired. It was a refreshing contrast, and so far the only positive statement I had seen or heard thus far into the New Year. The wheels began to turn in my head, "how could I 'feed my resolutions?'"

John and I set out each year and make a plan for our real estate business. In essence we proactively "feed our resolutions" for a new year's way of business. So, why not be that intentional in feeding new year's goals? An article I saved from years ago bolstered my resolve to think positively about new year's goals. There in bold print was a simple truth: *what we measure we improve*. I realized that in reality, my life is shaped by how I choose to spend my time and energy each day. Measuring can help me spend that time in better ways, more consistently. And before anyone dismisses this idea as sounding too mathematical and boring, what if you approached measuring from a place of curiosity. Measure to discover, to find out, to understand. Measure to get to know yourself better. Measure to see if you are actually spending time on



the things that are important to you. Then make little adjustments along the way.

I know only one thing for certain in a world of uncertainty: I know that I want to be in a different place than I am, at the end of 2018...I want to grow. I can only make progress toward that if I have something to measure that reflects that aim. So, I am going to make a plan that has measureable parts. Maybe I won't full-on hit my goals, but in the process of shooting for them, I think I will be in a different place than where I began. That's a 'yahoo' thought for me.

As always, John and I hope you find the Newsletter interesting, helpful, and a connection point between us. We are always here for any questions, needs, or dreams when it comes to real estate. 2018 is looking to be a strong year. We're making a plan for it and we'd really appreciate your support by sending us one referral this year.

All The Best,

Tammy and John Fredrickson
Sotheby's International Realty

Ca. BRE Broker License #: 00853111

FOR THE FAMILY

IDEAS FOR BUILDING THE FAMILY STORY INSIDE HOME

THE CIRCUS COMES TO TOWN!

The movie, *The Greatest Showman* starring Hugh Jackman, has brought the circus to town. The movie combines the magic of song and dance with great story telling. Although families can't go to the old fashioned circus, they can make a fun evening out of this movie. Some historical highlights of the circus:

- 1806: the first circus in the United States by H. Bailey after he purchased an African elephant which he named "Old Bet".

- 1841: P.T. Barnum, who had worked as a ticket seller for Bailey's show, ran Barnum's American Museum in New York, building up exhibits by bringing in animals and adding startling performers, naming his road tours, "P.T. Barnum's Grand Traveling American Museum."

- 1881: Bailey's circus was outperforming Barnum's, and the two groups agreed to combine their shows.

- 1884-1907: 5 of 7 Ringling Brothers started a small circus in Wisconsin and in 1907 the Ringlings purchased the Barnum & Bailey Greatest Show on Earth and ran the two circus shows separately until 1919, when they were combined into one record-breaking giant of all exhibitions.

- 1942: Special dispensation was given to the circus by President Roosevelt to use the rails for travel in spite of travel restrictions imposed as a result of World War II.

- 1950's & Circus Trains: there was one gigantic train system comprising three separate train loads. The first train load consisted of 22 cars with the tents and workers to set them up; the second sec-

tion comprised 28 cars with the canvasmen, ushers and sideshow workers; the third section had 19 sleeping cars for the performers.

-1967: Irvin Feld and Judge Roy Mark Hofheinz of Texas, backed by Blum Capital, bought the company outright from the Ringling family for \$8 million at a ceremony at Rome's Colosseum.

-1968: with the craft of clowning seemingly neglected and with many of the clowns in their 50s, the Feld group established the Ringling Bros. and Barnum & Bailey Clown College.

- 2004: Nicole Feld became the first female producer of Ringling Circus.

- 2017: The circus's last performance was its "Out of This World" tour at Nassau Veterans Memorial Coliseum in May.



ALL THINGS HOME

IDEAS FOR ENHANCING EVERYTHING HOME

NEVER EASIER TO CLEAN YOUR CAR

With winter upon us our cars can take on quite a share of mud, dirt and debris. Add in pets, and cleaning the car can become quite the chore. But introduce WeatherTech a company that makes high quality floor mats that actually look sophisticated, and cleaning the car becomes as easy as shaking out the mat and if need be, a quick hose down. The products even look nice! They have an extensive ready-to-deliver supply of custom floor mats specific to cars' year/make/model. But, don't stop at floor mats. They have everything imaginable for cars: interior protection, exterior protection, pet accessories, and auto detailing/cleaning supplies. Check out their website: WEATHERTECH.COM



WHAT A DIFFERENCE IT MAKES!

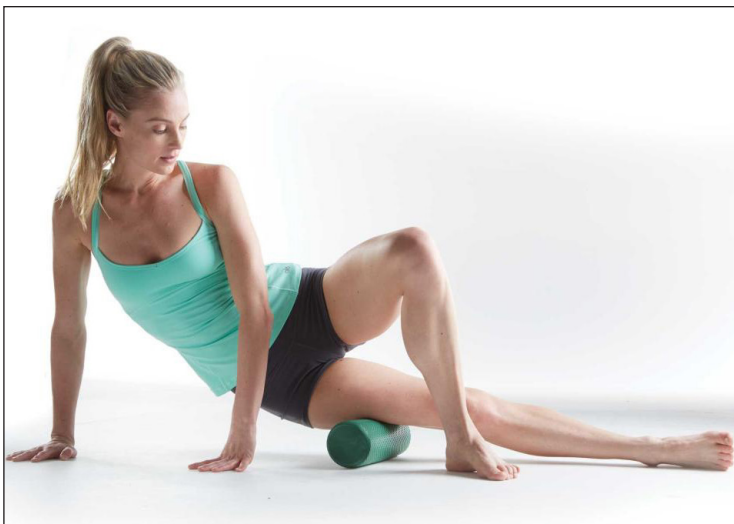
The "it" for making such a difference is foam rolling! Foam rolling benefits your fascia which is a fibrous layer of connective tissue that surrounds all of the muscles in our body. Without proper mobility, fibers of the fascia become cross linked and they bind to muscles and nerves, inhibiting normal motion and causing pain. Foam rolling is a form of self-myofascial release, or self-massage, that gets rid of adhesions in

your muscles and connective tissue. Regularly using a foam roller offers many of the same benefits as a sports massage, including reduced inflammation, scar tissue and joint stress, as well as improved circulation and improved flexibility.

Add a short 10 minute routine of foam rolling to your day and you will be amazed how differently you will feel and move through your day. For foam rolling exercises: OXYGENMAG.COM

NEW YEAR AND NEW EATS

Sprucing up our food menus can bring a small little spark of joy to an activity we do everyday, multiple times a day! We can all get stuck in a rut of rotating through the same meal plan over and over, so here's an idea for adding in some 'new eats' to the favorite staples that makes finding, storing, and accessing them manageable. Set up a file folder located somewhere in the kitchen and print out new recipes you'd like to try. In our heyday of technology it might seem like bookmarking recipes would be the way to go, but with actual 'hard-copy' it's easy to get an overview of ingredients you'll need, and to lay it out on the counter, free to be spilled upon without worry of the unfortunate mix of liquids and electronics!



For Inspiration

A STORY FOR INSPIRING THE HOPES AND DREAMS INSIDE OUR HOMES

Socks for the Winter

A few years ago, Adina Lichtman was handing out sandwiches on the streets of New York City to help people experiencing homelessness. One man, grateful for the sandwich, approached her and offered some surprising insight.

“It’s great that you’re giving out sandwiches,” he said, “but one thing we really need is socks, especially as winter approaches.”

“Here I was, sandwiches in hand, assuming I knew the best way to help people, when in reality, helping is about listening, and hearing the needs of different communities,” Lichtman said. “It was a powerful lesson, and I wanted to put it into action.”

She began that night, with a simple step: going door-to-door on the floor of her dormitory at New York University, asking fellow classmates if they could each just donate just one pair of their own socks to someone experiencing homelessness.

She got 40 pairs of socks in a single night, from a single floor. The next morning she opened her door to find a huge pile of socks that other people had donated. “College students love to do good, but sometimes they need a literal knock on their door to do so. And most everyone has an extra pair of socks they can donate,” Lichtman said.

That morning officially kicked off Knock Knock, Give a Sock (KKGS), a new nonprofit organization that has now provided over 350,000 pairs of socks to the homeless in cities and states across America. It is also now Lichtman’s full-time job.

“While many people donate clothing, nine out of every 10 clothing donors have never donated socks. On top of that, people who are trying to donate socks often find it difficult to donate used socks,” she says. “KKGS is one of the only organizations that collects gently



used socks. We have volunteers knocking on doors of their classmates in school, of their colleagues at work, and even of their neighbors.”

To date, over 50 colleges and high schools across the U.S. have gotten involved over the years.

But, whether you’re 26 or 62, you don’t need to wait to organize your own sock drive, collect socks, or even wash and clean some of your own to donate to your local shelter, or someone in need who you meet on the street.

Story From: <https://www.rd.com/true-stories/inspiring/knock-knock-give-a-sock-homeless/>

NEWS IN REAL ESTATE



UPDATE FROM JOHN...

The biggest talk in real estate concerns the impact of the tax changes on the buying and selling of homes. Many details are still unsettled.

2018 General Prognosis- values to still increase but at a slower pace (3%-5%) compared to the 12%-15% we saw in 2017.

Important Considerations For 2018 – there is a large shift in the attitudes of buyers that needs to be part of a home's market strategy. (see column on right for more details)

As always, I consider it my privilege to assist you with buying or selling a home or just counsel.

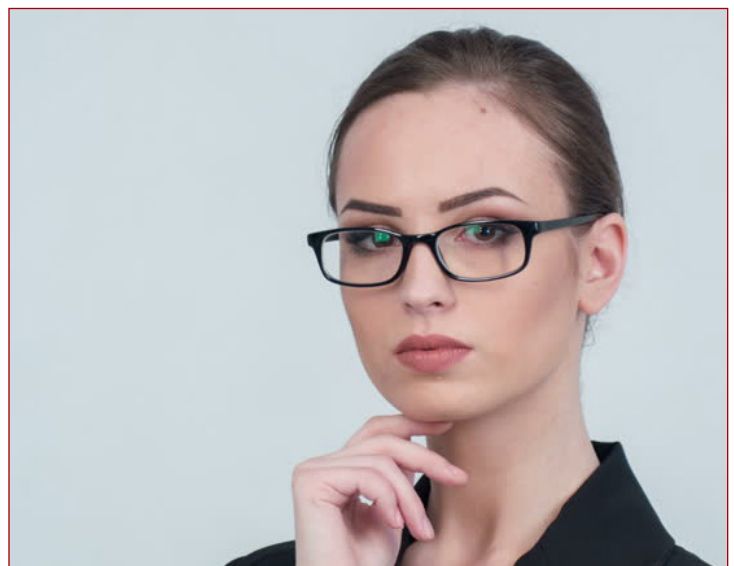
If you know of anyone thinking about buying or selling, we would be honored by your referral.

-John

TODAY'S BUYERS' ATTITUDE

Today's buyers are moved by the 'experience' of the homes they view. They want to feel and touch homes and their considerations of homes to purchase are logged by 'experience'. That translates into making a home's presentation a key element in its marketing position. Buyers are not seeking 'potential'; they want new, or feeling like new, all fixed. They do not desire to do 'work'; they don't have the time and they desire to do other things with their evenings and weekends. That means that homes that are all put together are gaining higher sale's prices. This in turn means that staging homes is an important element in gaining the highest sale's price. Tammy and I help our client's in one of two ways in order to capture the largest buyer market. Tammy works with our sellers to stage their home or she refers our professional home stagers. The professional home stager will mean dollars upfront, but the dollars recouped in sale's price exceeds the initial outlay. Tammy's experience and work covers the mild staging that also makes a marked difference in sale's price.

Let us put our 35 years of experience to work for you in representing your home for sale.



CURIOUS INFORMATION

BRINGING HOME SLIVERS OF REMARKABLE STORIES

Botox and It's Legal Monopoly

Botox is derived from a toxin purified from clostridium botulinum, which is so potent that a tiny amount can suffocate a person by paralyzing the muscles used for breathing. It's considered one of the world's most deadly potential agents of bioterrorism and is on the



U.S. Centers for Disease Control and Prevention's select agent list of heavily regulated substances.

A baby-aspirin size amount of powdered toxin is enough to make the global supply of Botox for a year. That little bit is derived from a larger primary source, which is locked down somewhere in the continental U.S.—no one who isn't on a carefully guarded list of government and company officials knows exactly where.

A study published in 2001 in the Journal of the American Medical Association said that a single gram in crystallized form, "evenly dispersed and inhaled, would kill more than 1 million people." That puts Allergan in a remarkable position. The government's vigilance enhances the company's own secrecy, and together they give Botox a near-monopoly that is almost unassailable. Allergan says Botox has more than 90 percent of the market for medical uses of neurotoxins and 75 percent of the market for cosmetic uses.

INFO BYTES

The Worlds Smallest Horse

This is Einstein the worlds smallest stallion. He wieghed less than a cat when he was born What makes him special is that he shows no signs of dwarfism and is just a very small horse.

**Effective Coffee**

Statistically 83% of American adults drink cofffe. Unbeknownst to most of us is that coffee is most effective if consumed between 9:30 am and 11:30 am.

**Trap Shooting and WWI**

In WWI trench guns were given to US soldiers skilled in trap shooting so they could shoot incoming grenades out of the air.



FROM ANTIQUITY FOR TODAY

BRINGING HOME SLIVERS OF REMARKABLE STORIES

About King Leonidas

Leonidas (c. 530-480 B.C.) was a king of the city-state of Sparta from about 490 B.C. until his death at the Battle of Thermopylae against the Persian army in 480 B.C. Although Leonidas lost the battle, his death at Thermopylae was seen as a heroic sacrifice because he sent most of his army away when he realized that the Persians had outmaneuvered him. Three hundred of his fellow Spartans stayed with him to fight and die.

Leonidas was the son of the Spartan king Anaxandrides (died c. 520 B.C.). He became king when his older half-brother Cleomenes I (also a son of Anaxandrides) died under violent, and slightly mysterious, circumstances in 490 B.C. without having produced a male heir.

As king, Leonidas was a military leader as well as a political one. Like all male Spartan citizens, Leonidas had been trained mentally and physically since childhood in preparation to become a hoplite warrior. Hoplites were armed with a round shield, spear and iron short sword.

Under Xerxes I, the Persian army moved south through Greece on the eastern coast, accompanied by the Persian navy moving parallel to the shore. To reach its destination at Attica, the region controlled by the city-state of Athens, the Persians needed to go through the coastal pass of Thermopylae (or the "Hot Gates," so known because of nearby sulfur springs). In the late summer of 480 B.C., Leonidas led an army of 6,000 to 7,000 Greeks from many city-states, including 300 Spartans, in an attempt to prevent the Persians from passing through Thermopylae.

Leonidas established his army at Thermopylae, expecting that the narrow pass would funnel the Persian army toward his own force. For two days, the Greeks withstood the determined attacks of their far more numerous enemy. Leonidas' plan worked well at

first, but he did not know that there was a route over the mountains to the west of Thermopylae that would allow the enemy to bypass his fortified position along the coast. A local Greek told Xerxes about this other route and led the Persian army across it, enabling them to surround the Greeks and Leonidas and the 300 Spartans with him were all killed, along with most of their remaining allies.

Leonidas achieved lasting fame for his personal sacrifice. Hero cults were an established custom in ancient Greece from the eighth century B.C. onward. Dead heroes were worshipped, usually near their burial site, as intermediaries to the gods. Forty years after the battle, Sparta retrieved Leonidas' remains (or what were believed to be his remains) and a shrine was built in his honor.



<http://www.history.com/topics/ancient-history/leonidas>

John and Tammy Fredrickson
Sotheby's International Realty
800 E. Colorado Blvd. Suite 150
Pasadena, Ca. 91101

The *NEIGHBORHOOD* Paper

EST: 1995

HELPING YOU BUY AND SELL HOMES

January 2018

IN THE KITCHEN

Flavor Pounded Chicken

Chicken might struggle to gain your respect and/or take on 'real' interest, but this recipe will change all that!

INGREDIENTS:

- 4 boneless skinless chicken breasts
- 12 fresh sage leaves
- 2 sprigs of rosemary, leaves chopped
- Grated zest of 2 lemons
- 2 garlic cloves chopped
- 1 Tbsp fine sea salt
- 8 tps olive oil (try a flavored one like Meyer Lemon)

How To:

Start by butterflying your chicken breasts. Lay them opened between two pieces of plastic wrap and pound flat until about a ¼ " thick. Chop the sage, rosemary, garlic, and lemon zest together until blended and fairly

fine. In a bowl mix the herb mixture with the olive oil, salt, and a few twists of fresh black pepper. Use the mixture to coat both sides of the chicken breasts and return the breasts to plastic wrap and pound again, infusing the herb mixture into the meat. Heat 1 Tbsp olive oil in a skillet and when it is 'smoking' hot, add the chicken breasts weighted down with a tea kettle or cast iron pan. Cook 45 seconds each side, rest them for a few minutes, and then slice them and serve.

