

The Neighborhood Paper

Inspired Living - All Things Home

September 2021

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Sotheby's
INTERNATIONAL REALTY

FROM THE EDITOR

A BIT OF CONNECTION FROM OUR HOME TO YOURS

One of the most coveted seasons in our HOME is just around the corner. It's not what you think...not anything to do with the holidays (that are fast approaching), not a birthday nor a special day of any kind to most people. It is the time that one tree on our property sags under the weight of its large singular globes of fruit. Throughout the years the kids have spent hours sprawled on our floors with towels beneath them and a movie playing as they painstakingly pry the swollen pomegranate seeds into a bowl. Their patience is unlimited for these tiny treasures and in the end the bowl reflects a small volcanic mountain of red pearls. However, this year will be different, and it is the cause of this difference that made me realize an important process in our own lives. Let me explain.

The harvest will be small this year. The tree is strong, healthy and full of green leaves, but it is missing the fruit because I didn't prune it. It resembles a big bush tree reaching to our roof line, and I realized that life follows this same trajectory – a lot of stuff in our life does not make for a full harvested life. We need to prune, need to be pruned. We need to cut out, and cut back, to make room for the really important; to make it possible for all our energies to go to making the harvest in our life what we want it to be. There is no shortage of things clamoring for our attention and screaming for the A+ rating on our to-do lists. Daily obligations come with laundry, bills and bodies needing food. Then there are the parts worthy of attention like passions, hobbies, and skills we want to nurture. All of these are nestled in with our relationships and beliefs – the things that make us feel whole. What to prune? Why prune?... The 'what' is harder to tease out, but the 'why' is clear as I look at our pomegranate tree: the cutting away is what helps the future take shape, abundantly. I am realizing, again, that less can be more, and more can be too much.

I am not talking about "bad" things in life; we live in a time that offers up an unprecedented amount of opportunities for good, but there can be too many 'good' things. Pruning helps forage a devoted, purposeful life. My tree needs pruning, and although it is full of green good leaves and branches, there will not be much fruit...this year, but that will be changed. Nature has a way of shaking things up for me and I will take nature's rule and shape my life and together, John and I will shape our business to serve those we are privileged to call clients, more excellently. I'll close with a quote I recently read – "Purpose isn't found in one sweeping gesture, but in the daily forging of a devoted life."

As always, we hope you'll enjoy the Newsletter, and we are here to help you with your current HOME, or finding a new HOME.

Additionally, your referrals are important to us because helping your friends and family is still about serving you well!

-Tammy



ALL THINGS FAMILY

IDEAS FOR BUILDING THE FAMILY STORY INSIDE HOME

Do I Frame That?
Can I?

There's no need to worry about a 'right' style or passing a 'wall-worthy' public test!

In a time in Real Estate when buyers are valuing their “connection” with a home on equal par to its foundations (floorplan, room size, square footage, etc.) it is more important than ever to create connection, warmth and serenity in HOME. One of the most overlooked areas of decoration is wall space. Arguably it can also be one of the most intimidating as we worry if we ‘can’ do this or that, and are we violating some publicly accepted ‘wall-worthy’ criteria. It can also be argued that wall space exerts the greatest punctuation on atmosphere. So throw out whatever you have heard are “shoulds” and “shouldn’ts” and use your walls to create your special story of HOME.

Tips For Decorating the Walls of HOME

- Make your wall tell a story
- Choose what moves you
- Mix and match: new with vintage; matted with non-matted; black frames with brass and walnut
- Don't limit yourself to pictures: frame grandpa's WWII hat; a special map, a collection of postcards; a special note from Uncle Joe; a quote; Instagram photos that move you...etc.



Injecting Life Into Life

Understanding and making time for what fuels you is to inject life with life!

Consider the question, “what brings you restoration, rejuvenation, inspiration in life?” In short, what fills you up when you’re coming on towards empty? Here are some ‘filler-upper’ ideas we have gathered from family, friends, and clients:

- An afternoon spent in a bookstore, perusing
- Making time to read a good book
- Indulging in a favorite magazine
- Cooking/experimenting with a new dish
- Creating....something
- Picking a subject to learn about, little by little
- Making garden hanging baskets

For Inspiration

STORIES FOR INSPIRING LIFE INSIDE OUR HOMES

Unsolicited Help

A Sudanese woman, Alik, who was pregnant and had two young children in tow, arrived in Fort Worth, Texas, without her husband, Dyan, in 2012. Upon leaving their refugee camp in Egypt, Dyan wasn't able to make the journey with his family because the couple had no official proof of their marriage with them. Alik was processed as a single mother, which bumped her to the top of the resettlement list, and her husband, a single man, was moved down to the bottom.

Over the next four years, two women with The Village Church in Fort Worth helped Alik and her children get their lives started in the U.S. The women also called congressional representatives, spoke with attorneys and met with social workers in an attempt to help Dyan come to the U.S. After four years, Dyan was finally reunited with his wife and three children, including the baby Alik was pregnant with when she left. Video footage shows Dyan dropping to his knees in a tearful prayer of thanksgiving after being reunited with his family.

Lending a Helping Hand

Impressed by his work ethic, Derrick Taylor's UPS co-workers pooled their resources to buy the Alabama teen a Jeep Cherokee. Not wanting to burden or rely on others for rides, the teen had been walking his approximately 10-mile roundtrip commute to work—much in darkness—for more than a year. Taylor, 19, had been working since the age of 14 to support his sick mother.

He was moved to tears by his colleagues' gesture.

Walking Again

In the summer of 2010, Chris Leeuw took a break from kayaking to climb a truss bridge and dive into a deep southern Indiana river. Ten seconds later, he couldn't feel anything from the neck down. Another guy had jumped with Leeuw and drifted over mid-fall,

landing on Leeuw's neck and leaving the 28-year-old a quadriplegic by the time he surfaced. In the ensuing weeks and months, the wheelchair-bound Leeuw traversed a dizzying network of hospitals, outpatient centers and nursing homes, but found the maze of his care complicated, expensive and not focused enough on his goal: walking again.

Low on traditional options, Leeuw discovered Neuro-worx, a low-cost therapy center in Utah, founded by a former quadriplegic, that allowed him to recuperate

at his own pace for a tiny fraction of what traditional care would have cost. Eighteen months after his accident, Leeuw walked again. And in 2015, fueled by the revelatory experience, he opened NeuroHope, a low-cost clinic near downtown Indianapolis that provides affordable therapy, equipment and facilities to patients with spinal cord and other neurological injuries. In the past two years, the facility has expanded twice, received a state grant to expand its services and spearheaded legislation that funds affordable long-term therapy programs. "We've helped 36 patients on their road to recovery," Leeuw says—a road that still stretches on.



NEWS IN REAL ESTATE

WHAT WE KNOW TO BE TRUE

The most common questions we answer in today's market are, "Does staging my home for sale really matter?", and, "Why does staging matter so much?". Let's put one thing straight right away, staging can make a \$100,000 difference if done well. Shocking yes? But true. So let's move on to the next question, "Why?" Here's the snapshot answer:

- Great staging captures a larger buying 'audience' than a home owner's specific, personal style. There is an art to creating this larger emotional draw.

- Day to day living is focused on comfort, enjoyment, and relaxation; a place where you can kick off your shoes and sprawl across the couch.

Of course we can make a HOME tidy, but this doesn't usually equate to showcasing the best characteristics of HOME. We don't live as if we are hosting the photographer for Better Homes & Garden. Staging is all about creating that 'perfect' feel, immaculate look, and dreamy touch. Buyers are virtually touring homes and making immediate decisions about whether or not they will pursue the HOME based on the HOME'S online presence.

- Today's buyers, more so than any other time in the last three decades, are buying from the perspective of immediate emotional connection to the place that will be called HOME. Staging is all about creating this emotional connection to a large audience.

- The real number's effect - we have seen the invest-



ment of \$2,500 into staging make \$50,000 and a \$5,000 investment capture a \$100,000. Scan the QR code on this page to see the effect of a 'Before & After' video of a staged home we just sold that captured a tremendous increase in final sale's value.

Of equal importance is who stages your HOME and the quality of staging. Not all staging jobs are equal. We have, as part of our team, a stager who is incredibly gifted at understanding the architecture, age, and style of a HOME, and matching these elements with the staging production. We are here to help you stage your HOME and create a market position that will capture

the highest sale's price possible. There is an unprecedented emotional component to HOME sales today. Gives us a call, or email us, for a complimentary consultation.

If you are thinking about selling or buying real estate, we would love to put our 36 years of experience to work for you and start a conversation about what you'd like to achieve. Tammy and I love what we do!

To see the "Before & After" video of the effect of staging a HOME, scan this QR code.

- John

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CURIOUS INFORMATION

BRINGING **HOME** SLIVERS OF REMARKABLE INFORMATION

What is the Waffle House Index?

The Waffle House Index, as it's referred to is so accurate that the Federal Emergency Management Agency actually uses it as a means to assess natural disasters. FEMA director Craig Fugate came up with this back in 2011 and he came up with the theory based solely on the fact that Waffle House will do whatever it takes to stay open during times of crisis. Waffle House's team of executives also use extremely accurate high-tech weather monitors and tracking devices to figure out what to do about closing themselves. With so many hurricanes coming through different parts of the south every year, he told the New York Times that whether or not the restaurant remained open,

closed, or modified their menu and hours became an actual (unofficial) measuring stick used by the federal government.



"Waffle House has a very simple operation philosophy: **get open**. They have a corporate philosophy that if there is a hurricane or a storm, they try and get their stores open. It don't matter if they don't have power, it don't matter if you don't have gas. They have procedures that if they can get a generator in there, they'll get

going. They'll make coffee with bottled water."

- Greg Fugate

As such it is actually an extremely accurate indicator of how severe a storm really is.

INFO BYTES

Winnie Ille Pu

Winnie ille Pu is a 1958 translation of Winnie the Pooh into Latin by Alexander Lenard. The book became the first foreign-language and only Latin book to make The New York Times best seller list.



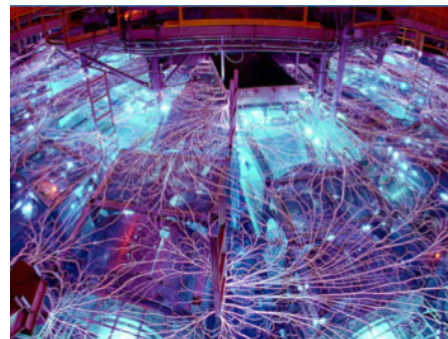
Hexagon Honey Comb

The holes in honeycomb start as circular tubes. The heat formed by the activity of the bees softens the wax which then connects the gaps between the holes forming the most energy efficient shape, the hexagon.



Melting Diamonds

The Z machine at Sandia National Laboratories in Albuquerque New Mexico can melt diamonds using pressure, electromagnetic pulses, and enough current to light 100 million light bulbs.



FROM ANTIQUITY FOR TODAY

A BIT OF HISTORY FROM LIVES LIVED IN HOMES PAST

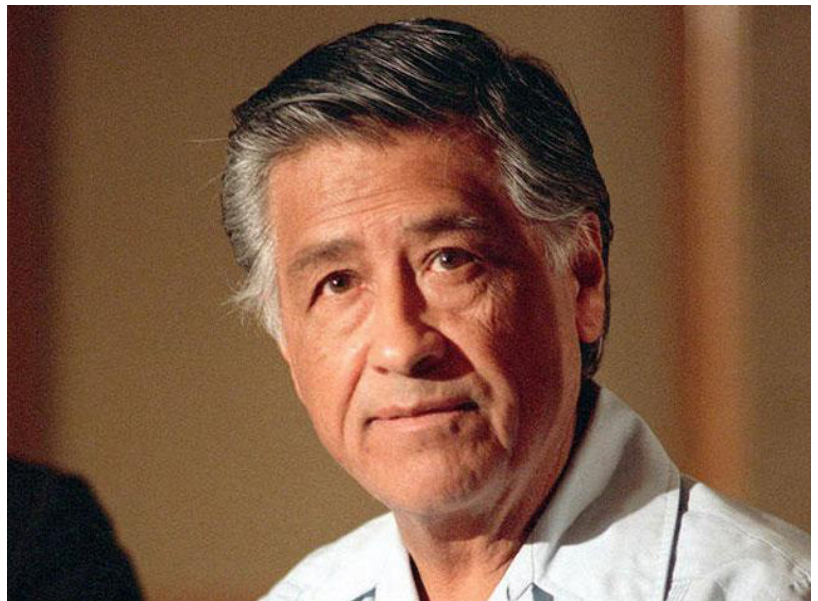
Cesar Chavez and the Rise of the American Farmer

The Mexican-American labor leader and civil rights activist Cesar Chavez dedicated his life's work to what he called la causa (the cause): the struggle of farm workers in the United States to improve their working and living conditions through organizing and negotiating contracts with their employers. Committed to the tactics of nonviolent resistance practiced by Mahatma Gandhi and Martin Luther King Jr., Chavez founded the National Farm Workers Association (later the United Farm Workers of America) and won important victories to raise pay and improve working conditions for farm workers in the late 1960s and 1970s.

Chavez knew firsthand the struggles of the nation's poorest and most powerless workers, who labored to put food on the nation's tables while often going hungry themselves. Not covered by minimum wage laws, many made as little as 40 cents an hour, and did not qualify for unemployment insurance. Previous attempts to unionize farm workers had failed, as California's powerful agricultural industry fought back with all the weight of their money and political power. Chavez was inspired by the nonviolent civil disobedience pioneered by Gandhi in India, and the example of St. Francis of Assisi, the 13th-century Italian nobleman who gave up his material wealth to live with and work on behalf of the poor. Working doggedly to build the NFWA alongside fellow organizer Dolores Huerta, Chavez traveled around the San Joaquin and Imperial Valleys to recruit union members. Meanwhile, Helen Chavez worked in the fields to support the family, as they struggled to stay afloat. In September 1965, the NFWA launched a strike against California's grape growers alongside the Agricultural Workers Organizing Committee (AWOC), a Filipino-American labor group. The strike lasted five years

and expanded into a nationwide boycott of California grapes. The boycott drew widespread support, thanks to the highly visible campaign headed by Chavez, who led a 340-mile march from Delano to Sacramento in 1966 and undertook a well-publicized 25-day hunger strike in 1968. The grape strike and boycott ended in 1970, with the farm workers reaching a collective bargaining agreement with major grape growers that increased the workers' pay and gave them the right to unionize. The NFWA and AWOC had merged in 1966 to form the United Farm Workers Organizing Committee, which in 1971 became the United Farm Workers of America (UFW).

In 1972, he went on a second hunger strike to protest an Arizona law banning farm workers from organizing and protesting. Thanks to the UFW's efforts, California passed the landmark Agricultural Labor Relations Act in 1975, giving all farm workers the right to unionize and negotiate for better wages and working conditions. Chavez died in his sleep on April 23, 1993, at the age of 66. The following year, President Bill Clinton awarded him a posthumous Presidential Medal of Freedom, the nation's highest civilian award.



<https://www.history.com/topics/mexico/cesar-chavez>

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The NEIGHBORHOOD Paper

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HELPING YOU BUY AND SELL HOMES

SEPTEMBER 2021

IN THE KITCHEN

If You Can Believe It A Healthy "Mac" and Cheese

A fresh spin without the negative payload to your health

Ingredients

2 heads of Cauliflower, florets only
1/4 cup melted butter
1/2 tsp salt
1/2 tsp black pepper
1 cup shredded cheddar cheese
1/3 cup heavy cream
1/4 cup milk

Instructions:

- 1) In a bowl toss florets in melted butter, salt and pepper
- 2) Spray a baking sheet with cooking spray, or line one with

parchment paper and spread out the florets.

3) Roast in a preheated 450 degree oven, until fork tender, about 15 minutes

4) Meanwhile in another bowl mix cheddar cheese, cream, and milk, and microwave until the mixture is melted and stirs together (about a minute)



5) When the florets are tender, place them and the melted cheese mixture in a glass baking dish, stirring to be sure all the florets are covered, and bake in 350 degree oven for about 5 minutes.

6) Serve immediately (serves 4)

recipe from Holiday Keto magazine,
November 2020