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Mark Donahue's

In Your Interest!

"Insider Tips For Healthy, Wealthy & Happy Living..."

Here Are 5 Ways to Make People Instantly Like You!

Did you know that most people decide if they like you within the first 12 seconds of your meeting? Making a positive first impression is essential in life, whether it's for an important job interview or a new romance. Here are 5 simple, sure-fire ways to make an excellent "first impression" on other people...

- **Smile warmly.** If you are concerned your smile might look forced or unnatural, try this exercise: Stand 6 inches away from the bathroom mirror and say "GREAT!" in your best comic voice. It's guaranteed to crack an embracing grin. When you meet someone, think "GREAT!" And, your easiest, natural smile will appear.
- **Immediately focus on the person's eye color.** This will ensure you are making strong eye contact with the other person. Little or no eye contact can mean you have something to conceal or aren't interested. Randomly break eye contact so a dominant "stare-down" effect doesn't occur. This will keep the other person comfortable and will signal you are actively ready to listen to them.
- **Keep your stance and body language open.** Keep your arms uncrossed and your hands relaxed and in view. Folded arms and closed fists show rigidity, self-protection and potential challenge. Avoid standing sideways – aim your heart toward the heart of the person with whom you are talking.
- **Mirror the other person's body language and gestures.** Here's an old NLP (Neural Linguistic Programming) trick that really works! Many self-improvement gurus have taught this technique in their expensive seminars. *People have instant rapport with someone talking and acting similar to them.* If someone speaks loudly and gestures with their hands to make a point, match their vocal volume and delivery accompanied by the same hand gestures. You can even "cool down" an angry person by mirroring, then leading them to get "in sync" with your calmer voice and relaxed body language.
- **Begin conversations with open-ended questions.** Use the classic "who, what, where, why and how?" as an opener to stimulate conversation. Starting with "do you?", "have you?", or "are you?" can interrupt conversation flow with "yes-no" answers. In the course of speaking, take deep abdominal breaths to keep your voice in a lower, middle range. Your delivery will become more confident and self-assured.

Stumble Upon An Interesting Home?

No need to guess its features or wonder about the price. No need to expose yourself to some high-pressure salesman or unwanted obligations. Just call me at 970-946-3827, and I'll tell you...with no hassles and no obligation.

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Word of The Month...

Studies have shown that your income and wealth are directly related to the size and depth of your vocabulary. Here's this month's word, so you can impress your friends and colleagues, and maybe even fatten your wallet!

Veracity \ve-ras'-i-tee\ (noun)

Meaning: devotion to the truth; power of conveying or perceiving truth

Sample Sentence: The witness testified to the jury with complete veracity.

National Habit Trivia...

- ✓ Nevada has the highest alcohol consumption level (*4.85 gallons per person per year. New Hampshire is #2, Alaska is #3*)
- ✓ 35.5% of Mississippi residents over the age of 25 have not graduated from high school (*Alaska is the top state with only 13.4% who haven't graduated*)
- ✓ 30.7% of the adult residents in Mississippi are overweight (*Colorado & Wyoming are the thinnest, with 18.4% each*)

Handy Domestic Tips

Are your windows dirty? A Bounce fabric sheet will clean windows without the use of window cleaner. Rub the sheet over your windows, then wipe with a soft cloth. A dryer sheet will also polish chrome and it's super for cleaning and reducing static on your TV or computer screens.

How do you know if you are getting the maximum cooling efficiency from your refrigerator? There is a simple test you can do yourself in few seconds. Take a dollar bill and close the refrigerator door on it. If you've got a good seal, you won't be able to pull the bill out easily, if at all. If the bill comes sliding out, then it's time to get a new seal. Losing cool air makes your refrigerator work harder, and costs you more money.

Notable Quote

"Having a family is like having a bowling alley installed in your head."
Actor Martin Mull

How to Keep Your Home Healthy and Allergen-Free

Do you think everything that makes you sneeze is living outdoors? Think again because some of the worst air may be right in your own home in the form of air-borne molds, chemicals and dust mites.

Here are a few simple fixes and changes you can make around your home to ease allergy suffering and maintain a healthy indoor environment!

1. **Check your furniture first.** Under the right conditions, mold can grow underneath drawers, dresser back panels or any unfinished furniture. Even if the mold has been dead for years it will give off allergens. Cover the wood with a good coat of varnish to seal mold in and keep it from spreading. Upholstered chairs and couches can explode with clouds of dust mites and pet dander every time you sit down. Thoroughly vacuum (seats and frame) once weekly with a good-quality hepa-filter vacuum cleaner.
2. **Refrigerators.** If your fridge has a drip tray underneath, it can be a mold-growing swamp, spreading mold around the house when the refrigerator's motor switches on. Scrub the tray, the floor around it and lightly dust the tray with common table salt to retard mold growth.
3. **Fish Tanks.** Dust Mites love the old fish food that accumulates above the waterline in fish tanks. Clean off once a week.
4. **Bathroom Rugs.** These can be the dirtiest items in your home. Bathroom rugs can trap a host of bacteria, mold, mites and yeast at an alarming rate. Wash with hot water and strong soap in the laundry at least every 2 weeks.
5. **Down Jackets, Comforters and Pillows.** Dust Mites think that down-filled fabrics are their very own Club Med. Putting down products in the dryer on medium heat for 20 minutes will kill Dust Mites and their eggs
6. **Outdoor Coats and Jackets.** Your outdoor clothing will be exposed to *both* outdoor and indoor allergens (pollens, spores, mold, animal dander and mites). Dry-clean or wash seasonally.

The Difference Between A "Real Estate Agent," And A Dedicated Professional...

People say I'm very different from the "flock" of real estate agents out there. Instead of hounding strangers for business and pestering people with cold calls, I spend my time building relationships, making friends and providing the absolute highest quality service available anywhere. That's why most of my business comes from referrals and recommendations from elated clients and good friends like you. If you or anyone you know is thinking of buying or selling real estate, or who simply has questions about their home, and wants a dedicated, competent professional and friend, please call me at
970-946-3827.

Brain Teaser

Two travel together side by side, miles and miles along, but never meet each other. What are they?

(answer at the bottom of last page)

Clothes Make History!

200 A.D. - Roman cobblers make different shoes for left and right feet.

1200 - Buttons are introduced into European fashion.

1580 - Pockets are sewn in men's trousers throughout Europe.

1823 - Waterproof cloth is invented in Scotland by Mackintosh.

1849 - The first safety pin is devised by Walter Hunt, an American.

1851 - The first practical home sewing machine is patented by American Isaac Singer.

1873 - Jeans are tailored by American Levi Straus, of San Francisco.

1893 - The zipper is patented by the American Whitcomb Jackson.

Timely Pet Names

A girl was visiting her blonde friend who had acquired two new dogs, and asked her what their names were.

The blonde said that one was named Rolex and one was named Timex.

Her friend said, "Whoever heard of someone naming dogs like that?"

Whereupon the blonde responded, "What else are you gonna name watch dogs?"

Words to Live By

Nothing in the world can take the place of persistence. Talent will not; nothing is more common than unsuccessful men with talent. Genius will not; unrewarded genius is almost a proverb. Education will not; the world is full of educated derelicts. Persistence and determination are omnipotent. The slogan 'press on' has solved and always will solve the problems of the human race.

--Calvin Coolidge

Develop interest in life as you see it; in people, things, literature, music -- the world is so rich, simply throbbing with rich treasures, beautiful souls and interesting people. Forget yourself.

--Henry Miller

Your Favorite Weight-Loss Program May Be Tax Deductible

According to the U.S. government, 60% of U.S. adults are substantially overweight, and over 300,000 are dying each year from obesity related illnesses. As of 2002, the IRS now considers obesity a legitimate medical problem. This means you may be able to deduct a formal weight-loss program like Weight Watchers or Jenny Craig.

Former U.S. Surgeon General David Satcher, M.D., predicts obesity will soon surpass smoking as the primary cause of preventable deaths in America. Obesity has been the main trigger in the epidemic of Type 2 Diabetes – which leads to blindness, kidney failure, nerve damage and heart disease. Being chronically overweight greatly increases the risk from heart disease, cancer, arthritis and breathing problems. Whatever weigh-loss program you choose, the benefits of a longer, healthier life are now encouraged by a government tax break!



We hope your Holidays were warm and wonderful!

And, we wish you a very
Happy and Healthy New Year!

“Super Aspirins” Developed to Fight Cancer and Alzheimer’s

Aspirin has already been praised for its power to prevent stroke and heart attack, but exciting new findings indicate aspirin’s benefits may be far-reaching in 21st century medicine. Dutch researchers discovered that older people who used NSAIDs (nonsteroidal anti-inflammatory drugs), such as aspirin and ibuprofen, *for at least 2 years* were only 17% as likely to get Alzheimer’s as those who didn’t take any of the drugs. This may lead to a type of “super aspirin” called a COX-2 inhibitor for treating Alzheimer patients. It is believed to stop inflammation in the brain, which could be a critical factor in the progression of Alzheimer’s Disease.

Researchers at Dartmouth College are encouraged by findings that suggests aspirin may be very effective in preventing certain types of cancer. Subjects taking a daily 81mg. baby aspirin lowered their risk of colon cancer by nearly 20%. Once again, aspirin provided protection from the inflammation producing COX-2 enzyme (cyclooxygenase-2). The Mayo Clinic found that men 60 or older who took aspirin everyday cut their risk of prostate cancer by 60%!

Check my website at www.DURANGODREAMHOMES.COM

Thanks for Thinking of Me!

Did you know I can help you or any of your friends, family or acquaintances save time and money when buying or selling a home? Thanks for keeping me in mind with your referrals...and spreading the word!

Man Bitten by Cell Phone!

Several men are in the locker room of a golf club. When a cell phone on a bench rings, a man engages the hands free speaker function and begins to talk.

Man: "Hello?"

Woman: "Honey, it's me. Are you at the club?"

Man: "Yes"

Woman: "I am at the mall and found a beautiful leather coat. It's only \$3,500.00. Can I buy it?"

Man: "OK, go ahead if you like it."

Woman: "I also stopped at the Mercedes dealership and saw the new models. I saw one that I really liked."

Man: "How much?"

Woman: "\$90,000.00."

Man: "For that price I want all the options."

Woman: "OK. I'll see you later. I love you!"

Man: "Bye, I love you too!"

The man hangs up. The other men are looking at him in astonishment. Then he asks: "Anyone know *who* this phone belongs to?"

Brain Teaser Answer...

Railroad Tracks

THANK YOU for reading my In Your Interest! personal newsletter. I wanted to produce a newsletter that has great content and is fun and valuable to you. Your constructive feedback is always welcome.

AND... whether you're thinking of buying, selling or financing real estate, or just want to stop by and say "Hi," I'd love to hear from you...

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"Who Else Wants To Win Movie Tickets For Two?"

Your chances to win are better than you think!

Guess Who Won Last Month's Trivia Question? I'm pleased to announce the TWO lucky winners of last month's quiz. And the winners are...drum roll please: **Sue Caplan and Tavia Widder** were the first two people to correctly answer my quiz question. **Thanks to Randy Lawrence and Rick MacEwen** for trying!

What is the largest state in United States?

a) Alaska b) California c) Texas d) Florida

The answer is "A", Alaska is the state with the largest land mass. So let's move on to *this* month's trivia question...

Which Movie Has Won The Most Oscars *EVER*?

a) Ben Hur b) Titanic c) West side Story d) Gone with the Wind

CALL ME at **970-946-3827** And You Could Be One Of My Next Winners!

Real Estate Corner:

Question: We have purchased a new home in a city almost 2000 miles away. We will be arriving ahead of the moving van. What can we do to make sure everything is ready once our belongings get here?

Answer: There will be lots to do once you get there, especially if children and pets are involved. Here are a few priorities you should take care of as soon as you get to the new house...

- **Settle your pets as soon as possible.** Set out food and water in the house. Let them sniff and explore their new surroundings, but be sure to keep them close to you for the first few days. Please do not leave pets in a new yard by themselves – they may be tempted to run away.
- **Have a Moving Survival Kit.** These are essentials that will last you and your family for a couple of days before the moving van arrives with all of your booty. Pack tools, cleaning supplies, flashlights, dishes and any household items you deem necessary.
- **Check your new home's systems.** Make sure all major appliances (stove, refrigerator, water heater, washer and dryer) are plugged in and in good working order. Turn on the air conditioner /heating and work the thermostat to make sure it functions correctly. If your house has gas, check all pilot lights (furnace, stove and water heater).
- **Get to the grocery store.** Pickup enough food for several days. Go for easy-to-prepare camping-style meals.
- **Conduct a fast and thorough clean-up.** Clean the counters, cabinets, shelves and closets before they get rapidly filled up with your belongings. Make sure any wood floors are clean and polished before you lay down rugs.
- **Cover your windows for security and privacy.** If you don't have drapes, hang up sheets to cover windows. Would-be burglars like to scope out the newly moved to see what they own or when you are home.
- **Check all locks on the house and garage.** Make sure all of your keys and punch-codes work, and consider changing locks and keys around the home.

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