



Alan Hoffman's...

Service For Life!®

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

Get my **Free Consumer Guide** revealing 44 moneymaking secrets for "dressing" your home for top dollar. See my enclosed insert.

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Is Your Home A Prime Target For Burglary?

Is there someone out there watching you? Statistics show that one in five burglaries are committed by offenders against people they already know! Burglars target your home while you are out, and can empty your house of valuable stereo equipment, jewelry, TV's, cash, and personal items in a matter of minutes.

Who are these criminals preying on homeowners? In 80 percent of cases, they are young male adults between the ages of 18 and 25; juveniles represent about 20 percent of these crimes. They may be casual acquaintances, or someone who passes by your home and looks into your windows or garage.

How can you prevent burglary in your home? In, 1972, the National Neighborhood Watch Program was established by the National Sheriff's Association. They have developed guidelines to help educate homeowners on burglary prevention. Here's a simple checklist you can use to protect your home.

1) Make Your Home The Least Likely Target.

- Keep garage doors closed. They are a means of entry to your home, offering a burglar opportunity to steal autos, tools, bicycles, and other property.
- Prune large trees. Low limbs can provide second story access to your home.
- Maintain tidy lawns and landscaping. This tells them you are home.
- Accept deliveries only at your front door. **Never** let people into your home to make telephone calls or use the bathroom!
- Timers on indoor lights, radios, and TV's give an appearance you're home.
- Never give your address or phone number to strangers over the phone.

2) Delay A Burglar. The longer it takes to force a door or window open, the greater the risk of detection. **Use adequate locks on all windows and doors.**

- Gates and fences can offer potential concealment to criminals, but can also be used to deter the removal of large items.
- Use solid-core doors in major access points, and install dead bolts with a minimum 1-inch throw bolt. If hinges are on the outside of the door, use a non-removable hinge pin.
- Screens or storm windows offer added protection to the homeowner.

Don't You Just Hate Pushy Salespeople?

If you're like me, you can live without the pressure and hassles from aggressive salespeople. That's why I treat my friends and clients with helpful, healthy respect. So if you or someone you know ever has questions about real estate, please feel welcome to call me at (775) 826-9696.

Buyers Have **HOT** new listings e-mailed to you the hour they hit the market!



Not intended to solicit currently listed properties

Word Of The Month...

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

collusion - \Co-LU-zhun\ (noun)

Meaning: Act of colluding; deceit; fraud

Sample Sentence: The CEO acted in **collusion** with the head accountant to cheat the investors.

Bugs For Breakfast?

A great way to keep insects out of stored cereals and flour is to place a few bay leaves in the package, bag, or container. The bay leaves will repel insects and won't leave odor or taste behind when the product is finally used.

How Save Your Garden Tools For Generations

If you have invested in high quality garden tools, here's how to make them last a lifetime. Sand the thick varnish off of wooden handles and rub them down thoroughly with linseed oil. Always keep them indoors when not in use. After using, clean them off and wipe the metal parts down with light oil like 3-in-1 Oil. If you do get some rust, just remove it with steel wool. Hoes, spades, trowels, and shears can be sharpened with a flat file.

Erase Earwigs

Are earwigs ruining your garden? Lay pieces of corrugated cardboard near plants that are being chewed to pieces. In a few days, remove the cardboard and eliminate earwigs that are napping in the corrugations.

Quotes Of The Month

"Call it a clan. Call it a network. Call it a tribe. Call it a family. Whatever you call it, whoever you are, you need one."
Jane Howard

"Character isn't inherited. One builds it daily by the way one thinks and acts."
Helen Gahagan Douglas

- 3) **Maximize Detection – Don't Make It Easy!** If you can force a burglar to work where he can be observed, chances are he will go elsewhere.
- Trim shrubs. Deny intruders a hiding place to work. Your neighbors and police can see if someone is trying to burglarize your home.
 - Use a residential burglar alarm to delay or even prevent entry. Simple systems can be obtained from your local hardware store, or leased or purchased from alarm companies. Consult your law enforcement agency when installing an alarm.
 - Use motion-sensitive lights at all door entries and around critical areas of the home where potential burglars would approach your home.
 - Keep walks and driveways free from offering concealment to intruders and other criminals.

You also can create a Neighborhood Watch Program by contacting your local law enforcement agency. Neighborhood awareness and contact are your very best defenses against crime. For more information on how you can protect yourself, visit www.usaonwatch.org.

Are You Haunting Open Houses?

Do you find yourself getting that urge to drop-into Open Houses, even when you're busy? You're not alone. Many homeowners visit open houses to get design ideas, or to see how their home compares in the neighborhood.

But if you find yourself attracted to Open Houses frequently, you might want to ask yourself "why?" You might just find that, even though you're happy with your current home, you might be subconsciously searching for your dream home. Perhaps you want a bigger yard. A quieter street. A gourmet kitchen.

Whatever the reason, I can help. My computerized "Home Search" system can search the market finding the *exact* home you want – automatically. I can get you daily updates on the newest homes on the market, and there's never any pressure when working with me, just great service. Even if you're just "thinking" and want to know what's "out there," call me at (775) 826-9696.

Can Garlic Really Lower Your Blood Pressure?

Experts at Purdue University of Indiana say that eating up to three to four cloves of garlic every day will lower your blood pressure. *Allicin* in garlic is the active ingredient that lowers blood pressure. The ancient civilizations of Greece and Rome used the healing power of garlic for thousands of years.

If you don't have a taste for fresh garlic cloves, then you can pick up odorless garlic capsules at many drug and health food stores. For more information on the benefits of garlic and lowering your blood pressure, you can visit www.nhlbi.nih.gov.

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Brain Teaser...

To hold down a cow or a horse.
As you've doubtlessly found,
I am always around, And I'm
constantly working, of course.
What am I?

(answer on bottom of last page)

More Bizarre Lawsuits!

Carl Truman, a 19-year-old from Los Angeles, won \$74,000 and medical expenses when his neighbor ran over his hand with a Honda Accord. Mr. Truman apparently didn't notice there was someone at the wheel of the car when he was trying to steal his neighbor's hubcaps!

Strange Logic...

- I just got lost in thought. It was unfamiliar territory.
- 42.7 percent of all statistics are made up on the spot.
- 99 percent of lawyers give the rest a bad name.
- I feel like I'm diagonally parked in a parallel universe.
- You have the right to remain silent. Anything you say will be misquoted, then used against you.
- Depression is merely anger without enthusiasm.
- Honk if you love peace and quiet.
- Remember half the people you know are below average.
- Despite the cost of living, have you noticed how popular it remains?
- Nothing is foolproof to a talented fool.

Late for work

Late for work already, I was annoyed to find a strange car in my reserved parking space again. After locating a spot far away, I stormed into my office determined to have the car towed. As the morning wore on, however, my anger cooled and I decided to give the driver another chance. During lunchtime, I went outside and left this note on the driver's windshield: "*Please don't take my parking space. If you do, and your car disappears, don't say I never towed you!*"

Only In America... If con is opposite to pro, is Congress the opposite of progress?

Snoring Could Put You At Risk

For years experts believed that simple snoring, while being a nuisance to your bedmate, is not considered a threat to your health. However, new research shows this may not be true.

The condition known as sleep apnea has been widely known to create a serious health risk; however, Italian researchers now have evidence that even "simple" snoring may be an important risk factor for stroke. In a study of 400 participants, half of whom had suffered a stroke, approximately 40 percent were heavy snorers, compared to less than 30 percent in a healthy control group.

This early evidence indicates that chronic and loud snorers should be evaluated and treated for the disorder at a sleep center. For more information about snoring risk factors, visit www.yale.edu/opa/v29.n33/story14.html, or ask your physician.

Are You My Client Of The Month?

Each month I choose a very special *Client Of The Month*. It's my way of acknowledging good friends and saying "thanks" to those who support me and my business with referrals, word of mouth and repeat business. This month's *Client Of The Month* is

Dr. Lexey Parker

I want to thank Eric Robnett for referring Dr. Parker. Lexey was a pleasure to work with. She took my advice and I listed her home after it had been for sale by another firm over 349 days! I sold her property in just 15 days! *Lexey, I'm sending you a little gift to thank you for your faith in me.*

You might be my next *Client Of The Month* too! Watch for your name here in an upcoming month.

New Space-Age Blood Test Eliminates Needles!

If the thought of getting your blood drawn by using a needle makes you queasy, there's good news on the horizon. Soon a new space program technology may make it possible to have blood and tissue tests without the sometimes painful (and creepy!) poke into your vein.

The technology is called near-infrared spectroscopy (NIR). Here's how it works. Lightweight, low power portable diagnostic units use light to look under the skin to see whether a patient is anemic or getting enough oxygen and blood flow to their muscles.

The breakthrough will be a quick and easy way to detect shock in accident victims, and relieve the natural anxiety for children (of all ages!) who dislike needles. Look for these units in ambulances and emergency rooms where physicians need to assess the condition of a patient quickly.

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Thanks for The Kind Words!

Alan, Julie & I cannot thank you enough for all of your kindness and friendship, we appreciate the effort and time spent, making this deal happen!
Jim & Julie

Pennies In Your Ears Can Get You Arrested!

Did you know it's illegal to clean your car with used underwear in San Francisco? In Salt Lake County, Utah it's illegal to walk around with a violin in a paper bag. In Everett, WA it's illegal to display a hypnotized person in a store. And, yes, it's true: in Hawaii, it's a crime to insert pennies into your ears.

These absurd laws are just a sample brought to light by the Libertarian Party to show how nonsensical government has become. They contend that our politicians, instead of passing new laws, should focus on repealing the sillier ones currently on the books.

For example, in Blythe, CA, it's illegal for a man to wear cowboy boots unless he owns at least two head of cattle. And don't let your donkey fall asleep in your bathtub in Arizona. In Oklahoma, you can be jailed for making an ugly face at a dog. And you're in deep trouble if you get a fish drunk in Oklahoma!

Brain Teaser Answer...

Gravity

THANK YOU for reading my Service For Life! personal newsletter. I wanted to produce a newsletter that has great content and is valuable and beneficial 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...

Alan Hoffman

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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 lucky winners of last month's quiz. And the winners are...drum roll please: Fran Curns, Dan Ray & Irv Zimmerman were the first people to correctly answer my quiz question...

When did McGruff, the crime-fighting dog, debut to “take a bite out of crime”?

a) 1960 b) 1970 c) 1980 d) 1990

The answer is “C,” 1980. So let's move on to this month's trivia question...

How Many Cubic Feet Of Water Fall Over Niagara Falls Each SECOND?

a) 75,000 b) 175,000 c) 125,000 d) 100,000

The first 3 people to call or e-mail me with the correct answer will win!

Alan@HomeGateRealty.com or (775) 826-9696

Real Estate Corner...

Q. What Is The Best Time Of Year To Sell My Home?

A. A common belief is that spring is the best time to sell your home. After all, the lawn is green, flowers are in bloom, and most homes show well in full sunlight. Even though many buyers may be out in the good weather, you should consider some other factors.

Sellers thrive when there is less competition from other comparable listings. When there are fewer homes for sale in your price range, then buyers have fewer choices. In many cases, the buyer will compromise and purchase a home that doesn't quite meet their exact specifications. This will work in your favor.

Consider listing your home from middle to late winter. This can be a great time to sell, especially if interest rates are low. Normally the inventory of homes for sale goes down substantially in December as people get wrapped up in holiday preparations. Sellers who list their homes in January and February often find the market wide-open with little competition.

Even though a lot of competition isn't great for the seller(s), a little competition doesn't hurt either. The buyer will have a chance to comparison shop in a field of homes of similar price range. It may be much easier for buyers to make a firm decision in your favor after they have viewed several other homes that didn't measure up to the price, value, and specifications of your home.

It's also useful to track how many homes similar to yours have come on the market in your area. Make a simple spreadsheet and plot out listings for the past week, the past month, and maybe a three-month span for a thorough look. This will give you a healthy “reality check” about your competition in the market. If you are considering selling your home and would like this analysis done for you, please call me at (775) 826-9696

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