

Alan Hoffman's...

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



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Here's The 21st Century Energy Bombshell!

Are you ready for the coming energy revolution? We're headed full-speed into a new age of technology that's going to revolutionize your everyday life. What is it? It's gas—hydrogen gas! Very soon, you'll be able to instantly recharge your cell phone, drive an electric car for hundreds of miles before charging, and keep your laptop running five times longer.

Right now, Toyota, Honda, GM, Ford, Chrysler, Hyundai, and Volkswagen are either developing or testing fuel cell powered vehicles. In fact, Toyota and Honda recently delivered fuel cell vehicles to the Japanese government—leased at a rate of 1.2 million yen (about \$10,212) per month. While the first fuel cell vehicle is currently commercially unavailable in the U.S., your future car may one day be powered by hydrogen fuel cells.

But the revolution goes farther than mere automobiles. Today in Europe and Japan scientists are testing hydrogen fuel cells to heat and power homes. And if that isn't amazing, the airplane of the future may be powered by fuel cells. Boeing is already testing a fuel cell powered aircraft for future use.

1. What Is A Fuel Cell?

A hydrogen fuel cell is an energy conversion device that converts hydrogen and oxygen into water, producing electricity and heat in the process. A fuel cell provides a direct current (DC) voltage that can be used to power lights, electrical appliances, boats, buses, and motors. There are several different types of fuel cells, which are classified by the type of **electrolyte** they use.

The fuel cell that will most likely power your car—and maybe even your house is the **proton exchange membrane fuel cell (PEMFC)**. Micro-fuel cells, currently being developed by Hitachi, NEC, and Toshiba, will replace lithium-ion batteries used to power your cell phone and other wireless devices.

2. Why Is It Important?

Hydrogen and fuel cell technology could revolutionize the way we live and use power globally by providing cleaner, more-efficient alternatives to the combustion of gasoline and other fossil fuels. This technology is important because it offers a way to make power more efficiently and with less pollution.

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. There's never any pressure or hassles – I'm here to help.

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!

acrimony AK-ruh-moh-nee (noun)

Meaning: Bitter, harsh, or biting sharpness, as of language, disposition, or manners.

Sample Sentence: The politician's persistent acrimony toward his opponent led to lasting hurt feelings.

Privacy Facts...

- In big cities, Americans are photographed an average of 20 times a day.
- Everything you charge is in a database that police, among others, can look at.
- Your cell phone calls can be intercepted and eavesdroppers can crib your access numbers with police scanners.
- You are often being watched when you visit web sites. Servers know what you're looking at, what you download, and how long you stay on a page.
- A political candidate's career was destroyed when a newspaper published a list of all the videos he had ever rented.
- Your employer is allowed to read your e-mail.

Words to Live By...

"People who are unable to motivate themselves must be content with mediocrity, no matter how impressive their other talents."

Andrew Carnegie

"I believe that to win in life, you've got to become a dreamer again. You've got to become excited and 'turned-on' about your life and your future."

Art Williams

And more importantly, the use of hydrogen as an energy source can address our global energy problems, and reduce our dependence on foreign oil.

3. What's Being Done Now?

Scientists are focused on developing low-cost, reliable, and high-performance fuel cell systems for transportation and buildings. Today, there are over 2,500 fuel cell systems that provide power or backup to hospitals, hotels, office buildings, schools, utility power plants, and airports.

4. Where Do We Go From Here?

The biggest roadblock facing fuel cell technology is the big price tag. Fuel cell technology is still in its early stages. Right now, the cheapest way to extract hydrogen is from natural gas; extracting hydrogen from water costs twice as much. Eventually, hydrogen fuel cells will be as cost efficient as today's gasoline. And as more fuel cells enter the marketplace, mass production of fuel cell powered cars, boats, motorcycles, and computers will bring the price down.

The future is here...the hydrogen fuel cell technology race has begun...and it really is a gas! Want to learn more? Go to www.fuelcells.org.

FREE Consumer Help Is Just A Phone Call Away!

Learn valuable secrets for saving thousands and avoiding costly mistakes when buying, selling or refinancing a home. Best of all, it's FREE. See my "Insider's Free Resources Page" in this newsletter, or call me at (775) 826-9696

DID YOU KNOW...

Unlike most real estate agents, I *DON'T* spend my time pestering people with phone calls or bothersome interruptions to generated good clients. Instead, I dedicate 110% of my time and energies to providing such outstanding service, people naturally think of me when a friend or family member needs help buying or selling a home. THANKS for your referrals!

Is Your Cell Phone Weakening Your Facial Muscles?

There could be more cell phone dangers on the horizon. Researchers in Florida recently studying more than 200 patients with tumors and other related conditions found that while cell phones may not necessary raise the risk of certain tumors, that doesn't mean they are completely safe.

The intratemporal facial nerve, the one that runs through the middle ear just behind the eardrum, affects facial movement. Researchers noted that when people place cell phones next to their heads, this nerve is exposed to cell phone radiation.

Researchers found that tumors on this nerve can cause facial weakness and disfigurement. While cell phone radiation may not increase the risk of these tumors, cell phones are a relatively new technology.

Most cell phone calls usually only last a short time. But, there's no way to know what may happen when people talk much longer on cell phones and over a period of many years. Here's just one more reason to either limit your cell phone use, invest in a headset, or buy a hands-free cell phone for your car!

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Brain Teaser...

I have hands that wave at you,
Though I never say goodbye.
It's cool for you to be with me,
Especially when I say, "Hi."
What am I?

(See page 4 for the answer)

The Paomnehil Pweor Of The Hmuan Mnid

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Amzanig huh?

Thrifty Tips

- ✓ Carpets should be vacuumed once a week. Clean spots with a mixture of vinegar and water. Blot dry.
- ✓ Want to get rid of warts? Rub a cut onion on them and within a few weeks, they are completely gone!
- ✓ Brown sugar will not harden if stored in the freezer.
- ✓ Tip for stamp collectors: Place the envelope in the freezer for a few hours. You'll then be able to easily lift the stamps off with a pair of tweezers.

Blue Silk Pajamas

A man called home and said to his wife, "Something has just come up I have a chance to go fishing for a week. It's the opportunity of a lifetime. We leave right away. So pack my clothes, my fishing equipment, and especially my blue silk pajamas. I'll be home in an hour to pick them up." He went home in a hurry, grabbed everything, and rushed off.

A week later he returned. His wife asked, "Did you have a good trip dear?" "Oh yes, great!" he replied, "but you forgot to pack my blue silk pajamas." His wife smiled sarcastically and said, "Oh no, I didn't. I put them in your tackle box!"

Are You "Stuck In Neutral?"

Are you someone who puts things off until the last minute, or misses deadlines? Well, you're definitely not alone. Everyone does it sometimes. But procrastination can lead to even more stress. Here are a few tips to help you manage your time and reduce your stress:

- **Time Management.** Use a schedule planner or notebook to plan your day or week. Use a timer or alarm clock to help you keep on track.
- **Break Up Large Tasks.** If you know you're unable to concentrate on a project for three hours, divide your work into one hour blocks for three days.
- **Plan To Play.** Plan your work and plan your play. If you know you are going out for fun later, you will be able to start your work and concentrate on it now.
- **Create Short-Term Deadlines.** Many people feel they work better under pressure. But if you always work under pressure, you will increase your stress. Decide to reach some short-term goal before stopping your work for the day.
- **Avoid Perfectionism.** If you accept nothing less than a perfect performance, you may never get to work on a task because you're worried that it won't be perfect. Strive for excellence, not perfection.

A Heartfelt Message To My Special Clients And Friends...

I would like to take a moment to acknowledge and thank a few of the special people in my life who've helped build my business with their enduring support and referrals. I couldn't do it without you!

Melvin Ray, Mark Csentery & Ben Best

Steer Clear Of This Invisible Killer!

Do you spend time around gas-burning motors, generators, stoves or heaters? If so, this little article may save your life! CO (or Carbon Monoxide) poisoning is responsible for thousands of deaths per year. And because the gas is odorless, colorless, and tasteless, many times the inflicted aren't aware of their exposure. Yet it can kill in seconds. Generally, the initial symptoms of CO poisoning include the feeling of being intoxicated followed by nausea. Here are a few tips for keeping you and your family safe from CO poisoning:

- ✓ Buy one or more CO detectors for your home and install them according to product instructions,
- ✓ Never spend time around a running gas-burning auto, boat, generator, stove, or heater without adequate ventilation,
- ✓ If you feel you've been exposed to CO, immediately get into fresh air and seek medical assistance.

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Thanks for The Kind Words!

“Alan - Thanks for all the hard work, way beyond my expectations”...Steve
Thanks for keeping me in mind with your referrals...and spreading the word!

Please Excuse...

Researchers at the University of Texas collected the following excuse notes, written by parents of school-age kids:

- ✓ Please excuse Jennifer for missing school yesterday. We forgot to get the Sunday paper off the porch, and when we found it Monday, we thought it was Sunday.
- ✓ My son is under a doctor's care and should not take P.E. today. Please execute him.
- ✓ Dear School: Please excuse John being absent on Jan. 29, 30, 31, 32, and 33.

Nifty Web Sites

Get Allergy And Pollen Forecasts By Zip Code sponsored by the Asthma and Allergy Foundation of America. Go to www.allergyactionplan.com for more information on pollen and allergy levels in your area.
Cyber Cafes Around The World: Locations of 1,000s of Cyber Cafes around the globe. Go to: www.CyberCaptive.com.

Brain Teaser Answer...

An Electric Fan

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

www.HomeGateRealty.com

6900 So. McCarran Blvd. Ste.1040

Reno, NV 89509

Office (775) 856-4663

Fax (775) 826-9595

Private Line (775) 826-9696

Toll Free (800) 733-3996

alan@homegater Realty.com

“Who Else Wants To Win Movie Tickets For Two?”

Your chances to win are better than you think!

Guess Who Won November's Trivia Question? I'm pleased to announce the lucky winners And the winners are...drum roll please: **Mike & Wendy Greene** were the first people to correctly answer my quiz question...

What ski run at Mt. Rose has the highest elevation?

- a) Gold Run b) Wild Card c) Express d) Central Pacific

The answer is “b,” Wild Card...So let's move on to this month's trivia question...

How Tall is Alan?

- a) 5'5" b) 5'7" c) 5'9" d) 5'11"

The first 3 people to call me with the correct answer will win! (775) 826-9696 or e-mail me at alan@homegater Realty.com

Real Estate Corner...

Q. We're thinking of buying a fixer-upper as an investment. What's the best way to find a deal without being taken to the cleaners?

A. Many people make good money buying rundown properties, fixing them up, and reselling them for a profit.

The best strategy for finding a profitable fixer-upper is to find the least desirable house in the most desirable neighborhood. Then, examine whether the cost of fixing up the property to its full market value will yield a significant profit. You can find a fixer-upper in most communities—even in more affluent neighborhoods. One of the best ways to find a fixer-upper is to ask a real estate agent. Most agents have one or two properties they don't like to show. You also can look for advertisements with phrases like “handyman's special,” “needs TLC,” “or earn your down payment.”

The most profitable fixer-uppers will only need minor repairs like inside and outside painting, new carpeting and flooring, new light fixtures, new kitchen cabinets, landscaping, or a thorough cleanup. Look at properties that can be bought at 20-30 percent below what the house will be worth after fixing it. Avoid homes that have serious flaws like a sinking foundation, structural damage, serious termite infestation, or that need a new roof. Also, avoid fixer-uppers that don't fit in their neighborhoods, such as a two-bedroom, one-bathroom house in a neighborhood of three and four bedroom homes. To get an idea of the finished market value, look at comparable properties in good condition. To determine the cost of fixing any existing problems, hire a good inspector. A competent inspector can save you from making a bad investment. You can find one through the American Society of Home Inspectors' website: www.ashi.com

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