



Get my Free Consumer Guide revealing 44 money-making secrets for "dressing" your home for top dollar. See my enclosed insert...

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Alan Hoffman...

Service For Life![®]

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

The Top 10 Secrets For Effective Weight Loss!

Are you overweight? You're not alone. Obesity rates over the past 20 years have gone through the roof. The writing's on the wall: we have become a nation of fatties! At least 25 percent of the population is dangerously obese, and there doesn't appear to be an end in sight.

Being overweight is considerably more likely to lead to arthritis, heart disease, cancer, and diabetes, experts say. In more than 70% of cases, obesity can be blamed on overeating fatty foods and high calorie treats. But don't despair because there is hope. Here are 10 sure-fire secrets for losing weight and regaining the health and vitality you once thought was only a dream.

Here Are The Top 10 Tips For Losing Weight:

- 1. Cut Your Daily Intake Of Food By 25%.** Smaller portions and less overall intake will bring about steady weight loss.
- 2. No More Crash Diets.** Crash diets don't keep weight off for long.
- 3. Control Access To Food.** Have meals at specific times, and set aside no more than 20 minutes for meals.
- 4. Increase Activity.** Here's great news: A recent study reported that obesity dropped 10% for each hour of exercise a week.
- 5. Cut Back On Treats—Or Cut Them Out!** Eating treats can increase your odds of obesity by 50%. Eat only low-calorie carrots, popcorn, or apples.
- 6. Add Bulk.** Eat high fiber foods that give a feeling of fullness, and reduce calorie intake.
- 7. Buy Low-Fat Foods.** Only buy low-fat, low-calorie, lean, and light foods.
- 8. Adjust Serving Sizes To Fit Your Size.** Serving sizes on packages are generally too high. It's best to cut back 15-25 percent of the suggested serving.
- 9. Keep A Food Diary.** Keep track of what foods are eaten daily and keep track of the amounts that are consumed.
- 10. Let Your Dog Help You Lose Weight.** What?? Yes, that's right. Join forces with your dog (who may also be overweight, studies show). A Veterinarian can figure caloric needs. Why not put Fido on the program...and you too can join in the weight loss program and have the support of man's (and woman's) best friend. It may be just the right weight loss program for both of you!

How Much Of Your Personal Net Worth Is Sitting In Your Home?

You might be shocked to learn how much your net worth has automatically increased and is sitting idle in your home. Don't leave your financial well-being up to just anyone. Call me at 826-9696 and I'll give you all the facts, based on valid, real-world home sales history. Call now!

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!

winsome WIN-sum (adjective)

Meaning: cheerful, pleasing because of childlike charm.

Sample Sentence: Hayden's winsome smile and engaging personality endeared him to everyone he met.

Thrifty Tips

- Pam cooking spray will dry finger nail polish.
- Mayonnaise will KILL LICE. It will also condition your hair.
- Sunburn – Empty a large jar of Nestea into your bath water.
- Paper Cut – Crazy glue or chapstick will fix it right up.
- Burn your tongue? Put sugar on it.

Interesting Facts

- ✓ 1.5 million children in the U.S are home-schooled.
- ✓ How is it that one careless match can start a forest fire, but it takes a whole box to start a barbecue?

By The Numbers...

- 27% of Americans live alone. One-quarter are un-married, financially independent people under age 35.
- 95% of melanoma cases can be cured if caught early.
- 34% of women ages 40-69 are dating a younger man.

Wisdom to Help...

- Find a way to serve others and your life will have meaning.
- Compliment three people everyday.
- Take a brisk 30-minute walk everyday.
- Be bold and courageous.
- Never underestimate the power of a kind word or deed.
- Set short-term and long-term goals.
- Take time to smell the roses.
- Improve your performance by improving your attitude.

Now You Can Answer the Door With Your Telephone!

Picture this: You're in the shower and then it invariably happens....someone rings your doorbell. It's at times like these, it would be easier to answer a conveniently located telephone, right?

Well, now you can! The Smartphone "DoorBell Fon" Door Answering System, enables you to answer the doorbell from your home telephone. When a visitor presses on a small panel that serves as your doorbell, the "Fon" rings your telephone inside with a distinctive ring. You can pick it up to talk with the visitor from the safety and comfort of your home. If you're already on the telephone when someone rings, the call goes to your call waiting feature.

Now you can screen visitors before you open the door! For more information on the smart phone of the future, go to www.SmartPhone.com.

If You Enjoy This Newsletter, Why Not Share It With People You Know?

I love helping people, and I hope you enjoy reading my newsletter each month. If you'd like your friends, co-workers, relatives, business-acquaintances, etc. to receive a FREE subscription, just fill out the information on my "*Insider's Free Resources*" page and send or fax it to me (the number's on the sheet), OR just call me at (775) 826-9696 and I'll make sure they receive a free subscription.

I'll also send them a note with their first issue letting them know that you were the thoughtful person who suggested they receive this newsletter. It's that easy!

How to Cover Your Tracks When Surfing the Internet

Your tracks can be easily traced on the internet—and you may not even know it! When surfing the Internet, you leave an easy map to follow as you travel around the web. Here are some steps to take to protect your privacy:

When using Internet Explorer:

- Under "Tools," select "Internet Options" and then "General."
- Under "Temporary Internet Files," click "Delete Files."
- Under "History, click Clear History." Set the number box marked "Days to keep pages in history" to one, and it will delete your history list every 24 hours.

When using Netscape:

- Select "Edit," then "Preferences." Double click on "Navigator."
- Click "History" and then "Clear History."
- Set the number of days to keep history to 1.
- Double click "Advanced," then click "Cache." Click "Clear Memory Cache" and Clear Disk Cache."

Now your privacy will be protected when you're not there!

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Brain Teaser...

I start with the letter E, and I end with the letter E. I contain only one letter, yet I am not the letter! What am I?

(answer on bottom of last page)

Save Your Life Foods!

- **Apples** reduce your risk of cancer, stroke, and heart disease. Harvard researchers found 20% less heart disease in people who ate apples.
- **Eggplant** cuts cholesterol and reduces artery blockages. Eggplant is jam-packed with chlorogenic acid, an antioxidant that fights bacteria, viruses, cancer and cholesterol.
- Drinking one cup of **cranberry juice** three times a day reduces urinary tract infections in women by 50% according to Stanford University researchers.
- Seniors who ate **fish** high in omega-3 fats (sardines, salmon, tuna, herring) monthly had 60% less Alzheimer's disease.

Star Struck In Kansas

In 1990 a woman entered a Haagen-Dazs in the Kansas City Plaza for an ice-cream cone. While she was ordering, another customer entered the store. She placed her order, turned and found herself face-to-face with Paul Newman. He was in town filming a movie. His blue eyes made her knees buckle. She finished paying and quickly walked out of the store, her heart still pounding.

Gaining her composure she suddenly realized she didn't have her cone; she turned to go back in.

At the door she again came face-to-face with Paul Newman who was coming out. He said to her, "Are you looking for your ice-cream cone?" Unable to utter a word she nodded yes.

"You put it in your purse with your change."

Words To Live By...

If you let your head get too big, it will break your neck. *(Elvis Presley)*

A friend is one who walks in when the rest of the world walks out.

(Walter Winchell)

Drug Patches...Are They Safe?

Today, many drugs are available in drug patch form. What are drug patches? They are transdermal drug-delivery systems. And are they really safe? Yes, according to researchers at the Mayo Clinic. They have fewer side effects because they allow for lower doses and a steady dose of medication. Patches bypass the liver and intestines and directly deliver the drugs into your bloodstream, which actually reduces side effects and liver damage.

Currently, drug patches are available for testosterone, estrogen, progesterone, narcotic painkillers, anti-nausea drugs for motion sickness and chemotherapy related nausea, nitroglycerine (for angina), and nicotine (to help people quit smoking).

There are some downsides however. Some people have reported hives where the patch has been applied; other patients have experienced some allergic reaction. The good news—researchers are developing drug patches for diabetes, Parkinson's, depression, and asthma that will one day be available for use.

Please Welcome New Clients and Friends Into Our Real Estate Family...

I'd like to take a moment to personally introduce and welcome a few of my newest friends and clients. And special thanks for everyone who thought of me with your referrals!

Nate & Tonya Champa, Stagecoach Nevada – Congratulations!
John & Kelle Springer (referred by Bob. Many thanks Bob!)
Nancy Hayes & Gonzalo Quinonez, & Dr. Wes Hall.

Your referrals are warmly appreciated 😊

Soft Addictions: Are You Hooked?

Has the time you spend watching TV gotten out of hand? Do you find yourself spending hours surfing the Internet? Or, maybe you're like many people who are addicted to shopping...even when they don't have the money! These are "soft addictions"—activities that zap your energy, and keep you from living a purposeful and passionate life.

Soft addictions may not threaten your health or your job, like the big ones do. We all know that drugs, alcohol, and gambling can ruin lives. (Although excessive shopping can put you at financial risk.) But soft addictions can cause family and marital stresses, and leave you feeling disconnected.

How can you reconnect? First, turn off the TV, and unplug the Internet. If this sounds too painful, start by doing this for one day and build up to three days. If you are addicted to shopping, cut-up all but one credit card, and promise to use it only for emergencies. Try this for one week, you'll be glad you did!

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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!

Management Speak

MANAGEMENT SPEAK: That's very interesting.

TRANSLATION: *I HATE that idea!*

MANAGEMENT SPEAK: You have to show some flexibility.

TRANSLATION: *Do it or you're FIRED*

MANAGEMENT SPEAK: We have an opportunity.

TRANSLATION: *You have a problem.*

MANAGEMENT SPEAK: You obviously put a lot of effort into this.

TRANSLATION: *This is awful.*

MANAGEMENT SPEAK: In a perfect world.

TRANSLATION: *Just get it working and get it out the door.*

MANAGEMENT SPEAK: You need to see the big picture.

TRANSLATION: *My boss thinks it's a good idea, and you'd better agree.*

MANAGEMENT SPEAK: We're going to follow a strict methodology here.

TRANSLATION: *We're going to do it my way.*

MANAGEMENT SPEAK: We have to leverage our resources.

TRANSLATION: *You're working weekends.*

MANAGEMENT SPEAK: Value-added.

TRANSLATION: *Expensive.*

Brain Teaser Answer:

An envelope

THANK YOU for reading my Service For Life![®] personal newsletter. I wanted to produce a newsletter that has fun 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 three lucky winners of last month's quiz. And the winners are...drum roll please: **Heather Jackson, Irv Zimmerman, & Tami Berg** were the first three people to correctly answer my quiz question...

What is the oldest standing building in Washoe County?

- a) Masonic Bldg on Commercial Row & Sierra b) Washoe County Court House
c) The old Riverside d) The Frankovich house

The answer is "a," Masonic Bldg on Commercial Row & Sierra. So let's move on to this month's trivia question...

Where are the lakes that are referred to in the "Los Angeles Lakers"?

- a) California b) Michigan c) Minnesota d) Illinois

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

Real Estate Corner...

Q. We're selling our home soon, but don't want to spend much money on home improvements. Are there any inexpensive ways to fix up our home?

A. Here are just a few low-cost improvements (outdoor and indoor) that can really make a difference and help you sell your house at a higher price:

Outdoor Improvements:

You'll also want to pay close attention to your home's curb appeal. Remember, that first impressions count!

- Painting** – While painting is not inexpensive, it is the best way to improve the appearance of your home.
- Replace The Front Door** – If your front door is in poor condition, either paint the door, or replace it. You can also install quality decorative features (doorknobs, lock, knocker) to dress up the door.
- Repair Screens** – Repair any screens. Your local hardware will do this for about \$15 per screen, or you can do it yourself.
- Patch Holes In Walkways** – Concrete patching costs less than \$10 gal.
- Reseal Your Driveway** – Repave your driveway if it needs it.

Indoor Improvements: The best way to add to your home's value is to make sure your house is "sparkling" clean...so it shines!

- Replace Worn Carpeting.** You can get quality carpeting installed at about \$20 square yard, a good value that will transform the look of your home.
- Painting** – A new coat of paint, in neutral colors, will brighten and add value to your home at a reasonable cost to you.

If you are in the market for a home and need competent and caring representation, please call me at **(775) 826-9696**.

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