



A number of you called after reading the last newsletter and asked about our "live/work" situation and asked how many agents we were planning on bringing into our company.

I must say that having your home and office in the same building is incredibly convenient. More importantly, having the first level appear from the outside as a business really attracts business. Since moving in, we have had more "walk-ins" who have become clients in the past three months than in my previous 24 years in real estate . . . **AMAZING!!!**

As far as growing our business, we'll keep it between 10-20 agents. Our model is to first and foremost maintain our ability to work closely with our own clients, yet be able to provide more guidance for our agents than can be accomplished in the larger brokerages. *Plus, we want to continue to have time for movies, golf, cooking and trips to Napa.*



MORE KITCHEN TIPS

You can never have enough good tips to help get you around the kitchen.

- Before you chop chili peppers, rub oil into your hands and your skin won't absorb the spicy chili oil
- After boiling pasta or potatoes, cool the water and use it to water your house plants. The water contains nutrients that your plants will love
- Fresh coffee beans absorb nasty odors from your hands
- When boiling eggs, add a pinch of salt to keep the shells from cracking
- Thaw fish in milk for fresher flavor
- Noodles, spaghetti and other starches won't boil over if you rub inside of pot with vegetable oil
- Make sure you let your metal pans cool before washing otherwise they will warp
- Tenderize pot roast or stewing meat by using 2 cups hot tea as cooking liquid

Factoid

In the past, tables only had one finished side. To preserve the nice side, families, used the rough underside for daily meals. When company came over, the table top was lifted off and turned over so the finished side was shown, thus the phrase "They turned the tables"

BOOK REVIEW

Once again, my book club recommended a book that I resisted reading. I was completely put off by the 850 pages and bored to tears with the opening few chapters. I had so much faith in my friend who recommended it that I persisted and I was wildly rewarded.

It ended up being one of my very favorite books of all times and I can't wait to get into the other books in the series. There are a total of 6 books in the Outlander series and if the first one is any indication, I will tear through the others.

The tale begins in 1945 when a combat nurse, Claire Randall, moves to Scotland with her husband. While hiking, Claire accidentally passes through the Stones of an ancient stone circle and tumbles through a vortex and finds herself in 16th century Scotland.

Claire tells the story in the first person and it is full of history, romance and drama and reminiscent of *Gone with the Wind* or a novel of that nature. She meets and falls in love with a red haired highlander names James Alexander Malcom MacKenzie Fraser who is fondly known as Jamie.

I guarantee that all of the females who read the book will be in love with Jamie long before reaching the final chapters. The book is full of love, medicine and clan politics and you will love it. It is called **Outlander** by **Diana Gabaldon**. FYI, Diana is an Arizona resident

SUPER BOWL

Many of you know that the Eagles are MY team, but when I lived in Pittsburgh for a while I came to think of the Steelers as my backup team. The "Steel Curtain" years were the absolute best ever!!!

Well, with Michael being a dyed-in-the-wool former Packer you can imagine the tension around our house during the last play-off day and finally on Super Bowl Sunday.

The good news is our marriage survived the weekend and we only have replace a few glasses and repairs a few pieces of furniture.

Next year . . . **GO EAGLES!!!**



