

# Chit Chat

News for Home and Living JANUARY/FEBRUARY 2010

## Valentine's Day Fun Facts

- ♥ California produces 60 percent of American roses, but the vast number sold on Valentine's Day are imported, mostly from South America.
- ♥ About 1 billion Valentine's Day cards are exchanged in the US each year. That's the largest seasonal card-sending occasion, next to Christmas.
- ♥ Approximately 110 million roses, the majority red, will be sold and delivered within a three-day time period.
- ♥ Women purchase 85% of all valentines.
- ♥ 73% of people who buy flowers for Valentine's Day are men.
- ♥ In order of popularity, Valentine's Day cards are given to teachers, children, mothers, wives, sweethearts and pets.
- ♥ Parents receive 1 out of every 5 valentines.
- ♥ Worldwide, over 50 million roses are given to sweethearts.
- ♥ Alexander Graham Bell applied for his patent on the telephone, an "Improvement in Telegraphy", on Valentine's Day, 1876.
- ♥ The oldest surviving love poem to date is written on a clay tablet from the times of the Sumerians, inventors of writing, around 3500 B.C.



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## Happy 8th Birthday, Chit Chat!

The Chit Chat newsletter, that we have been personally writing and distributing door-to-door, is celebrating its 8th birthday!!

For those of you who have not been in the neighborhood as long as us, you'll be surprised to know that we were delivering other real estate tips, sales stats, American flags, and lots of goodies (candy, note pads, calendars, etc) for 5 years *before* the Chit Chat!

No other Realtors come close to our success in this neighborhood. Absolutely no one lists and sells more homes in the Wood Streets than "The Sister Team". This is due to our full-time and long-term commitment to this industry (almost 25 years), our knowledge of the southern California real estate market, and our enjoyment and personal involvement with every single transaction.

Not only do we live here and work here, but we ride our bikes, take walks, and have our fingers on the pulse of this amazing and wonderful neighborhood. We look forward to meeting you if we haven't already!

— Tara and April

## Your 2010 Handbook

These “instructions for life” will help you feel a new sense of hope for this new year. We may already be part way through the second month of 2010, but it’s never too late to start a resolution or to change your life for the better. You can find inspiration in a variety of forms — in a child’s smile, a good cup of coffee, an early morning sunrise, a refreshing walk, a motivational sermon, and the list goes on and on. We hope you’ll find some sort of inspiration and unending hope for the year ahead in the words signified below. “We are made wise not by the recollection of our past, but by the responsibility for our future” (George Bernard Shaw)

### Health:

1. Drink plenty of water.
2. Eat breakfast like a king, lunch like a prince, and dinner like a beggar.
3. Eat more foods that grow on trees and plants, and eat less food that is manufactured in plants.
4. Live with the 3 E’s – Energy, Enthusiasm, and Empathy.
5. Play more games and read more books than you did in 2009.
6. Sit in silence for at least 10 minutes each day and reflect or meditate.
7. Sleep for 7 to 8 hours.
8. Take a 10-30 minute walk daily. And while you walk, smile.



### Personality:

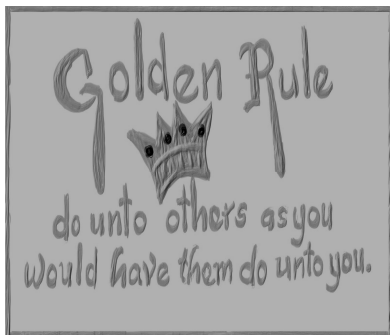
9. Don’t compare your life to others. You have no idea what their journey is all about.
10. Don’t have negative thoughts on things you cannot control. Instead, invest your energy in the positive, present moment.
11. Don’t overdo it. Know and keep your limits.
12. Don’t take yourself so seriously. No one else does.
13. Don’t waste your precious energy on gossip.
14. Dream more while you are awake.
15. Envy is a waste of time. You already have all you need.
16. Forget issues of the past. Don’t remind your partner with his/her mistakes of the past. That will ruin your present happiness.
17. Life is too short to waste time hating anyone. Don’t hate others.
18. Make peace with your past so it won’t spoil the present.
19. No one is in charge of your happiness except you.
20. Realize that life is a school and you are here to learn.
21. Smile and laugh more.
22. You don’t have to win every argument. Agree to disagree.

### Society:

23. Call your family often.
24. Recycle for the environment.
25. Forgive everyone for everything.
26. Spend time with people over the age of 70 and under the age of 6.
27. Try to make at least three people smile each day.
28. What other people think of you is none of your business.
29. Your job won’t take care of you when you’re sick. Your friends will; stay in touch.

### Life:

30. Do the right thing!
31. Get rid of anything that isn’t useful, beautiful, or joyful.
32. However good or bad a situation is, it will change.
33. No matter how you feel, get up, dress up, and show up.
34. Always remember that the best is yet to come.
35. When you wake up alive in the morning, be thankful.
36. Keep a journal and every day write at least one thing you’re thankful for.
37. Be kind to animals.
38. Your innermost being is always happy. So, be happy.





## Welcome New Clients!

*Here are some past clients, and new clients who became members of our "Real Estate Family" recently, whom we'd like to welcome, say thank you, and wish you all the best!*

**Bruce and Leisha Clendenen (past and treasured clients)**

**Chuck and Betty McMullen**

**Matt and Heather Murray**

*We love giving recognition to our new friends and our wonderful existing clients who are kind enough to refer their friends and relatives to us.*

## Jan/Feb Quiz Question

**What is also known as a pickled flower bud?**

*Everyone responding by calling or e-mailing us with the correct answer will be entered into a drawing for:*

**a \$25 VISA gift card to use wherever you like, just like cash!**

*Drawing to be held on 2/28/10*



## Nov/Dec Quiz Answer

**Question:** The name January is derived from the Roman god Janus. What is he the god of?

**Answer:** Gates and doors, beginnings and endings. His most prominent remnant in modern culture is his namesake, the month of January, which begins the new year.

source: <http://en.wikipedia.org/wiki/Janus>

## Congratulations to CJ Anderson

Your name was selected at random from all of the correct quiz entries and you'll receive a \$25 VISA gift card!

**Absolutely NO ONE sells more homes in *The Wood Streets* neighborhood than "The Sister Team"!!**

we **LIVE** in the neighborhood,  
we **WORK** in the neighborhood,  
we **KNOW** the neighborhood,  
we **SELL** the neighborhood!!!

[www.TheSisterTeam.com](http://www.TheSisterTeam.com)

# The Pet Page

## To Love Again

Oh what unhappy twist of fate  
has brought you homeless to my gate.  
The gate where once another stood  
to beg for shelter, warmth and food.

For from that day I ceased to be  
the master of my destiny.  
While she, with purr and velvet paw  
became within my house the law.

She scratched the furniture and shed  
and claimed the middle of my bed.  
She ruled in arrogance and pride  
and broke my heart the day she died.

So if you really think, oh cat  
I'd willingly relive all that.  
Because you come forlorn and thin  
well don't just stand there .... come on in!

—Author unknown



*If you've lost, or found, any type of creature (cat, dog, bird, tortoise, etc), please contact "The Sister Team" so that we may put its photo and/or description in this newsletter and on our website, so a happy reunion can be arranged with the proper owner!!*



## IMPORTANT NOTICE

"The Sister Team" is willing to donate money to help those who would like to adopt a needy (and doomed) pet from any animal shelter!

And **remember**....spaying and neutering is the most important thing we can do to help cats and dogs!

We are willing and able to *confidentially* help those who are unable or unwilling to spay or neuter their companion (or stray) animals.

Please contact us and we will donate our time and money to this most-important cause!

Together, forever and always .....  
for the animals!

--Tara and April

# Black History Month

Recognition of black history originated in 1926 by historian Dr. Carter G. Woodson as “Negro History Week”. It was later celebrated as Black History Month. Dr. Woodson chose the second week of February because it marked the birthdays of two Americans who greatly influenced the black American population: former President Abraham Lincoln, and abolitionist Frederick Douglass.

Until the study of black history, black Americans were absent from history books. Dr. Woodson established the Study of Negro Life and History in 1915, and a year later founded the widely respected Journal of Negro History



Dr. Carter G. Woodson

Other important dates in February that align with a study of black history are:

- 2/23/1868 — W.E.B. DuBois was born (civil rights leader and co-founder of the NAACP)
- 2/03/1870 — The 15th Amendment was passed — allowing black men to vote
- 2/25/1870 — The first black U.S. senator took office (Hiram R. Revels)
- 2/12/1909 — The NAACP (National Association for the Advancement of Colored People) was founded in New York City
- 2/21/1965 — Malcolm X is assassinated



## Valentine Word Search

- ARROW
- CANDY
- CHOCOLATE
- CUPID
- DATE
- FLOWERS
- FRIENDS
- GIFT
- JEWELRY
- KISSES
- LOVE
- PARTY
- ROSES
- SAINTE
- SWEET
- SWEETHEART
- VALENTINE

T	S	P	J	Y	R	I	F	E	V	O	L	X	S
T	R	H	E	S	D	K	T	R	P	V	Z	N	W
I	U	A	W	F	A	N	G	W	I	T	O	Z	E
M	D	T	E	N	U	I	A	E	B	E	U	J	E
D	Z	C	L	H	F	E	N	C	H	T	N	P	T
I	M	Q	R	T	T	I	D	T	O	A	K	D	X
P	Q	F	Y	A	T	E	K	L	I	L	O	N	S
U	B	V	J	N	I	D	E	Y	R	O	S	E	S
C	F	H	E	H	D	Y	T	W	K	C	K	K	U
C	F	L	O	W	E	R	S	I	S	O	S	N	M
H	A	O	W	E	A	C	S	E	S	H	Z	E	F
V	H	T	T	P	J	S	M	P	T	C	G	D	S
H	F	I	C	P	E	C	F	Z	N	A	X	K	X
L	E	S	U	S	U	W	O	R	R	A	D	K	J

## BUYERS of Real Estate:

Now is the time to buy! Are you aware how low prices and interest rates are? It's a great time to think about buying your first home (and/or investment property) — something that was a distant dream not too long ago.

Some great reasons to work with "The Sister Team":

- ◆ **No fees!** As a buyer, it costs you nothing to work with us. As a seller, fees are negotiable.
- ◆ We can show you ANY home on the market.
- ◆ Hire us for our 23 years' experience and continuing education. Our licenses have remained current and in good-standing since day one.
- ◆ We will guide you through the process of multi-page contracts, disclosures, and negotiations!
- ◆ We're a team, so you have more than one Realtor® working for you at any given time.
- ◆ We'll help you qualify for a loan at no cost or obligation.
- ◆ By owning real estate, you will build equity for future investments and education.

*Stop paying rent . . . and start planning for your future!*

## SELLERS of Real Estate:

"The Sister Team" is here to help with ALL of your real estate needs. Lately, we've had many people ask us questions about the ever-changing market. We can get you top dollar for your home in today's real estate market.

No one lists and sells more homes in the Wood Streets neighborhood! We want you to know that we can help you, and anyone you know, with all of the following concerns:

- ◆ facing foreclosure
- ◆ refinancing
- ◆ reverse mortgages
- ◆ bank repos or bank-owned properties
- ◆ loan modifications
- ◆ short sales

Don't hesitate to pass along our information to someone who may need help. Don't wait or it may be too late. We are your real estate consultants for life and we can help in all areas of the real estate industry. We appreciate all referrals and look forward to being of service.



**\$349,900** — 5825 Palm Avenue

"Wood Streets" ranch-style turnkey pool home which boasts two dozen fruit-bearing trees on almost half an acre overflowing with colorful wisteria, crape myrtle, hummingbirds and more! 3 bedrooms, 2 bathrooms, over 1800 square feet, hardwood floors, central air/heat, fireplace, family kitchen with knotty pine cabinetry, newer exterior paint, newer sprinklers, 2-car garage with workshop, Olympic-sized pool with changing room... the list goes on!

This home is just lovely and you will feel 'at one' with this 'home' as you walk in the front door!

*Featured property on [www.TheSisterTeam.com](http://www.TheSisterTeam.com).*



Happy  
Valentine's  
Day!



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Place  
Stamp  
Here

Chit Chat

## Referral Reward Program ...

We want to thank those of you who have participated in our Client Referral program! Marketing for new clients costs us tons of time, money and energy. Like any company, we need new clients to stay in business. Over the years we've found that looking for new clients takes away from the time we would rather be spending focusing on your goals, explaining your options, and providing the excellent service you expect.....*and deserve!*

If you refer your friends and relatives to us, everyone benefits. We can serve you better. We send you a nice gift. And we assure you that we'll take the very best care of anyone you refer to us.

If you want any friends, coworkers, relatives or business acquaintances to receive a free subscription to this newsletter, please contact us and we'll put them on the mailing list immediately.

It is our desire to build a business based on strong and lasting relationships.