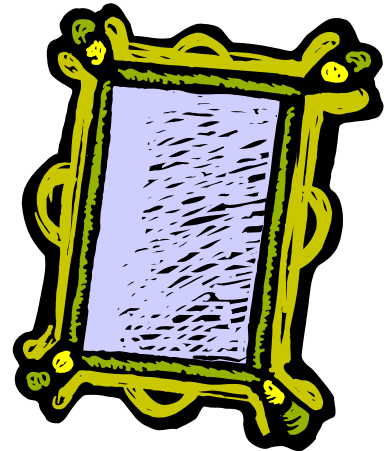


The House Of 1,000 Mirrors

Long ago in a faraway village, there was place known as the House of 1,000 Mirrors.

A happy little dog learned of this place and decided to visit. When he arrived, he bounced happily up the stairs to the doorway of the house. He looked through the doorway with his ears lifted high and his tail wagging as fast as it could. To his great surprise, he found himself staring at 1,000 other happy little dogs with their tails wagging just as fast as his. He smiled a great smile, and was answered with 1,000 great smiles just as warm and friendly. As he left the house, he thought to himself, "This is a wonderful place. I will come back and visit it often."



Another little dog, who was not happy like the first one, decided to visit the House. He slowly climbed the stairs, his head hung low as he looked through the doorway. When he saw the 1,000 unfriendly looking dogs staring back at him, he growled at them, and was horrified to see 1,000 little dogs growling back at him. As he quickly backed away from the door, he thought to himself, "This a horrible place, and I will never go back there again."

**All the faces in the world are mirrors.
What reflections do we see in the faces
of the people we meet?**

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Help For The Terminally Tardy

Are you always running late? Maybe you're legitimately busy, but sometimes chronic lateness springs from other factors. The danger is that being late all the time will give you a reputation for being undependable and/or careless.

Take better control of your time by considering these psychological causes for being constantly behind schedule:

Adrenalin. For some people, rushing to every meeting and event provides excitement. If you're enjoying the chase too much, look for other activities to fill your need for thrills. Skydiving, maybe?

Control. Making other people wait for you – instead of the other way around – is one way to feel you're the one in control. The problem is, important people like family, friends, customers and the boss don't like it. Remind yourself that other people's time is important, too.

Validation. Being busy can be one measure of success: "Look at all my customers/projects/ places to go/people to see!" But if you overextend yourself, you'll burn out. Could you consider measuring "success" by standards other than how "busy" you are?

Anger. Sometimes we "punish" people by forcing them to waste time waiting for us. This rarely solves any problems and may exacerbate them. If you've got an issue, talk it out openly. You'll both save a lot of time.

Housework Humor

Spring begins on March 20, and around this time the thoughts of some turn to spring cleaning. But not everyone, as you'll see from these quotes:

Housework is something you do that nobody notices until you don't do it. – Evan Esar

Nature abhors a vacuum. And so do I. – Anne Gibbons

Cleaning your house while your kids are still growing is like shoveling the walk before it stops snowing. – Phyllis Diller

Cleanliness is not next to godliness. It isn't even in the same neighborhood. No one has ever gotten a religious experience out of removing burned-on



WELCOME NEW CLIENTS

Here are some of the new clients who became members of our "Real Estate Family" this past month. I'd like to welcome you and wish you all the best!

*The Olson's
Vanessa Rodriguez
The Hudson's*

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

cheese from the grill of the toaster oven. – Erma Bombeck

My idea of housework is to sweep the room with a glance. – Anonymous

Always keep several get well cards on the mantle, so if unexpected guests arrive, they'll think you've been sick and unable to clean. – Maxine

I'm not going to vacuum 'til Sears makes one you can ride on. – Roseanne Barr

I hate housework. You make the beds, you wash the dishes and six months later you have to start all over again.
– Joan Rivers

Housework is a treadmill from futility to oblivion with stop-offs at tedium and counterproductivity. – Erma Bombeck

Conran's rule of housework: It expands to fill the time available plus half an hour.
– Shirley Conran

When it comes to housework the one thing no book of household management can ever tell you is *how* to begin. Or maybe I mean *why*. – Katharine Whitehorn

If your house is really a mess and a stranger comes to the door, greet him with, "Who could have done this? We have no enemies." – Phyllis Diller

Dust is a protective cover. – Anonymous

How To Work Through Conflict

Conflicts in your business and personal life can get out of hand when people stop listening to each other and instead concentrate on defending their positions. When you sense that a simple disagreement is about to spiral out of control, follow these steps:

Be quiet. Once you realize you're not saying anything constructive, stop talking. Let the other person continue until he or she realizes you've disengaged from the power struggle.

Listen and ask questions. Pay attention to the other person's words, and try to figure out what he or she really wants. The real issue behind your disagreement may be hidden. Ask questions that will test your theories and draw the other person out: "Do you think I'm questioning your judgment?"

Respond to what you hear. Keep probing and paraphrasing until the person calms down and no longer feels threatened or defensive. Once people realize that you're genuinely interested in understanding what they have to say, they'll get back to discussing the situation rationally.

Bullying: What Parents Can Do

Bullying can be a serious problem for children. But often it's not obvious to their parents, and even when it becomes clear, stopping it isn't easy. Here's what to look for, and what to do about it:

What To Look For:

- Decline in school performance.
- Reluctance to go to school.
- Unexplained bruises or torn clothing.
- Difficulty sleeping.
- Complaints of headaches, stomach aches, or other physical problems.
- Excessive moodiness or depression.
- Lack of friends or social activities.

What To Do:



First, talk to your child. Maintain open lines of communication by asking what happened at school that day and showing interest in his or her activities. Encourage your child to open up when something seems wrong. Listen attentively, and don't downplay real concerns. Ask for details – what happened, who was involved, who else saw it, and so on.

Talk to the school. Contact your child's teacher and principal if you believe bullying is going on. Because bullying frequently takes place out of adults' sight, they may not know what's happening. Explain the situation and ask for their help. In many cases they'll be able to help resolve things.

Teach children how to respond. Don't suggest retaliation, but do talk over some coping strategies, such as telling the bully "I don't like this," and walking away, or yelling "No!" or "Stop!" and then going to an adult for help. Role-play some of the most common scenarios with your child to help him or her get comfortable with the response.

Do what you can to boost your child's self-confidence. That might mean giving them the opportunity to join a club or sports team outside of school; taking lessons in something they really enjoy and want to excel at, like painting or skateboarding; and reminding your child that you're in their corner. Being more confident can help a child avoid being chosen as a victim.

Which Door Are You Looking At?

When one door of happiness closes, another opens; but often we look so long at the closed door that we do not see the one which has opened for us. – *Helen Keller*

Don't Become A Smoke Detector Statistic

Are you checking your smoke detector at least once every six months, if not more frequently? Although the average life of a smoke detector can span as long as 10 to 15 years, the devices can go on the blink, and you wouldn't know it. About 30 percent of smoke detectors fail after 10 years, according to a recent report, and about 50 percent of them shut down after 15 years. Though your smoke detectors might emit a sound when you test them, that doesn't necessarily mean the devices are working and will alert you to smoke or fire.

And if your smoke detectors aren't battery operated or don't have a battery backup – replace them. Detectors hard-wired into your electrical system won't work during a power outage, and we all know that can happen anytime.

Taking just a few minutes to test your smoke detectors and replace the batteries will help prevent you from becoming one of these statistics: 40 percent of home fire deaths happen in homes with no smoke detectors, and another 23 percent happen in homes with detectors that don't work.

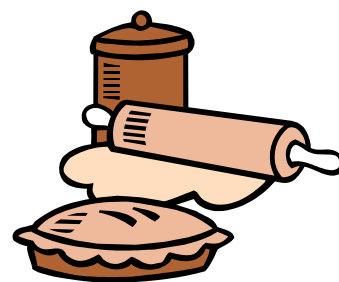
Time To Change The Time

Daylight Saving Time begins March 13 and most of us “spring forward” – that is, turn our clocks ahead one hour. You'll get that hour back on November 6, when we “fall back.”

When Is “Generic” Good?

The word “generic” has something of a bad reputation; many people think of it as synonymous with bland, boring, ordinary. But at the grocery store and pharmacy, “generic” can mean saving money without giving up on quality. Here are some generic products that the consumer finance Web site WalletPop counsels shoppers to embrace:

- **Medicine.** Pharmaceutical makers are required to include the same ingredients in generic medications that are used in name brands, making them just as effective and safe – and less expensive.
- **Cereal.** Generic breakfast cereal generally runs about 25 to 50 percent less than the name brand, and it frequently has the same taste and comes in larger boxes.
- **Basic cooking staples.** Flour, salt, sugar, and other pantry items are exactly the same no matter what name is on the package, making generic flour, for example, more economical than a name brand.
- **Electronic cables.** Your brand-new big screen plasma TV doesn't really need the most expensive brand of cables on the market. Salespeople may suggest a particular manufacturer, but you'll get the same signal transfer with a generic.
- **Cosmetics.** Makeup and other beauty products aren't patented, so drugstores and manufacturers can offer duplicates at about half the price.



What Do Your Words Say About You?

The words you use say a lot about you. A strong vocabulary doesn't depend on your ability to slip words like "obstreperous" or "conterminous" into casual conversation, but simply using language that fully expresses what you're trying to say. Here are some tips for building a good vocabulary:

Read widely. The best way to learn new words is to expose yourself to them as much as possible. Don't limit yourself to industry journals and popular novels. Read magazines from outside your industry and books that challenge you with their language.

Use the dictionary. When you run across an unfamiliar word, look it up promptly. These days you can find the meanings of unfamiliar words easily on the Internet instead of paging through that massive edition of Webster's sitting on your bookshelf.

Practice new words. Don't just read them silently; speak new words out loud so you're comfortable with them and can pronounce them correctly. Then look for opportunities to use them in conversation – not to draw attention to yourself, but to get into the habit of expanding your vocabulary.

Play word games. Take the occasional vocabulary quiz; work on crossword puzzles; play Scrabble or Boggle or any other word game you can find. You'll think about words differently and learn new ones as you go.

January Quiz Answer

Question: In February many of us will watch a program with "XLV" in its title; what number does XLV stand for?

Answer: 45 (as in Super Bowl XLV).

Source: sports.espn.go.com

Congratulations to

Brenda Comings

Your name was selected at random from all of the correct quiz entries

**Watch for your name
in a coming month!**

Courage is what it takes to stand up and speak; courage is also what it takes to sit down and listen.

Winston Churchill

March 17: St. Patrick's Day Sillies

Q: What do you call fake stone in Ireland?

A: A sham rock.

Q: What do you get if you cross poison ivy with a four-leaf clover?

A: A rash of good luck.

Q: How can you tell if an Irishman is having a good time?

A: He's Dublin over with laughter!

Q: What kind of music does a leprechaun band play?

A: Shamrock 'n' roll.



It is a scientific fact that your body will not absorb cholesterol if you take it from another person's plate.

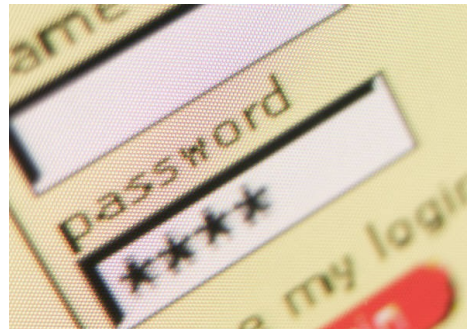
– Dave Barry

Don't Use These Passwords

"Password" used to be a game show. Now it's a defensive precaution against hackers and identity theft. Don't make it easy for someone else to invade your privacy online.

A study of more than 32 million exposed passwords (conducted by Internet security firm Imperva) revealed the 10 most common. Don't use these:

- 123456
- 12345
- 123456789
- Password
- iloveyou
- princess
- rockyou
- 1234567
- 12345678





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March Quiz Question

**Where is the zonule
of Zinn found?**

Everyone who faxes, emails or calls in the correct answer by the last day of this month will be entered into a drawing for a \$25 gift certificate

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