



## From Resolution to Reality

Starting out well with our New Year's Resolutions isn't usually so difficult. Getting past the starting point and turning that resolution into a way of everyday life is the hard part. What is it that so many of us lack when it comes to following through on those good intentions? It doesn't take much to make those resolutions a reality if you know what steps to take. Try these:

- ◆ First and most importantly you will make the decision to change your behavior and your old habits to achieve your goals.
- ◆ Define your vision. Make sure you know exactly what you really want, be clear and specific. Set as many goals as you want long-term. Some of them may be huge; use your short-term goals to help you achieve long-term ones.
- ◆ Set up your plan by breaking your goal down into steps. Then each day, take action toward reaching your goals. The top 5 most important things on your daily action list should focus on your goals. Otherwise, you fall victim to the tyranny of the urgent.
- ◆ Be disciplined. Don't let an appetite of the moment steal any chance of certain, future success. Whatever tasks you begin - finish. A scattered path of unfinished tasks takes you out of the focus - fast!
- ◆ Be persistent, make healthy new choices become your new habits. "Anything we persist in doing becomes easier to do, not because the nature of the thing has changed, but because our ability grew." Lynda J. Jones.
- ◆ Stay focused. Tell people about your goals. It is also very important to tell yourself you will achieve the goal.
- ◆ Make the goal your own. Do it for you, not a spouse, parent, child, boss, or anyone other than yourself.
- ◆ Don't overdo it, set no more than a few goals at a time.
- ◆ Make a list of reasons you want to achieve this goal. By answering these questions. What do you want to change about your life and why? How will achieving this goal improve your life?
- ◆ Use your list to make affirmation cards and use the cards as reminders of your goal. Tape the cards in places you will see them constantly. Ex: desk, fridge, car, shower, vanity mirrors, on your computer, work locker, etc.
- ◆ Be true to yourself. Don't make excuses, remind yourself of what you want, and why.
- ◆ Finally, reward yourself and celebrate each success.

BRIAN ORTIZ  
REAL ESTATE BROKER

### B SQUARE REAL ESTATE MISSION

**"B SQUARE REAL  
ESTATE IS  
STRIVING TO  
BUILD A GREAT  
REPUTATION,  
NOT FOCUSING  
ON A HUGE  
PROFIT"**

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## DID YOU KNOW?

The pig is rated the fourth most intelligent animal

**If you, or someone you know, would like information about the possible sale of a home, call us anytime at 821-0852. We have buyers just waiting for the right house. That house may be your house.**

## REAL ESTATE QUESTION

### **What is a List-to-sell ratio?**

This ratio, expressing the list price of homes over the selling price, will reveal drops in prices. Ratios are given for periods of time -- say, a month or a quarter -- showing the effect of price reductions on time on the market.

### **Do you have a question about Real Estate?**

If you have a question please feel free to call me at **363-8358**.

## STOP AND THINK

One day, when I was a freshman in high school, I saw a kid named Kyle from my class walking home from school. It looked like he was carrying all of his books. I thought to myself, "Why would anyone bring home all his books on a Friday? He must really be a nerd." I had a weekend of parties and a football planned, so I shrugged my shoulders and went on.

As I was walking, I saw a bunch of kids running at him, knocking all his books out of his arms, and tripping him so he landed in the dirt. His glasses went flying, and I saw them land in the grass about ten feet from him. He looked up and I saw this terrible sadness in his eyes. My heart went out to him. So, I jogged over to him and as he crawled around looking for his glasses with a tear in his eye. As I handed him his glasses, I said, "Those guys are jerks". He looked at me and said, "Hey thanks!" There was a big smile on his face. It was one of those smiles that showed real gratitude. I helped him pick up and carry some of his many books and we talked all the way home.

He turned out to be a pretty cool kid. We hung out all weekend and the more I got to know Kyle, the more I liked him, and my friends thought the same of him.

Monday morning came and there was Kyle with the huge stack of books again. I stopped him and said, "Boy, you are gonna really build some serious muscles with this pile of books everyday!" He just laughed and handed me half the books.

Over the next four years, Kyle and I became best friends. When we were seniors, we began to think about college. Kyle was valedictorian of our class and he had to prepare a speech for graduation. By graduation time he had really found himself, he looked great.

As he started his speech, he cleared his throat, and said, "Graduation is a time to thank those who helped you make it through those tough years. Your parents, your teachers, your siblings, maybe a coach...but mostly your friends...I am here to tell all of you that being a friend to someone is the best gift you can give them. I am going to tell you a story."

I watched in disbelief as he told the story of the day we met. He had planned to kill himself over the weekend. He talked of how he had cleaned out his locker so his Mom wouldn't have to do it later and was carrying his stuff home. He looked hard at me and gave me a little smile. "Thankfully, I was saved. My friend saved me from doing the unspeakable."

I heard the gasp go through the crowd as this handsome, popular boy told us all about his weakest moment. I saw his Mom and dad looking at me and smiling that same grateful smile. Not until that moment did I realize it's depth.

Never underestimate the power of your actions. With one small gesture you can change a person's life. For better or for worse. God puts us all in each other's lives to impact one another in some way.

**Yesterday is history. Tomorrow is mystery. Today is a gift.**

Are you thinking about buying a home or investing? Or do you know someone who is? We provide a **FREE, Comparative Market Analysis** to help determine the value of a home, all you have to do is call.

**REAL ESTATE TIP**

You probably know that it's not a good idea to make too many claims on your homeowners insurance policy because your insurer could drop you.

What you might not know is that making a claim could make selling your home more difficult down the road. What's more, you could find your home's value damaged or a sale jeopardized even if a previous owner, and not you, made a claim.

Insurers increasingly are using a huge industry database, called the Comprehensive Loss Underwriting Exchange or CLUE, to drop or deny coverage based on a home's history of claims or damage reports.

Be aware, insurance companies are terrified of rising losses from water and mold damage. So a single report of water-related problems may be enough for insurers to shun your home.

**THOUGHT OF THE MONTH**

"A goal properly set is a goal halfway reached."  
Zig Ziglar

**REAL ESTATE STATS FOR THE ALBUQUERQUE METRO AREA**

For the Month of: December

Homes sold: 803

Homes listed: 1227

Average price of home sold: \$228,015

Average days on the Market: 45

*Compared to previous month:*

For the Month of: November

Homes sold: 889

Homes listed: 1530

Average price of home sold: \$228,603

Average days on the Market: 36

**COMEDY CORNER**

THE LAKE

Jill: I just don't understand the attraction golf holds for men.

Mary: TELL me about it! I went golfing with my husband one time, and he told me I asked too many questions!

Jill: Well, I'm sure you were just trying to understand the game. What questions did you ask?

Mary: I thought I asked legitimate questions . . . like, "Why did you keep hitting the ball into that lake?"

**COOKING CENTRAL**

**CHICKEN CORDON BLEU**

**Ingredients**

6 skinless, boneless chicken breast halves    6 slices Swiss cheese    6 slices ham  
3 tbsp all-purpose flour    1 tsp paprika    6 tbsp butter    1/2 c dry white wine  
1 tsp chicken bouillon granules    1 tbsp cornstarch    1 c heavy whipping cream

**Directions**

Pound chicken breasts if they are too thick. Place a cheese and ham slice on each breast within 1/2 inch of the edges. Fold the edges of the chicken over the filling, and secure with toothpicks. Mix the flour and paprika in a small bowl, and coat the chicken pieces.

Heat the butter in a large skillet over medium-high heat, and cook the chicken until browned on all sides. Add the wine and bouillon. Reduce heat to low, cover, and simmer for 30 minutes, until chicken is no longer pink and juices run clear.

Remove the toothpicks, and transfer the breasts to a warm platter. Blend the cornstarch with the cream in a small bowl, and whisk slowly into the skillet. Cook, stirring until thickened, and pour over the chicken. Serve warm.

Brian Ortiz  
B<sup>2</sup> Real Estate  
6739 Academy Rd NE Suite 140  
Albuquerque, NM 87109

TO OUR VALUED CLIENT

**B<sup>2</sup> NEWSLETTER**

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***IF YOU, OR  
SOMEONE YOU  
KNOW, IS  
THINKING ABOUT  
BUYING, SELLING,  
INVESTING IN, OR  
REFINANCING  
REAL ESTATE, WE  
WOULD LOVE TO  
BE THE ONES YOU  
CALL.***

Cell: (505) 363-8358  
Office: (505) 821-0852  
Toll free (866) 821-0852

6739 Academy Rd NE  
Suite 140  
Albuquerque, NM  
87109  
Fax: (505) 821-0854

[brian@bsquarerealestate.com](mailto:brian@bsquarerealestate.com)

**THANK YOU! THANK YOU! THANK YOU!**

Thanks for all the great referrals you have given me this past month. I feel it is my obligation to provide my customers with the BEST Real Estate service from the BEST Real Estate Company in the nation. I would like to personally thank the following people for their referrals. It is wonderful people like you whom I build my business upon. I just couldn't do it without you.

**June Polinko  
Valued Client**

**Waylen Chavez  
B Square Agent**

**Ralph and Janelle Arias  
Valued Clients**

This newsletter is for information purposes only. It is not intended as a solicitation if your home is