



When will you start living?

If you've come to find that you are not living the life you would like to be living, self-perception, self-esteem, and self-motivation is your key to paradise. Self-motivation is central to everything positive that you want to do in your life. It is crucial to your well being and your self-esteem. Why? Because if you want to improve your self-esteem or improve yourself and your life, in any way at all, you first need the inner desire and will to do it. Without that there is no drive to get the things you want out of life. **You need self-motivation because:**

- You cannot always rely on others to encourage you, if you have positive friends who are always there when you need them then you are indeed lucky and very much in the minority. If you are lonely or have few friends when you face any difficulties in your life you must rely on your own motivation to get you through. Lack of self-motivation at that time could lead to depression.
- You need self-motivation to succeed because if you don't encourage yourself to accept opportunity and challenge who will?
- To plan and find direction in your life
- To take up a new activity, hobby or challenge
- To be enthusiastic about life and living
- To have the courage to see things through despite setbacks or negative comments from others

If you lack self motivation- here are some suggestions:

- **Focus on what you really enjoy doing**, such as a hobby you've always wanted to devote more time to. What's stopping you? Make YOU your priority. Give yourself more time to do the things you want to do.
- **Make a list** of things you'd like to improve on and how you're going to do it.
- **Review all the successes you've enjoyed** in every area of your life, totally forget any negatives, just positive successes here!
- **Start an exercise program** - force yourself to do it, it'll make you feel much more positive.
- **Contact a positive friend** and have a chat.
- **Stay away from (or stand up to) people who put you down** or people who are generally negative, they will bring you down and suck the life out of you. You can't change them, but you can change how they affect you.
- **Read inspiring books** that will help heal your mind and improve your attitude. Following are some highly recommended books.

How to Raise your Self Esteem
by Nathaniel Branden

Self Help Stuff that Works!
by Adam Khan

7 Habits of Highly Effective People
by Stephen R. Covey

How to Win Friends and Influence People
by Dale Carnegie

The most important step of all is to **GET WITH IT AND STICK WITH IT**. Don't waste another day of your precious life. You have what it takes to improve your life. Start living!

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?

Charlie Chaplin once won third prize in a Charlie Chaplin look-alike contest.

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.

WILL WORK FOR REFERRALS

REAL ESTATE QUESTION

How can I find out what my property tax bill will be?

For a precise projection, call the local assessor's office for assistance, or ask your real estate professional.

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

There was a carpenter who was ready to retire. He told his employer of his plans to leave the house building business and live a more leisurely life with his wife enjoying his family. The contractor was sorry to see his good worker go and asked if he could build just one more house as a personal favor. The carpenter said yes, but in time it was easy to see that his heart was not in his work. He resorted to shoddy workmanship and used inferior materials. It was an unfortunate way to end his career. When the carpenter finished his work and the builder came to inspect the house, the contractor handed the front-door key to the carpenter. "This is your house," he said, "my gift for your retirement as a token of my appreciation." What a shock! What a shame! If he had only known he was building his own house. He would have done it all so differently. Now he had to live in the home he had built none too well. So it is with us. We build our lives in a distracted way, reacting rather than acting, willing to put up less than the best. At important points we do not give the job our best effort. Then with a shock we look at the situation we have created and find that we are now living in the house we have built. Think about your house. Each day you hammer a nail, place a board, or erect a wall. Build wisely. It is the only life you will ever build. Even if you live it for only one day more, that day deserves to be lived graciously and with dignity. The plaque on the wall says, "Life is a do-it-yourself project." Your life tomorrow will be the result of your attitudes and the choices you make today.

REAL ESTATE TIP

Robert Bass, who has practiced law in Phoenix, Arizona since 1978, provides the following Real Estate Tip.

Unfortunately, residential transactions have seen an alarming increase in the number of claims and lawsuits. Of these claims, the majority are filed against sellers, by their buyers. Home sellers who think they can "go it alone" might want to seriously ponder the observations of a lawyer who has defended many sellers and real estate agents against claims made by "the Buyer from Hell."

In most states, the process by which title to real property is transferred is rather complicated, and the typical home seller is not familiar with the many legal issues that can and do arise, even in a fairly simple transaction. Important decisions must be made concerning contract terms, escrow matters, transfer of title, apportionment of costs and any number of other matters. Also, bear in mind that a simple missing word, or a mistake in grammar can create a dispute which, in turn, can give rise to a lawsuit. Aside from the problem of drafting the contract language itself, sellers can face other dangers as well. For example, did you know:

- In most states, there are substantial risks involved when a seller agrees to "carry back" a note from the buyer; risks that can cost you thousands of dollars?
- Your good credit rating could be ruined by your buyer's default, many months, or even years, after that buyer "assumes" your loan?
- A clever buyer may be able to stay in possession of your property for many months after he defaults on the contract, and in effect "live for free" at your expense?
- Most buyer complaints involve alleged damages of less than \$10,000, yet it can cost you thousands in attorney's fees to defend such a claim?

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.

THOUGHT OF THE MONTH

If you hear a voice within you say 'you cannot paint,' then by all means paint, and that voice will be silenced.

Vincent Van Gogh

COMEDY CORNER

CONFUSED

A cop pulls over a carload of nuns.

Cop: "Sister, this is a 65 MPH highway -- why are you going so slow?"

Sister: "Sir, I saw a lot of signs that said 22, not 65."

Cop: "Oh sister, that's not the speed limit, that's the name of the highway you're on!"

Sister: Oh! Silly me! Thanks for letting me know. I'll be more careful. At this point the cop looks in the backseat where the other nuns are shaking and trembling.

Cop: Excuse me, Sister, what's wrong with your friends back there? They're shaking something terrible.

Sister: Oh, we just got off of highway 119.

COOKING CENTRAL

Beef Barbecue

Serves 15 – 20

- 2 ½ to 3 lbs chuck roast
- 1 large onion, chopped
- ½ cup celery, diced
- 2 Tbs vinegar
- 4 Tbs Lemon juice (Real Lemon)
- 2 Tbs Brown Sugar
- 1 cup Ketchup
- 3 Tbs Worcestershire Sauce
- 1 tsp chili powder
- 1 ½ cups water

Place raw beef in a roasting pan. Place cut up onion and celery on top of meat. Combine remaining ingredients and pour over top. Cover and bake at 350 degrees until meat is very tender (3–4 hours). Remove fat and bone. Shred meat using 2 forks and return to sauce. Mix and add salt and pepper to taste. Serve on buns.

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TO OUR VALUED CLIENT

B² NEWSLETTER

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

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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.

Ron Perea
Valued Client

Lisa Cordova
B Square Agent

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