



## How Can I Manage Stress Better?

### 1. Become aware of your stressors and your emotional and physical reactions.

Notice your distress. Don't gloss over your problems. Determine what events distress you. Determine how your body responds to the stress. Do you become nervous or physically upset?

### 2. Recognize what you can change.

If you can't avoid or eliminating your stressors completely, can you shorten your exposure to stress (take a break, leave the physical premises)?

Can you devote the time and energy necessary to making a change (goal setting, time management techniques, and delayed gratification strategies may be helpful here)?

### 3. Reduce the intensity of your emotional reactions to stress.

The stress reaction is triggered by your perception of danger...physical danger and/or emotional danger. Are you viewing your stressors in exaggerated terms and/or taking a difficult situation and making it a disaster? Are you expecting to please everyone?

Are you overreacting and viewing things as absolutely critical and urgent? Do you feel you must always prevail in every situation?

Work at adopting more moderate views; try to see the stress as something you can cope with rather than something that overpowers you.

Try to temper your excess emotions. Put the situation in perspective. Do not labor on the negative aspects and the "what if's."

### 4. Learn to moderate your physical reactions to stress.

Slow, deep breathing will bring your heart rate and respiration back to normal.

Relaxation techniques can reduce muscle tension. Medications, when prescribed by a physician, can help in the short term in moderating your physical reactions. However, they alone are not the answer. Learning to moderate these reactions on your own is a preferable long-term solution.

### 5. Build your physical reserves.

Exercise for cardiovascular fitness three to four times a week and eat well-balanced, nutritious meals. Maintain your ideal weight. Avoid nicotine, excessive caffeine, and other stimulants.

Mix leisure with work. Take breaks and get away when you can.

Be sure to get enough sleep and be as consistent with your sleep schedule as possible.

### 6. Maintain your emotional reserves.

Develop some mutually supportive friendships/relationships. Pursue realistic goals which are meaningful to you, rather than goals others have for you that you do not share. Expect some frustrations, failures, and sorrows. Always be kind and gentle with yourself.

BRIAN ORTIZ  
REAL ESTATE BROKER

### B SQUAD REAL ESTATE MISSION

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

#### What's Inside:

#### How Can I Manage Stress..1

B <sup>2</sup> Mission	1
Stop and Think	2
Did you Know?	2
Real Estate Question	2
Dear Clients...	3
Network Center	4
Real Estate Tip	5
Comedy Corner	5
Cooking Central	5
Thought of the Month	5
Real Estate Stats	5
Thank You	6

## DID YOU KNOW?

An office desk has 400

**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.**

## REAL ESTATE QUESTION

**The buyer now wants out of the contract to buy my home. Both parties have signed the contract. What are my rights, and do I have to keep my home?**

Your agent can attempt to talk to the buyers agent and find out what the problem is and try to resolve it. If not, you can't generally force them to go through with the transaction. What you can do, if you can prove damages, is try to recover the damages in court or through arbitration.

## 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

A lecturer, while explaining stress management to an audience, raised a glass of water and asked "How heavy is this glass of water?" Answers called out ranged from 20g to 500g. The lecturer replied, "The absolute weight doesn't matter.

It depends on how long you try to hold it. If I hold it for a minute, that's not a problem. If I hold it for an hour, I'll have an ache in my right arm. If I hold it for a day, you'll have to call an ambulance.

In each case, it's the same weight, but the longer I hold it, the heavier it becomes." He continued, "And that's the way it is with stress management. If we carry our burdens all the time, sooner or later, as the burden becomes increasingly heavy, we won't be able to carry on. " "As with the glass of water, you have to put it down for a while and rest before holding it again. When we're refreshed, we can carry on with the burden."

"So, before you return home tonight, put the burden of work down. Don't carry it home. You can pick it up tomorrow. Whatever burdens you're carrying now, let them down for a moment if you can."

Here are some great ways of dealing with the burdens of life:

- \* Accept that some days you're the pigeon, and some days you're the statue.
- \* Always keep your words soft and sweet, just in case you have to eat them.
- \* Drive carefully. It's not only cars that can be recalled by their maker.
- \* If you can't be kind, at least have the decency to be vague.
- \* If you lend someone \$20 and never see that person again, it was probably worth it.
- \* It may be that your sole purpose in life is simply be kind to others.
- \* Never put both feet in your mouth at the same time, because then you won't have a leg to stand on.
- \* Nobody cares if you can't dance well. Just get up and dance.
- \* When everything's coming your way, you're in the wrong lane.
- \* We could learn a lot from crayons... Some are sharp, some are pretty and some are dull. Some have weird names, and all are different colors, but they all have to live in the same box.
- \* You may be only one person in the world, but you may also be the world to one person.

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**

*You will never be happier than you expect.*

*To change your happiness, change your expectation.*

Bette Davis

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

For the Month of: February

Homes sold: 673

Homes listed: 1836

Average price of home sold:

\$225,795

Average days on the Market:

45

*Compared to previous month:*

For the Month of: January

Homes sold: 669

Homes listed: 1969

Average price of home sold:

\$227,13

Average days on the Market:

47

**REAL ESTATE TIP**

A Lease Option basically means you are leasing or renting a property with an option to buy it at a future date.

The future price of the property should be fixed at the time the lease-option is signed. Usually there is an up-front payment of some amount to purchase the option. The amount can vary. Sometimes the monthly payment is larger than normal and the excess is used to purchase the option. In some cases, the option money can be applied toward the down payment for the later purchase of the home.

Reasons people may benefit from a lease option are the possible increased ability to sell a house during a slow market. Or when a buyer cannot qualify for a home loan, but expects that they will be able to qualify after a period of time.

**COMEDY CORNER**

3 Men were waiting to go to heaven. St Peter was at the gate and said, "However good you were to your wife that is the vehicle you will get in heaven".

The first guy comes up to the gate and says, "I never, ever cheated on my wife and I love her". So St. Peter gives him a Rolls Royce.

The next man comes up and says, "I cheated on my wife a little but I love her." He gets a mustang and drives off into heaven.

The next guy came up and said, "I cheated on my wife alot". He gets a scooter.

The next day the guy with the scooter was riding along and he saw the guy who owned the Rolls Royce crying.

He asked, "Why are you crying you have such a nice car?" and the man sobbed, "My wife just went by on roller skates".

**COOKING CENTRAL**

**BAKED ARTICHOKE SQUARES**

- |                                                     |                       |                               |
|-----------------------------------------------------|-----------------------|-------------------------------|
| No-Stick Cooking Spray                              | 3 tbs. Oil            | 1 c chopped fresh mushrooms   |
| 1/4 c thinly-sliced celery                          | 1 clove minced garlic | 1/3 c chopped green onion     |
| 1 can (14 oz) artichoke hearts, drained and chopped |                       | 1/4 tsp. cayenne              |
| 1/2 tsp. dried marjoram leaves                      |                       | 1/4 tsp. dried oregano leaves |
| 1 c shredded Cheddar Cheese (about 4 ounces)        |                       |                               |
| 1 c shredded Monterey Jack cheese (about 4 ounces)  |                       | 2 eggs , slightly beaten      |

**Pastry:**

- |                           |               |           |            |
|---------------------------|---------------|-----------|------------|
| 1-1/2 c all-purpose flour | 1/2 tsp. salt | 1/2 c Oil | 1/4 c milk |
|---------------------------|---------------|-----------|------------|

**Preheat** oven to 350°F. Spray a 13x9-inch baking pan with No Stick Cooking Spray; set aside.

**For Filling**, heat Oil in medium skillet. Add mushrooms, celery and garlic. Sauté until celery is tender. Remove from heat. Stir in artichoke hearts, green onion, marjoram, oregano and cayenne. Add Cheddar cheese, Monterey Jack cheese and eggs. Mix well. Set aside.

**For pastry**, combine flour and salt in medium mixing bowl. Blend Oil and milk in small mixing bowl; add to flour mixture. Stir with fork until mixture forms a ball. Press dough in bottom and slightly up the side of the prepared pan.

**Spread** cheese mixture on crust; bake 30 minutes, or until center is set. Cool slightly. Cut into 24 squares. 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

Page 6 of 6

***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.

**Rowdy Soliel**  
**Valued Client**

**Waylon Chavez**  
**B Square Agent**

**Alfonso Garcia**  
**B Square Agent**

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