

“Wat's New?”

From Watson's Realty

November 2009

The Best Laid Plans...

In our last newsletter I told you that my Mom, my niece and I were going to go skydiving. It was more challenging than I ever imagined...

First of all, my niece ended up with some kind of Strep throat or Tonsillitis or something, so she couldn't go.

Then, my Mom and I drove 2 hours to Santa Barbara to get to the skydiving place. We got there in plenty of time only to find out that they were behind schedule due to early morning fog. We had a 1:00 PM jump time and hoped that we'd be able to jump by 4:00 PM.

We were fascinated by all the activity. People were getting into their gear, taking a brief lesson, staff was rolling and repacking parachutes, videos of jumpers were being shown, it was all so exciting to watch..

We went outside to watch the plane as it soared higher and higher so we could see just how high 13,000 feet looked from the ground. We got all excited as we saw the first tiny specks of skydivers as they left the plane. Then all of the sudden we would see the parachutes open up -- so many bright, different colors floating toward us.

As we watched them float down toward earth we could hear the laughter and the hootin' and hollerin' of people just having fun. We laughed with them and waited our turn.

Unfortunately, the weather didn't cooperate. It was the day before the big storm rolled in and about an hour before we were scheduled to jump, they had to stop for the day because of the clouds and bad weather. Of course, after the storm the weather has been clear and bright. Go figure.

Needless to say, we were pretty disappointed. Mom and I got back in the car and drove the two hours back to her house. We were quiet for a little while, but as we started to talk we realized that, even though we didn't get to skydive that day, we really enjoyed watching what was going on and learned a few things. We weren't bored at all the whole time we were there. We both decided that now we **really** want to go skydiving.

So, we're going to wait for Spring to make sure the weather is in our favor. I've also researched places much closer to her house so we won't have to drive so far. There's a place in Camarillo that is about 25 minutes away from her house that seems as though it will work out much better. We're also going to book an earlier jump time so if there are any delays, we don't get put off yet again.

Scott and I are also going to be doing something new in the next couple of weeks. You may have gotten a bright yellow envelope on your doorstep recently - at least those of you who live in the neighborhood.

Inside are cards from local businesses and people we know that we have worked with. Not that this isn't exciting enough (ha ha) but you might want to pay closer attention to what else might be inside the envelope.

Inside This Issue

- “I Heard You Say...”
- You Don't Need Feet To Dance
- Political Correctness
- Is This Your New Career?
- Nothing Beats Broccoli!
- Is Facebook Your Friend?
- Fore!
- Get Read - Get Results
- Aging Gracefully
- Enhancing Your Child's Literacy
- A Little Humor
- Believe In Your Future
- How To Succeed By Failing
- He Never Gave Up
- Silly Statements
- Write It/Save It
- New Approach To Problems

In one of the envelopes there will be a lucky golden ticket. If you find this golden ticket, you've just won \$100! That's right...we want you to open the envelopes and look at the businesses that advertising and in doing so, you just might find yourself \$100 richer!

So, pay attention and if you find the golden ticket, all you have to do is call us, let us know who you are and we'll ask you to come to our home office to pick up your money in exchange for the golden ticket.

Pretty exciting stuff, huh?

As we get moving into another holiday season I find myself surprised that it's November already. Halloween is over, the clocks have "fallen back", the World Series is over, and soon it will be Christmas.

I've spoken with a number of people who feel, just as I do, that somehow this year in particular seems to have gone be exceptionally fast. Is there something about this year that is different from other years? No one seems to be able to come up with a reason as to why it seems to have gone by in a flash.

Will next year feel the same way, or will it seem "slow"? Maybe it's just one of those mysteries of life.

Stay well everyone and have a Very Happy Thanksgiving!



JK & Scott
Watson's Realty
Your Real Estate Company For Life

"I Heard You Say..."

Take a tip from your favorite waiter or waitress: According to a study, 85 percent of customers like their order repeated back to them, because it makes them feel they're being heard. It also gives you the chance to make changes or corrections, but the most important effect is that it validates what you've said.

Use this as a guide to everyday conversations. Don't parrot back people's words all the time, of course, but paraphrase them often enough to show that you value what they're saying.

"You Don't Need Feet To Dance"

In 1982, teenager Sudha Chandran was a highly accomplished classical dancer with a promising future in her native India. That all changed when her right leg had to be amputated after a car crash. Though the incident brought her bright career to a halt, she didn't give up.

In the painful months that followed, she sought out an Indian doctor who had devoted his life to developing innovative artificial limbs, particularly a solid but flexible artificial foot. The doctor agreed to create a prosthesis for Sudha and studied the type of dance she used to do, tailoring the limb to allow many kinds of movement.

Sudha believed in herself and her dream, and began her courageous journey back to the world of dancing – learning to balance, bend, stretch, walk, turn, twist, twirl, and finally, dance.

In 1984, Sudha made a historic comeback by giving a public recital in Bombay. Her performance was met with thunderous applause, and invitations to dance flooded in from all over the world. A shrewd movie producer invited Sudha to tell her story on screen, launching Sudha's highly successful film and television career.

When Sudha was asked how she'd ever thought she'd dance again after such a setback, she said quite simply, "You don't need feet to dance."

Silly Statements

If you're a logophile – a lover of words – you might find yourself cringing as you read *these* words!

- Police were called to a day-care center where a three-year-old was resisting a rest.
- When fish are in schools they sometimes take debate.
- The short fortune teller who escaped from prison was a small medium at large.
- The dead batteries were given out free of charge.
- A dentist and a manicurist fought tooth and nail.
- A calendar's days are numbered.
- With her marriage she got a new name and a dress.
- If you take a laptop computer for a run, you could jog your memory.
- When she saw her first strands of gray hair, she thought she'd dye.
- Acupuncture: a jab well done.

Write It / Save It

Are you spending more money than you need to? It's a nagging worry, especially these days. Fortunately, you don't need an advanced degree in finance and accounting to analyze your spending.

Try this: Keep track of your spending for one week. Just one week – longer, and you'll probably get too busy. But you can hold onto your receipts and add them up for seven days. At the end of the week, separate and categorize your expenses (use a spreadsheet if that helps you visualize better). You'll see what you're spending your money on, and chances are you'll find at least a few areas where you can cut back.

Creativity is allowing yourself to make mistakes.
Art is knowing which ones to keep.
– Scott Adams

Rudeness is a weak imitation of strength.
– Eric Hoffer

I'd rather be a failure at something I love than a success at something I hate.
– George Burns

New Approach To Problems

At work, at home, even on vacation, there are always problems that need solving. Some problems are easy to solve with the same solutions that have always worked. Others call for a fresh thinking, an original approach. Try these tips for generating exciting, new ideas:

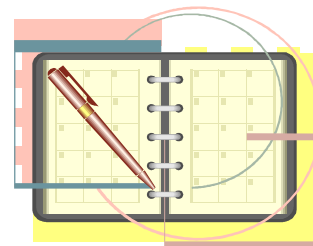
Rephrase your problem. Turn your problem around by describing it in different words. Instead of "How can we produce more widgets?" ask, "What's preventing us from producing X widgets a week?"

Dig deeper. Instead of focusing exclusively on the present situation, explore the background. When did the problem start, for example? What changed? Or, what are some of the underlying causes? What could you do about them?

Avoid either/or thinking. Don't limit the possibilities. Instead of "We can either raise revenues or cut costs," look for ways to do both, or find additional options. Maybe you have time to work on only one project, for example, but instead of neglecting the other, perhaps you can find someone else to get it started.

Ask for help. No matter how smart you are, an extra brain will usually help you find options you wouldn't have considered on your own. Someone else's eyes may see angles you hadn't spotted before. Go outside your usual circle of advisors for a different perspective.

Keep a log. Carry a small notebook and get into the habit of writing down your ideas as they occur to you, so they'll be accessible when you need them. Don't worry about how practical your ideas are in the beginning, or what they might apply to. Just looking through your list may spark a thought you wouldn't have found before.



A Little Humor

Some waiters discuss the menu with you as if they were sharing wisdom picked up in the Himalayas.

Seymour Britchky

I went to a restaurant that serves "breakfast at any time", so I ordered French Toast during the Renaissance.

Steven Wright

The first time I see a jogger smiling, I'll consider it.

Joan Rivers

I have a feeling there's a correlation between getting up in the morning and getting up in the world.

Milton Berle

No human being believes that any other human being has a right to be in bed when he himself is up. **Robert Lynd**

Life would be infinitely happier if we could only be born at the age of 80 and gradually approach 18. Mark Twain

There is still no cure for the common birthday.

John Glenn

I'm so old my blood type is discontinued.

Bill Dana

Believe In Your Future

When writer, actor, and political commentator Ben Stein arrived in Los Angeles as a young man to become a screenwriter, he very much wanted to buy a Mercedes 450 SLC. But even used, the Mercedes was far more than he could afford on his entry-level salary. When he explained this to the salesman at the Mercedes-Benz dealership, the salesman replied, "Don't you believe in your own future?"

It was the right question. Stein bought the car.

How To Succeed By Failing

Success is about...failure. At least, it's about learning how to fail without letting it stop you from moving forward. As personal and business coach Jane Herman writes:

"You've heard the expression, 'Anything worth doing is worth doing well.' Here's your new motto: 'Anything worth doing is worth being willing to do badly.' If something is important to you, then you've got to be willing to try it, even knowing that you may fail. If you have the attitude that you can't do something unless you can do it well, or perfectly, then you will never take a step. Be willing to take the step."

He Never Gave Up

In 1955 Harland Sanders was 65 years old and virtually broke. Fortunately, he possessed two things: a car, and a recipe for chicken. He took his recipe on the road to sell to restaurants, and the rest, as they say, is history.

Harland "Colonel" Sanders was the founder of Kentucky Fried Chicken, and now KFC restaurants serve more than 12 million customers every day in 109 countries and territories around the world. Colonel Sanders is proof that it's never too late to decide to never give up.

Do You Know The Watsons?

If you see Scott or JK at an Open House, on the street, in a store, or anywhere, just say "hi!"

We like meeting people and we're not shy about giving away gift certificates. Just tell us you "know" us somehow, whether you recognize us, you read our newsletter, or we look like our pictures - or even better in person (wink, wink) Just say something and enjoy eating out at Saki's Spin-A-Yarn.

You might have to tell us who you are - just in case we don't have a gift certificate with us, we want to know where to mail it!



Not redeemable for cash.

Political Correctness

It just all depends on how you look at some things...

Judy Wallman, a professional genealogy researcher in Southern California, was doing some personal work on her own family tree. She discovered that Congressman Harry Reid's great-great uncle, Remus Reid, was hanged for horse stealing and train robbery in Montana in 1889. Both Judy and Harry Reid share this common ancestor.

On the back of a photograph Judy obtained during her research is this inscription: 'Remus Reid, horse thief, sent to Montana Territorial Prison 1885, escaped 1887, robbed the Montana Flyer six times. Caught by Pinkerton detectives, convicted and hanged in 1889.'

So Judy recently e-mailed Congressman Harry Reid for information about their great-great uncle.

Believe it or not, Harry Reid's staff sent back the following biographical sketch for her genealogy research:

"Remus Reid was a famous cowboy in the Montana Territory . His business empire grew to include acquisition of valuable equestrian assets and intimate dealings with the Montana railroad. Beginning in 1883, he devoted several years of his life to government service, finally taking leave to resume his dealings with the railroad. In 1887, he was a key player in a vital investigation run by the renowned Pinkerton Detective Agency. In 1889, Remus passed away during an important civic function held in his honour when the platform upon which he was standing collapsed."

Is This Your New Career?

Lots of people these days are investigating new careers, thanks to the recession and the changing economic landscape.

Yahoo's HotJobs Web site targets some jobs that just might become major options for today's and tomorrow's jobseekers:

Data miner. Collectors of data from the Internet for marketing purposes may become very important as more and more commerce moves online. The mean annual salary is just over \$70,000; the top 10 percent can earn over \$100,000.

Environmental engineer. Climate change, fluctuating energy prices, and ecological concerns are driving a new need for people who can create clean, low-impact vehicles, buildings, and products. Salary: approximately \$74,000.

Accent reduction. Globalization means being able to communicate clearly with people from other cultures. Trainers work with executives, customer-relations specialists, and others around the world to eliminate speaking styles that impede clarity of communication. Salary: about \$64,000.

Auto mechanic. Drivers are keeping their current vehicles longer instead of spending money on new cars, which means an increased need for maintenance. And a generation of Baby Boomer mechanics is reaching retirement age. Average salary: A little over \$36,000.

Nothing Beats Broccoli!

What's available year-round, can be prepared in dozens of delicious ways, and in terms of nutrition is your supermarket's superstar? Broccoli!

Once for ounce, broccoli has more vitamin C than an orange, which aids iron absorption in the body, prevents the development of cataracts, and also eases the symptoms of the common cold. Broccoli has as much calcium as a glass of milk, which helps combat osteoporosis. The large amount of potassium in broccoli aids those battling high blood pressure, and broccoli is a great source of vitamin A, which is good for your immune system, your vision, your bones, and your cholesterol level.

WANTED

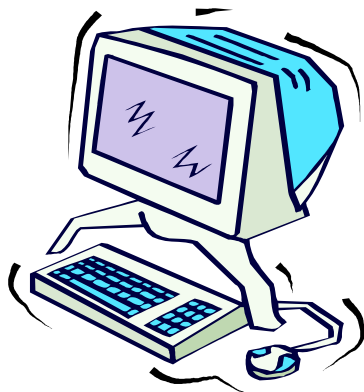
- ✗ Updated Glenmoor home with formal dining on a fairly quiet street, up to \$950,000
- ✗ 4-bedroom Glenmoor home up to \$650,000

Call The Watsons!
510-505-0223

Is Facebook Your Friend?

Could your Facebook profile prevent you from getting a job offer? The online job site CareerBuilder reports that its survey of over 3,200 hiring managers found that 22 percent say they screen job applicants by viewing their social networking profiles, and 34 percent have eliminated job candidates because of the content they've found.

Top objections? Forty-one percent cited posts on drinking or drug use, and 40 percent were troubled by candidates' provocative photographs. Also: poor communication skills; evidence of dishonesty concerning applicants' qualifications; discriminatory remarks on race, religion, or gender; and unprofessional screen names.



Fore!

My five-year-old nephew wanted to caddy for my brother's golf game.

"You have to count my strokes," my brother told him.

"How much is six plus nine plus eight?"

"Five," answered the nephew.

"Okay," my brother said, "let's go."

JK & Scott Watson's Realty



Call Us
510/505-0223



Fax Us
510/791-3312



E-Mail Us
WatsonsRealty@gmail.com



Go To Our Websites
www.CallTheWatsons.com
www.WatsonsForSeniors.com



Write to Us
Scott & JK Watson
4963 Mayfield Dr.
Fremont, CA 94536

We'd Like to Welcome

Liz Bunch
referred by Diane Harbaugh

**Know anyone that
needs our help?**

Call The Watsons!

Thanks for thinking of us!

GET READ – GET RESULTS

Do your emails get the attention – and rapid response – they deserve? Here's how to make sure people read and answer your messages while they're still fresh:

- Grab them with your subject: The subject line should read like a compelling newspaper headline. Another technique is to use the subject line to tell people what you want up front: "Please come to the 3pm meeting," for example, or "Do you have the Jones file?"
- Limit yourself to one subject per message. Don't overload readers with questions and data. Single-topic emails are easier to answer than lengthy essays or questionnaires.
- Ask for action. Tell the reader what you need him or her to do: present a report at the 3 o'clock meeting, or bring the Jones file to your office. Specify whether you want a response to your email. If it's not necessary, close with a simple NRN (No Reply Necessary).
- Be consistent. Tracking emails is easier when you keep the same subject line.

Aging Gracefully

Have you ever been guilty of looking at others your own age and thinking, surely I can't look that old? Well...

I was sitting in the waiting room for my first appointment with a new dentist. I noticed his DDS Diploma, which bore his full name.

Suddenly I remembered a tall, handsome, dark haired boy with the same name had been in my high school class some 30-odd years ago.

Could he be the same guy that I had a secret crush on, way back then?

Upon seeing him, however, I quickly discarded any such thought.

This balding, gray haired man with the deeply lined face was way too old to have been my classmate. After he examined my teeth, I asked him if he had attended Morgan Park High School.

"Yes. Yes I did. I'm a Mustang!" he gleamed with pride.

"When did you graduate?" I asked.

He answered, "1975. Why do you ask?"

"You were in my class!" I exclaimed.

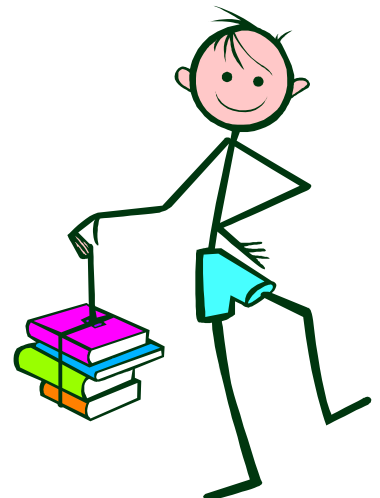
He looked at me closely....then that ugly, old, bald, wrinkled, fat, decrepit son of a gun asked...

"What did you teach?"

Enhancing Your Child's Literacy

There are a few easy things parents and other adults can do to enhance the literacy of the children in their lives. One is to make sure that babies have books around them from the very beginning of their lives. Books make great toys – and that will allow the baby to bond with them. Make sure that when you buy a book for a baby that it has lots of contrasting colors; buy books that can be propped up; and make sure you have one or two made of cloth or other material that can make it through a few rounds of chewing.

Toddlers and preschoolers can often sit and listen to a whole story. Make sure you choose books that have repeating text and depict familiar items. These stories should focus on things that relate to the child's experiences, such as toilet training, or that teach things such as counting and color identification. Interactive books such as lift-the-flap and pop-up books are usually well-received by children in this age group.



This newsletter is intended for entertainment purposes only. Credit is given to the authors of various articles that are reprinted when the original author is known. Any omission of credit to an author is purely unintentional and should not be construed as plagiarism or literary theft.

Copyright ©2009, JK Watson. This information is solely advisory, and should not be substituted for legal, financial or tax advice. Any and all financial decisions and actions must be done through the advice and counsel of a qualified attorney, financial advisor and/or CPA. We cannot be held responsible for actions you may take without proper financial, legal or tax advice.

November Quiz Question

And the results are in for our **August/September Quiz Question**...the question was:**The terms *ruck, lineout, and maul* pertain to what sport? Answer:** Rugby!

Congratulations go to **Greg Kautz!** His name was selected at random from all of the correct quiz answers. He has chosen a \$30 gift certificate from Trader Joe's!

Here's your **November Quiz Question:** How many phalanges are in a human hand?

If your name is chosen from our group of correct answers, you can choose a \$30 gift certificate to your choice of Saki's Spin-A-Yarn Restaurant, Trader Joe's, Macy's, Safeway or Dale Hardware. Good luck!

Send your answers to:

e-mail..... WatsonsRealty@gmail.com
fax..... 510/791-3312
address..... 4963 Mayfield Dr., Fremont, CA 94536

Watson's Realty

JK & Scott

4963 Mayfield Dr.
Fremont, CA 94536
510/505-0223

"Wat's New?"

From The Watsons