



REAL ESTATE, RATES AND RECIPES



Your Real Estate Service Specialist



Service With an Old-Fashioned Touch

This month I attended the funeral of an 18 year old son of a friend. You know how the loss of somebody close to you makes you reflect on your life and how you are doing. It helps you to focus on priorities and perhaps make changes. It makes you appreciate what you have and where you are and what you want to accomplish. It makes you think about family.

So as the summer winds down and I prepare to send the kids back to school, I think about how I am doing as a parent and am I making sure that I am instilling in my kids the discipline to help them in their lives. Have I given them enough structure or are we going "willy nilly" all the time? Being that I am a more laid back person, I have to think that I am not as structured and organized as I should be. I have found recently that when I put a "system" of organization in place, we all do better, the day runs smoother and more is accomplished. I know that sounds hard to believe, but there is actually more freedom in a "system, than in just "being there". (Although, I like just being there too sometimes) Whether the "system" is family related, business related, church related or even recreational, it brings an atmosphere of peace and contentment into our life. We know what we need to do and we have an outline to follow. I am in no way perfect with my "system", but I am certainly working on refining it. I am a convert still learning, but enjoying the experience. So as you prepare for your days, weeks, years, think about putting into place a written "system" that you and your family can follow—you may surprise yourself on how productive you can be. And after you're done with the things you need to do, GO PLAY!

Real Estate Tip

In the world of real estate there are many forms used. Most are used to protect everyone from everyone else. They are in place to make sure that the Realtors do their job correctly, that sellers are aware of their obligations and that buyers are aware of their obligations and rights. It is the form directed to buyers that I am going to address.

In Arizona, there is one called the "**Buyer –Broker Exclusive Employment Agreement**", commonly known as the "**BB**". Its purpose is to employ an agent to help the buyer purchase a home. If you are asked to sign this form, make certain that you understand it completely. Once you sign, you cannot work with other agents, and if you do purchase a home with a different agent, you may still be responsible to pay a commission to the one with whom you have an agreement. Before you sign, make sure you have a level of comfort with your agent and that you would work well together.

I believe the **BB** is meant to *solidify* a relationship between a buyer and an agent. It is an extension of that relationship, not a replacement. I will not ask for one until we have a relationship of trust, and maybe not even then. I guess I am *old-fashioned*.

Marshmallow Popcorn

- 1 (16 oz.) pkg. marshmallows
- 1 t. vanilla
- 1/2 c margarine/butter
- 20 c. popped popcorn

Melt marshmallows & margarine/butter over low heat. Add Vanilla. Pour over popcorn. Let set for a few minutes & enjoy.

Options
Add cherry or orange Jell-O powder to the melted marshmallows

This one is simple and fun to do with the kids

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