

LET'S TALK

September 2022

Lifestyle!

NEVER UNDERESTIMATE THE POWER OF KINDNESS

"Would you like fries with that...or a side of pay-it-forward with kindness?"

In December 2020, a customer at a US-based fast food outlet paid for the next car's order. This small, thoughtful act snowballed into two days of paying it forward with more than 900 cars covering each other's meals!

Random acts of kindness aren't only meaningful to the recipient; helping someone else improves the giver's well-being too. Simple acts like holding open a door for a stranger can reduce the stress hormone, cortisol, and boost oxytocin, the feel-good substance that is triggered by positive, personal interaction.

To make a difference, gestures don't need to be grand. Here are five simple ideas to try today.

Praise a local business

Why not leave a positive review for a local café, restaurant or shop? This is especially beneficial to small, owner-operated businesses during the challenges of a pandemic.

Share what you can spare

Most of us have something "extra".

Whether it's homegrown produce, outgrown clothing or spare time, giving it away displays kindness.

Got a spare minute on rubbish day? Bring in your neighbour's bin too.

Travel frequently? Pack an extra mask or even a charger for someone who finds themselves short.

Be generous with gestures

Smiles, hugs and pats on the back cost nothing but leave a lasting impression. We never know what someone else is going through; a compliment shows you care.

Give an exhausted parent a break

Know a struggling parent? Offer to look after their children for a few hours to give them time to recharge.

Reach out

Take a few minutes to check in with friends, family and neighbours. A quick text or call to let them know you're thinking of them, or a thank you email to acknowledge a colleague or teacher, can truly make someone's day.

Let's all find a way to pay it forward with kindness, every day.

IS THE PRICE RIGHT?

Both over and under-pricing your home are problematic.

Price it too high and it will sit dormant, unsold for weeks, even months. Buyers will get the impression it's a dud: "There's got to be something wrong with it."

Interest will only pick up with a dramatic price reduction, giving the impression of desperation, which then attracts bargain hunters meaning the end result may be lower than if you'd priced it right to start with.

And of course, it goes without saying that you don't want to sell yourself short by underpricing your home.

Getting the price right is an art, as well as a skill.

When offering an appraisal of your home's value, all licensed real estate agents must research and present evidence of recent sales to support any price estimate - that's the "core skills" part of an agent's job.

But then there's the intangible factors: a home's unique appeal, the local area, the nuances of the current market - like currently active buyers, and what they're specifically looking for, plus many other factors.

This is where the "art" of a well-seasoned, experienced agent with their finger on the pulse of the local market really comes to the fore in either listing with a price, or recommending a method of sale to allow the market to determine the price, or a combination of both.

Thinking of selling?

There's no extra cost in choosing experienced agents. ▶



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Call us for a friendly chat. Let's talk about your goals and the options available to make sure you achieve:

- ✓ the best price for your home
- ✓ in a reasonable time frame
- ✓ with minimum stress

Let's talk soon!



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SUDOKU CHALLENGE

Every number from 1-9 must appear in a) each vertical column, b) each horizontal row and c) each 3x3 block. No number can occur more than once in any row, column or 3x3 block.

8	9	1				6	4	7
2	4		6	1	7			8
		6	4			3		2
	5	7		6		2		9
1		9		2	8			
4	2		9		5			6
6		2				9		5
		4		5	6		2	3
7		5					6	



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JUST FOR A LAUGH

At a retirement village, a group of senior citizens were sitting around talking about their aches and pains.

"My arms are so weak I can hardly lift this cup of coffee," said one.

"I know what you mean. My cataracts are so bad I can't even see my coffee," replied another.

"I can't turn my head because of the arthritis in my neck," said a third, to which several nodded weakly in agreement.

"My blood pressure pills make me dizzy," another contributed.

"I guess that's the price we pay for getting old," winced an old man as he slowly shook his head.

Then there was a short moment of silence.

"Well, it's not that bad," said one woman cheerfully. "Thank God we can all still drive."

SUDOKU SOLUTION
8 9 1 5 3 2 6 4 7
1 4 7 5 8 6 1 6
4 2 8 4 1 9 7 3 5
3 2 8 4 1 6 7 5 9
4 2 8 6 3 2 8 7 5 4
3 5 7 1 6 4 2 8 9 6
1 5 7 6 4 8 6 8 3 1 2
2 7 4 3 6 1 7 5 9 8 8
7 8 5 2 9 3 4 6 1

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