

### Tips for giving a speech

When you're going to talk at a meeting, see the boss, or give a speech, it's normal to be nervous. Dorothy Leeds, author of Power Speak gives this advice that helps:

\* Prepare. Make an outline of what you will say. Do a dress rehearsal to see how you look even if it's just a raise request to a supervisor.

\* Check the meeting plan. Know when you will be able to speak.

\* Visualize you doing well, having a successful talk with the boss, or making good points at the meeting.

\* Memorize a few opening sentences. After that you can look at your notes.

\* Walk calmly; take a few deep breaths as you wait to speak. Arrange your notes and materials.

\* Don't forget to breathe when you are speaking. If it helps, put a symbol in your notes indicating breaths.

\* Watch your gestures. Don't hold a paper if you are shaky.

\* Learn to pause. It lets the audience catch up with you.

\* Never tell the audience you are nervous.

#### Three words: The test of liberty or tyranny

"We hold these truths to be self-evident, that all men are created equal, that they are endowed by their Creator with certain unalienable Rights, that among these are Life, Liberty and the pursuit of Happiness."

Since 1776 when those words were written in the Declaration of Independence, the world has seen kings and tyrants who, fooling men with their sweet-sounding philosophies, tried to steal their rights and liberty, and many times succeeded.

Yet, in this famous sentence, Thomas Jefferson gives us three words that are the test for tyranny:

Self-evident. Jefferson said some ideas are obvious, so obvious that Americans don't need a lawyer to explain them or a politician to debate them. The first obvious truth he sets down is this: All people are created equal. All are endowed with the same rights.

Endowed. The Creator gives rights to men and women as a gift -an endowment -- what the dictionary calls a 'fund for permanent support.' No man gives these rights to people, for these rights are already theirs. No king can decide which people get to exercise these rights because each person has been given the free gift of these permanent rights, not one more than another.

Unalienable. These obvious rights, given as a permanent gift from God, cannot be taken away by any person, and neither can a man surrender his right to life, liberty, and the pursuit of happiness.



I hope you enjoy this month's newsletter!

Louís J. Costanzo CEO

#### Welcome to Dog Days of Summer

These are the hottest days of the year, variously calculated to run from 30 to 54 days even though our current Fido's and Busters had nothing to do with the original designation.

In ancient times when Sirius, The Dog Star, rose just before or at about the same time as the sun, people believed that the star was the cause of the hot, sultry weather and named the short season after the star. Hot weather combined with common summer diseases to make it a very unhealthy and uncomfortable time.

All of that, of course, was before air conditioning and modern medicine that has pretty well eliminated the worst suffering of both man and dog. But hot weather can still get you down, Dog Days or not.

Heat exhaustion is one way heat does it. If you get pale, sweat profusely, have a weak, rapid pulse, queasy stomach and headache or dizziness, get yourself to a cool place and lie down. Sponge your skin and stay near a fan. Drink something cool (not iced). If symptoms last or your temperature stays at 100 degrees, see your doctor.

Heatstroke is much more serious and requires medical attention. Symptoms include dizziness, rapid heartbeat, diarrhea or nausea, and hot, dry skin with no perspiration. Cool anyone with these symptoms as for heat exhaustion but also place ice packs under armpits, behind the neck, and on the groin while waiting for an ambulance.

Be kind to your animals too. Never tie up an animal outside in the sun without shade or water. If you see an animal treated this way, call your city's animal management.



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#### Do You Know...

Zoo television: Keepers and

Zoo television is making stars out of animals -- and the

These days with zoo TV revealing many behind-the-

scenes stories of animal caretaking, you might recognize

some of the animals -- and even the people. Jose "Boogie

Down Bronx" Vasquez, appears on Animal Planet's "The

Zoo". The Bronx Zoo is the largest urban zoo in the U.S.;

265 acres and 4,300 animals. In 2019, the show featured

the transfer of enormous Gaur from San Francisco to the

Bronx. The Gaur famously aimed their suspicious, steely

stares at the cameras secreted about their enclosure. They

The Columbus Zoo and Aquarium, along with the

nearby privately-owned The Wilds, were part of Nat Geo

Wild's Secrets of the Zoo in 2019. Viewers were able to

Action from The Wilds includes newborn animals and upclose looks at Tapirs. The Columbus Zoo is 580 acres

The 102-year-old San Diego Zoo was featured on

Animal Planet's The Zoo in a 10-part series in 2019. One

episode featured keeper Rob Webb working with condors,

a specialty of the zoo. In 1987, 27 California condors were

left in the world. Since then, zoo breeding programs have

For 2020, Nat Geo is featuring the sprawling 2,600-

acre Asheboro, North Carolina Zoo where more than

increased the number in the wild to 250.

see the rehabilitation and release of a wild Manatee.

their charges become stars

people who care for them.

can't be fooled.

housing 10,000 animals.

### We Love Referrals

... Someone that could use our services? Perhaps a colleague, friend, family member, or networking buddies?

When a new client signs up for regular cleaning services at your recommendation; you will receive \$100!

If you would think of 3 or 4 people that could use our services, then don't hesitate to call them and give them our name and phone number. Be sure to have them mention your name when they call so we can send your \$100 Bonus!

Thanks in advance for your help and we look forward to sending cash your way!

#### For your 4th of July feast: A blueberry trifle

It's that time of year when berries explode with color. The reds, the blues, and the blacks attract us, but there's far more to berries than meets the eye.

They're loaded with compounds that keep your body and brain working right and staying young. So impressed were researchers at Ohio State University that they recommend everyone eat berries every day.

When it comes to total antioxidant power, four of the top 10 fruits and vegetables are blueberries (ranked number one), strawberries, raspberries, and blackberries.

They are rich sources of quercetin, a potent antioxidant.

Another thing that makes berries so special is a compound called ellagic acid, which is believed to prevent cellular changes that can lead to cancer. All berries have some of it, but strawberries and blackberries have the most.

All berries are also rich in vitamin C, one of the best antioxidants. It is particularly important in preventing cataracts. A half-cup of strawberries has 42 milligrams of C. And berries contain large amounts of insoluble fiber, which keeps bowels moving.

Want to feed your brain? Researchers at Tufts University found that compounds in blueberries have actually improved the memories of aging lab animals.

Fortunately, blueberries are not only good for you but delicious.

Here is a Blueberry Trifle Recipe:

Ingredients

- \* 1 Angel Food cake
- \* 1 bag frozen blueberries thawed and drained OR 1-2 pints fresh berries
- \* 1 box dry instant vanilla pudding (3.4 oz)
- \* 1 can sweetened condensed milk
- \* 1 8-oz. block cream cheese
- \* 12 oz. Cool Whip

#### Directions

Break angel food cake into large chunks.

Put 1/2 of cake on bottom of trifle bowl.

Sprinkle 1/2 of blueberries on top of cake.

Beat cream cheese until smooth, then add dry pudding mix and condensed milk. Beat until creamy.

Stir in about 2/3 of the Cool Whip, reserving the rest for later.

Gently spread 1/2 of mixture over cake and blueberries in bowl.

Layer again as before, keeping a few blueberries aside for garnish.

Top with remaining Cool Whip and garnish with leftover blueberries.

Keep refrigerated until ready to serve.







"Your cubicle is on back order, so for the time being, work within these chalked lines."

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## The key to fraud -- printed right on your checks

In a checking account, a small charge of \$10 to \$20 might not generate too much concern or suspicion.

But, beware, small amounts coming out of your checking account can be fraud and all the criminal needs to know is printed right on your check.

Automated Clearing House (ACH) fraud is a common way to steal. The criminal only needs your account number and the bank routing number. It is like check fraud only much easier since the funds come right out of your bank account without the need for paper.

Be aware that any time you type in your checking account and routing number online you are offering a bad actor all he or she needs to steal from you, either in small amounts over time, or by gutting your account entirely.

Criminals get your checking account information through phony websites, phishing schemes, spoofed email from entities such as the IRS, and even work at home schemes.

Or, if you send them a check. That's all it takes.

Such fraudulent ACH transactions can be labeled many things, including "Bank Card draft" or "Bank payment" and seem legitimate at a glance.

Consumers have 60 days to alert their banks and recover funds, but businesses may only have one day to do the same. The key is daily monitoring of the account, reviewing all the credits and debits to detect fraud immediately.

#### Trivia Teaser – The Big Time

1. "Big Spender" is the second song sung in what Broadway musical? a-"Thoroughly Modern Millie," b-"Sweet Charity," c-"Promises, Promises," d-"Gypsy."

2. What was the name of Leonard's wife on "The Big Bang Theory"? a-Marilyn, b-Penny, c-Shelley, d-Amy.

3. What actor starred as detective Philip Marlowe in the 1946 film version of Raymond Chandler's novel "The Big Sleep"? a-Humphrey Bogart, b-William Powell, c-Alan Ladd, d-Dick Powell.

4. What 1958 top ten hit song was written and sung by the Big Bopper? a-"Witch Doctor," b-"Chantilly Lace," c-"Sail Along Silvery Moon," d-"A Lover's Question."

5. In Richard Adams' 1972 novel "Watership Down," what animal was Bigwig? a-Bear, b-Hawk, c-Rabbit, d-Badger.

6. The Battle of the Little Bighorn between the US Army and the combined forces of the Lakota, Northern Cheyenne, and Arapaho tribes was fought in which U.S. state? a-Montana, b-Kansas, c-North Dakota, d-Oregon.

7. Who has been the host of the CBS reality TV series "Big Brother" since its debut in 2000? a-Connie Chung, b-Lucy Liu, c-Lisa Ling, d-Julie Chen.

8. What fast food chain introduced the Big Classic sandwich in 1986? a-Arby's, b-Popeye's, c-Wendy's, d-Burger King.

9. What is the stage name of the rapper born Antonio Hardy? a-The Notorious B.I.G., b-Big Boy, c-Big Pun, d-Big Daddy Kane.

10. What is the medical term for the big toe? a-Peplum, b-Pedicle, c-Hallux, d-Crepon.

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9-d, Big Daddy Kane	"-b, "Chantilly Lace"
s'ybnəW ,ɔ-8	3-a, Humphrey Bogart
7-d, Julie Chen	2-b, Penny
enetnoM ,e-d	1-b, "Sweet Charity"

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#### **About Our Company**

Mid-Atlantic Facility Services, LLC is a full-service commercial cleaning company with offices in Chestertown and Millersville, MD. We service locations throughout Maryland, Washington DC and Northern Virginia.

Services include: Office cleaning and carpet cleaning.

MAFS has built a solid reputation for quality and dependable service. We are proud that we still have our First customer. Not many cleaning companies can boast of this achievement.

CEO- Lou Costanzo has been in the cleaning industry for over 11 years, and he feels it's important provide cleaning services that place the utmost importance on the health and safety of their clients and employees.

# How people are responding to crisis financially

A new survey has found that 60% of adults are concerned about their finances over the next six months.

The study by Fidelity shows that people are taking steps to improve their financial goals.

- 48% are cutting back on non-essential spending.

- 44% are working to boost emergency savings.

- 15% are investing more money in the stock market. Very low stock prices on solid companies have made cash investing attractive. However, according to Motley Fool, people should only invest money that they won't need for at least seven years.

#### COVID-19

Know how it spreads • There is currently no vaccine to prevent corona virus disease 2019 (COVID-19). • The best way to prevent illness is to avoid being exposed to this virus. •

The virus is thought to spread mainly from person-to-person. » Between people who are in close contact with one another (within about 6 feet). Through respiratory droplets produced when an infected person coughs, sneezes or talks. These droplets can land in the mouths or noses of people who are nearby or possibly be inhaled into the lungs. Some recent studies have suggested that COVID-19 may be spread by people who are not showing symptoms.

The man who complains about the way the ball bounces is likely the one who dropped it.~Lou Holtz

#### Help keep sanitation workers safe

The public can take some simple steps to help keep sanitation workers safe amid the coronavirus crisis.

According to the Solid Waste Association of North America, waste collection increased 38 percent in some areas during the Covid crisis. Sanitation workers have valid concerns about exposure to the virus through trash, according to SWANA.

Some research suggests that the virus can be viable on cardboard for up to 24 hours and remain viable on plastic for three days.

People can break down large cardboard boxes to make them fit inside a recycling bin. Also, taking the time to empty, rinse and dry plastics and glass can help.

To help workers stay healthy:

- Wash your hands before taking out trash and recycling containers.

- Sanitize container lids and handles.

- Don't place plastic gloves, masks, or medical waste in recycling bins. Always dispose of them in trash cans.

## **FREE Carpet Spotting**

Call us by 8/15/20 to schedule your next carpet cleaning and we'll remove spots from any spills that occur for the 30 days following the carpet cleaning.

> Mid-Atlantic Facility Services, LLC 410-793-7172 www.MAFSLLC.com

#### Take the Trivia Challenge and Win a \$25 Gift Card to a Local Restaurant of your choice!

The first 3 people who call our office with the correct

How many animals does the Columbus Zoo and Aquarium have?

a. 1800 b. 2600 c. 4300 d. 10,000

HINT: The answer is hidden somewhere in this newsletter.