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Sharon Liuzzo's...

Service For Life!®

"Insider Tips For Healthy, Wealthy & Happy Living..."

Do You Have A Nutrient Deficiency?

Do you find that you're tired all the time? Are your hands and feet constantly cold, or are your fingers numb or tingly? When you comb your hair, do you find a lot of strands afterwards? Each of these could be signs of nutrient deficiencies. Read on to learn more about common signs of nutrient deficiencies.

- **Fatigue:** In addition to the busy lives we lead, fatigue can also be an indicator of myriad nutrient deficiencies, including vitamin D, which is crucial for bone growth; and magnesium, which helps with our bodies' energy production.
- **Cold hands and feet, and tingling fingers:** A lack of iron in our diets can lead to cold hands and feet. Iron helps produce red blood cells and hemoglobin that distribute oxygen through our bodies. Tingling fingers may be attributed to a deficiency of calcium, which not only builds strong bones, but controls muscle and nerve functions.
- **Hair loss:** In addition to iron, a lack of niacin (vitamin B3) and biotin (vitamin B7) in your diet can lead to hair loss, a very common symptom among adults.
- **Cramps:** Waking up from a deep sleep with a charlie horse is never fun, and may be attributed to a lack of potassium in your diet. The mineral helps our hearts, muscles and nerves work properly. Other symptoms attributed to a potassium deficiency include constipation and heart palpitations.

Before you self-diagnose, talk with your doctor about your symptoms. They may order blood work to determine if you are indeed nutrient deficient, and if so, how those deficiencies should be addressed, like adjusting your diet or taking supplements.

DID YOU KNOW...

Unlike most real estate agents, I *DON'T* spend my time pestering people with phone calls or bothersome interruptions to find good clients. Instead, I dedicate 110% of my time and energies to providing such outstanding service, people naturally think of me when a friend or family member needs help buying or selling a home. **THANKS** for your referrals! 602-999-1468

Word of the Month...

Studies have shown your income and wealth are directly related to the size and depth of your vocabulary. Here is this month's word, so you can impress your friends (and maybe even fatten your wallet!)...

Ameliorate (uh-meel-yuh-reyt) verb

Meaning: To make or become better.

Sample Sentence: She found getting a good night's sleep proved to ameliorate her mood during the day.

Cleaning Hardwood Floors

Caring for hardwood floors will ensure they'll last for decades. Follow these steps to keep your hardwood floors shining bright.

1. Vacuum the floor to remove debris.
2. Mix warm water and a few drops of natural dish soap; add a bit of olive oil for a nice shine.
3. Dampen a microfiber mop and wash the floors, one small section at a time.
4. Use a dry mop to remove excess water.

Did You Know?

Frisbees as we know them today first flew through the air in the late-19th century. Students in Connecticut used empty tins and lids from the Frisbie Pie Company as discs.

Quotes To Live By...

“Success is not the key to happiness. Happiness is the key to success. If you love what you are doing, you will be successful.”

—Albert Schweitzer, humanitarian

“Always remember that you are absolutely unique. Just like everyone else.”

—Margaret Mead, author

“A house is made of brick and beams. A home is made of hopes and dreams.”

—Ralph Waldo Emerson, poet

Free Fun On Your Next Vacation

Going on vacation is so much fun, whether you've opted for a staycation or are taking the trip of your dreams. Either way, if you do a little planning ahead, vacation doesn't have to break the bank. In an effort to carry that travel euphoria with you long after you return home, try these free things to do on vacation the next time you head out of town.

- **Take a Walk(ing Tour).** Before you leave, do some quick research to see if there are any free walking tours offered at your destination. Not only are the tours a terrific way to get the lay of the land, but for the most part they're led by locals who will share history and stories with you, and if you're lucky, their favorite things to see and do. Try GuruWalk.com!
- **A Free Ride.** A lot of museums around the world, like the Smithsonian in Washington, D.C., the J. Paul Getty Museum in L.A. and the British Museum in London are always free to enter. Many also offer free entry on select days or weekends, so take a moment to look and see if those days fall within your visit. Your credit card may also gain you free entry, or if you are a member of your local museum, there may be reciprocal entry into other museums when you travel.
- **Go Old School.** You don't have to pack every moment of every day full while you're on vacation. Take some time to go old school — sit in a park with the locals and soak up the ambience; wander through a farmer's market or a street festival; or check in with the visitor's center to see if they offer a map of street art you can discover on your own.

THANK YOU, THANK YOU, THANK YOU!

I would like to take a moment to acknowledge and thank a few of the special people in my life who've helped build my business with their enduring support and referrals. I couldn't do it without you!

Susan Lamont, Lou Fohn, JoAnn Donnelly, John & Ann Anderson, Alan Sobrey, Helen Doering, Jim & Margie Milne, Carson & Marilyn Aasen, Ron & Connie Blair, Chuck & Nancy Conn, Frank Butterfield & Sue Schafer, Julie Simacek, Joe — Alpine Air, Tom & Linda Albertson, Lynn Scriven, Erica Nelson, Ray Anderes, and more!

Brain Teaser...

What word has three double letters consecutively?

(See page 4 for the answer.)

What's My Home Worth?

If you want to know your home's current value, I will gladly conduct a **Maximum Value Home Audit**. Request this "no charge" in-depth home value analysis by calling me at: **602-999-1468**

Have a Laugh

I gave my handyman a to-do list, but he only did jobs 1, 3, and 5. Turns out he only does odd jobs...

Welcome Home!

If you're adding a furry family member to your home, follow these tips to help you all acclimate to your new lives together.

- Just like child-proofing, you'll want to remove toxic plants that can be nibbled, and keep would-be harmful items like cleaning products and food out of reach.
- Have a cozy bed, food and water bowls, and even a few toys to help your new friend feel at home.
- Talk with your vet about the best food to have on-hand, too, and treats to reward good behavior.
- Start walks and potty breaks right away to help establish a routine.

Stargazing Websites

These websites will help you make sense of what you're seeing when you turn your gaze towards the night sky.

stellarium-web.org – This site calls itself "a planetarium running in your web browser."

science.nasa.gov/skywatching – Tips for night skywatching, from the experts at NASA.

darksky.org – Find a dark sky, void of light pollution, near you.

Spam, Spam Go Away

We all have those junk mail days when what we find in our mailbox goes straight into the recycling bin. The same can be true of our email: we open our inbox and it's filled with junk mail, or spam, that quickly finds itself in your desktop trash. Here, a look at how to lessen the spam in your inbox, and how to avoid being a spammer yourself.

Be Selective – When you create an online account with a company, chances are you're asked whether or not you want to receive promotional email. By checking "yes," you are opening your inbox to spam.

Use a Spam Filter – Email providers, like Google, may have a spam filter that you can lean on to automatically move junk email into a spam folder. These filters are intended to keep your inbox clean, but be sure to check that spam or junk folder every so often to be sure nothing important slipped in by mistake.

Unsubscribe – The best way to stop unwanted spam is to simply unsubscribe. Sure, giving your email address for that 50% off was a good idea at the time, but if you've made the purchase and no longer want to hear from that company, go ahead and unsubscribe.

Avoid Becoming a Spammer – Sharing emails with others can be considered spam, so be considerate before hitting "forward" and "send." Ask yourself, do your friends and family really want to receive that email?

Would You Like To Know How Much Your Neighbor's Home Listed Or Sold For?

Maybe you're just curious. Or maybe you want to know how much your home is worth. Either way, I can help...with no "sales pitches" or run-arounds. Call me at **602-999-1468** and I'll give you all the facts.

Keep Water Out Of Your House

Our homes are usually our largest investments, and we want to keep them in tip-top shape for years to come. Water, on the other hand, can be one of our homes' largest threats. By following these five simple tips, you can protect your home from water damage, inside and out.

- **Save the Wet Chores:** Rather than starting a load of laundry or running the dishwasher as you walk out the door, save these household chores for when you're home. This way if something does happen and there's a water leak, you're home to address it.
- **Clean the Gutters:** Out of sight, out of mind can lead to water backups if you don't clean the gutters regularly. Take some time to get up on the ladder, sweeping gutters free of leaves and debris to ensure water flows through the downspout and to the ground.
- **Caulk Check:** Take some time each year to inspect the caulking around your windows and doors. Loose or degraded caulking can lead to leaks.
- **Stay Warm:** If you live in colder climates, insulate your pipes to avoid them breaking in the wintertime.
- **Shut It Off:** In the event of a plumbing emergency, it's important to know where to find your home's main shut-off valve. If you're unsure, ask your plumber to point it out.

See All Carriage Manor Listings on My Website at www.SharonLiuzzo.com

Thanks For Thinking of Me!

Did you know I can help you or any of your friends or family save time and money when buying or selling a home? Thanks for keeping me in mind with your referrals...and spreading the word about my services.

Brain Teaser Answer:

Bookkeeper.

Help Plants Live Longer

If you find your houseplants are starting to droop in their pots, it may be time to repot them. Not only does repotting plants give their roots more room to grow, but you're giving the plants more nutrients in the soil, too. A good rule of (green) thumb is to repot every two years; be sure to use potting soil, which is specially formulated for indoor houseplants.

Nighttime Routine

Help your child have a good night's rest every night: establishing a consistent routine can really help. Many experts recommend the **5 Bs: bath, bottle, brush, book and then bed.** A warm bath, a drink to fight the "I'm thirsty" right before tuck in, brush teeth and hair, a story- and off to dreamland!

THANK YOU for reading my Service For Life[®] personal newsletter. I wanted to produce a newsletter that has great content and is fun and valuable to you. Your constructive feedback is always welcome.

AND...whether you're thinking of buying, selling or financing real estate, or just want to stop by and say "Hi," I'd love to hear from you...

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Disclaimer: The information contained in this letter is intended for informational purposes. It should not substitute as legal, accounting, investment, medical or other professional services advice. Always seek a competent professional for answers to your specific questions. This letter is not intended to solicit real estate properties currently for sale.

"Who Else Wants To Win A \$50.00 Visa Gift Card?"

Guess who won last month's Trivia Question? I'm pleased to announce the lucky winner of last month's quiz. And the winner is ...drum roll please: Tomm & Sharon Knaup, AZ/MN.

This musician once simultaneously had the number one movie, album, and song in the country. They also wrote hits for Madonna, Celine Dion, and Stevie Nicks. Who is it?

a) Beyonce b) Prince c) David Bowie d) Dolly Parton

Answer: b) Prince's "Purple Rain" was the number one movie and album the week of July 27, 1984, the same week the album's single, "When Does Cry," was the number one song. So let's move on to this month's trivia question.

What river starts in Montana and joins the Mississippi near St. Louis?

a) Columbia River b) Mississippi River c) Missouri River
d) Colorado River

*Call Me At 602-999-1468 OR Email Me At SharonLiuzzo@aol.com
And You Could Be One Of My Next Winners!*

Real Estate Corner...

VACANT LOTS:

#477 - \$125,000 - **Great Lot!** East Facing, High Awning, Storage Shed, Full Slab!

PARK MODELS:

#761 - \$163,900.00 - **Sale Pending!** 2016, Steps to Clubhouse, Large Deck, Great Views!

PARK MODELS WITH AZ ROOMS:

#776 - \$262,500 - **Reduced/Beautiful!** Great Location, Front Kitchen, Hard Floors, 1.75 Baths

#911 - \$215,000 - **Reduced!** Beautifully Updated, Large eat-in Kitchen, Extra Bonus Room

#232 - \$198,900 - **Reduced!** Front Kitchen, Open Floor Plan, 1.5 Baths, Newer HVAC!

#149 - \$149,900 - **Make Offer!** Newer Roof, Nice Deck, Extra ½ Bath, Inside Laundry!

#814 - \$188,000 - **SOLD!** Open Floor Plan, Front Kitchen, 1.75 Baths,

#433 - \$140,900 - **SOLD!** Extra ½ Bath, TREX Deck, Open Kitchen, Hard Floors!

#774 - \$185,000 - **Great Location!** Charming, Awesome Deck, Hard Floors, updated Bath!

#500 - \$169,900 - **New Listing!** 2002 AZRM, 2 Baths, Inside Laundry, Newer HVAC, Move-in!

#330 - \$179,000 - **New Listing!** Front Kitchen, 1.5 baths, 2007 AZRM, Inside Laundry, Deck!

HERE IS WHAT SOLD IN THE NEIGHBORHOOD SINCE MY LAST NEWSLETTER:

7/10	Lot #723	\$269,000	7/10	Lot #814	\$188,000
7/29	Lot #475	\$168,900			



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