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Inside This Issue...

How To Be A Great Houseguest
...Page 1

Business Plan Basics & Tools
...Page 2

5 Top Oils For Healthy Skin...Page 3

Is Your Microbiome Affecting Your
Health?...Page 3

Answer This Trivia Question And
You Could Win a \$50.00 Visa Gift
Card...Page 4

Real Estate Corner....See my
Carriage Manor Listings and What
Sold in the Neighborhood...Page 4



Sharon Liuzzo's... "Who Ya Gonna Call?"

Service For Life!®

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

Make Yourself At Home

Receiving an invitation to stay in someone's home is an honor and a privilege — they're inviting you into their sanctuary, the place where they feel safest. And while your host will likely encourage you to make yourself at home during your stay, just how comfortable should you get?

Whether staying with friends or relatives, here are a few ways to be a great houseguest who will be invited back time and again.

- After the invite, let your hosts know exactly when you're planning to visit, and for how long, as soon as possible. By giving them a head's up, they'll be able to plan accordingly. As far as the length of stay, etiquette experts suggest limiting your stay to three nights.
- Arrive with a small token of your appreciation, like flowers, a candle, or even homemade goodies. Or, take your hosts out for a meal to show your gratitude.
- If you're eating in, offer to pitch in for groceries or make your favorite dish.
- Be sure to clean up after yourself and try not to clutter the space in which you're staying. After all, if you're staying in someone's home there probably isn't maid service to make the bed and pick up bath towels.
- Disconnect from technology and connect with your hosts. Settling in and watching a movie together is one thing, but scrolling through your phone while doing so is a no-go.
- It's a good idea to bring your own toiletries with you as a guest in someone's home.
- When it's time to leave, tidy up as much as possible by stripping the bed, wiping the sink and making sure the space in which you've stayed is clean.
- After you leave, be sure and send a note of thanks to your hosts for inviting you to stay in their home.

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

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

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!)

Sound bath (sound bath) noun

Meaning: Listening to the sounds and tones made by singing bowls, chimes, bells, etc. to relax or meditate.

Sample Sentence: The yoga class ended with a 15-minute sound bath to ease into a deeper state of relaxation.

Best Seed For Backyard Bird Feeders

Adding a bird feeder to your garden not only provides food for our feathered friends, but offline entertainment for you and your family, too. Choosing the best bird seed for your feeder depends upon multiple variables, including where you live and the birds who will pass through. These tips can help you find the best seed for your backyard bird feeder.

- Sunflower seeds attract the widest variety of birds.
- Small finches like American Goldfinches and Indigo Buntings prefer the black, needle-like seeds of nyjer.
- Safflower is a favorite among cardinals, grosbeaks and chickadees.

Did You Know?

June has three birthstones: pearl, alexandrite and moonstone.

Quotes To Live By...

"Like a welcome summer rain, humor may suddenly cleanse and cool the earth, the air, and you."

—Langston Hughes, poet

"June is a love song, written by nature."

—Patience Strong, poet

"Summer afternoon, summer afternoon; to me those have always been the two most beautiful words in the English language."

—Henry James, author

Build A Better Business Plan

Whether you have an established business, are taking on a side hustle, or have thoughts of becoming a self-made entrepreneur, one of the best things you can do is develop a solid business plan. In addition to detailing your goals, products/services and finances, a well-developed business plan also includes the people involved, the opportunity, the big picture, and the risk and reward of the venture. These tips will get you started in building a better business plan that will help you get your idea off the ground. You can break your plan up into the following basic sections (add as needed!).

- **Part 1: Write An Executive Summary.** This half-page document should quickly describe your business — think of it as your elevator pitch. Include a statement of your goals and an overview of products/services you'll offer, along with your basic structure.
- **Part 2: Include Basic Business Info.** Describe your company in your summary, and include your address, registered business name, and name any key people in your business.
- **Part 3: Convey Business Goal.** The next section of your plan should talk about objectives. What are you looking to accomplish with your business? What does the future look like? Are you filling a hole in the marketplace? This is the place to tell that story.
- **Part 4: What Your Business Offers.** What products or services will you offer? Who are your intended customers/clients?
- **Part 5: Differentiate From Others.** Analyze your market in this section. How will your business be different than others in the same space? Leadership? Product? Approach?
- **Part 6: Finances.** A detailed outline of the business' financial status and projections is crucial, especially if you intend to get loans or investors.
- **Part 7: Operations.** Another key part of any business plan is an organizational structure. Who will do what to ensure your business is a success? It's time to let your team shine.

Thank You! Thank You! Thank You!

Thanks to all of my clients and friends who support my practice and graciously referred me to your friends and neighbors. Rather than pester people with unwanted calls and visits, I build my business based on the positive comments and referrals from people just like you. I couldn't do it without you!

Bob & Val Wegner, Marty & Phyllis Ruffalo,
Marilyn Ward, Eldon & Kathy Biccum, Don &
Jacqueline Ulmer, Young He Mattson, Jim Lando,
Susan Smith, and more!

Brain Teaser...

I shake hands with many different people. Some pull me close and some push me away. In the end, they always leave me.

What am I?

(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

What did the lunch box say to the refrigerator?

Don't hate me because I'm a little cooler.

Tips For Treating A Sunburn

Though we know to use sunscreen when outdoors, there are times that we may find ourselves with a bit of a sunburn. Here, some tips to find relief with ingredients you can likely find in your home.

- Aloe, straight from the plant, is the best tonic to relieve sunburn pain.
- Apply coconut oil to cooled skin; it will absorb and provide relief.
- Create a paste using baking soda or cornstarch mixed with water and apply to the sunburned areas.

Fact Checking Websites

Wondering if something you hear is true? These fact checking websites will help you get to the truth.

www.Snopes.com – The oldest and largest online fact checking website.

www.FactCheck.org – A nonpartisan, nonprofit source for political fact checking.

www.factcheck.org/scicheck – All about scientific claims and whether or not they're true.

Soak Up The Benefits Of Oil

The ancient Egyptians took their skincare seriously, covering themselves in oils to keep their skin from drying out in the desert heat. Roses, the symbol of Isis the Egyptian goddess of love, were boiled down and the oil used as a balm. Fenugreek is said to have been one of Cleopatra's favorite oils to slow signs of aging. Baskets of sesame, then used to treat inflammation, were found in King Tut's tomb. Thousands of years later, we are still using oils for their health benefits, including healthy skin. Here, five of the top oils for healthy skin.

Cold-pressed, unrefined **coconut oil**, for example, is easily absorbed into the skin, carrying with it vitamins E and K, along with antibacterial and antifungal properties. Extra virgin **olive oil** and its vitamins A, D, E and K make for a terrific moisturizer and is suitable for most people, though sunflower, safflower and jojoba oil are better for people who suffer from acne (they don't clog pores).

Combine olive oil with unrefined, organic **shea butter** to easily apply the butter to skin, taking advantage of the health benefits of both. Another option is **almond oil**, which is lighter than olive oil and shea butter yet is full of health benefits like vitamin E, zinc, proteins and potassium. Or, take advantage of the moisturizing, anti-aging and antioxidant benefits found in **rose hip seed oil**.

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.

Gut Microbiome + Your Health

Do you suffer from brain fog? It may all come down to your gut health! All of us have a gut microbiome — a collection of bacteria, fungi, viruses and other microbes that live within our bodies and contribute to our health and wellness, including digestion, immunity and brain health.

Though it's literally made up of thousands of moving parts, there are ways that we can keep our gut microbiome healthy and, in turn, ourselves healthy. Here, a handful of ways to get started:

1. Eat whole grains: the fiber and good carbs can benefit weight, diabetes, risk of cancer and more.
2. Choose prebiotic foods: oats, apples, bananas, asparagus and artichokes are some of the prebiotic foods that stimulate the growth of healthy bacteria.
3. Eat fermented foods: yogurt, kefir and sauerkraut contain healthy bacteria.
4. Take a probiotic supplement: the live bacteria "reseed" healthy gut microbes.
5. Discover polyphenols: go ahead and indulge in a glass of red wine, a bite of dark chocolate, a dash of olive oil — they are broken down by the microbiome and stimulate healthy bacterial growth.

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:

A door knob.

History of Father's Day

The first Father's Day in the U.S. was celebrated on June 19, 1910 in Washington State. It wasn't until 1972 that the day all about dads became a federal holiday, nearly 60 years after Mother's Day was officially established in 1914. Today, the U.S. observes Father's Day on the third Sunday of June, while some European and Latin American countries honor fathers on St. Josephs Day in March.

June's Astrological Signs

Babies born in June fall into one of two astrological signs: Gemini (May 22 – June 21) or Cancer (June 22 – July 22). An air sign, Gemini traits include spontaneity, playful and curious. A water sign, Cancer traits include being highly intuitive, self-protective, gentle and compassionate.

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: Cindy Mascio, Mesa, AZ.

The theme songs from James Bond movies often become popular hits, but most don't reach the charts. What is the only Bond film with a theme to reach Billboard's top spot in the United States?

- a) Skyfall b) The Spy Who Loved Me
c) For Your Eyes Only d) A View to a Kill

The answer is d) Duran Duran's "A View to a Kill," theme to the 1985 movie of the same name, is the only Bond theme to make it to Billboard's number-one spot in the U.S. So let's move on to *this* month's trivia question.

What is the largest desert in the world?

- a) Sahara b) Antarctica c) Arctic d) Mojave

**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:

#896 - \$139,900 - Nice RV lot with high awning, AZRM, ¾ Bathroom, Laundry
#300 - \$120,000 - **New Listing!** Great Location, Shed with washer/dryer and work bench.

PARK MODELS:

#228 - \$132,000 - **SOLD!** Nicely Updated, Big Kitchen, Dual Panes, Huge Deck!
#371 - \$119,900 - **Sale Pending!** Charming, Clean, Open Kitchen, Newer HVAC, Furnished!

PARK MODELS WITH AZ ROOMS:

#679 - \$159,900 - **SOLD!** Great Location, Quiet Street, New Windows, Golf Cart!
#272 - \$135,900 - **Sale Pending!** E.Facing, Newer HVAC, Dual Panes, Remodeled Bath,
#309 - \$140,000 - **New Listing!** Large Deck, Hard floors, Bonus Room, Murphy Bed, ½ Bath

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

5/2	Lot 507	\$140,000	5/8	Lot 228	\$130,000	5/9	#2	\$135,000
5/29	Lot 885	\$210,000	5/29	Lot 679	\$155,000			



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