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

# Service For Life!®

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

## Help Your Car Keep Its Value

Buying a car is an investment, giving you and your family independence and freedom. But, conversely, it's a depreciative asset, meaning cars lose value from the moment you drive out of the dealer's parking lot.

However, there are some tips and tricks to help your car keep its value so when it comes time to upgrade, you'll still have some bargaining power:

- **Buy a reliable car:** cars like Subarus and Toyotas hold more value over time. That's because they tend to be more reliable, are more fuel efficient, have more safety features, and boast low maintenance costs. Be sure to do your research before making a purchase. Websites like Kelley Blue Book ([www.kbb.com](http://www.kbb.com)) and Edmunds ([www.edmunds.com](http://www.edmunds.com)) will provide good comparison information.
- **Keep up appearances:** wash and wax your car regularly to maintain the paint work and prevent scratches. Keep the interior clean by vacuuming and removing any stains from the upholstery, and changing your oil regularly. A well-maintained car will also command a higher asking price.
- **Keep records:** always keep receipts from repairs, and maintain service logs, so that the buyer has a full history of the car. Check your CARFAX report to see what's on record about your car before you sell ([www.carfax.com/vehicle-history-reports](http://www.carfax.com/vehicle-history-reports)).
- **Avoid odors:** allowing pets in the car is going to eventually make the car smell, especially if they get in while wet. Ensure you keep smells to a minimum by toweling off dogs before they get in the car and using seat protectors or cargo liners where your dogs travel.
- **Maintain tires:** follow the manufacturer's instructions to maintain the correct air pressure in your tires, have them rotated regularly to ensure even wear, and be mindful of the tread when selling the car. You may want to buy new tires before selling, as a potential buyer will feel like they're saving money and be more likely to pay your asking price.

PLEASE VISIT MY WEBSITE AT [WWW.SHARONLIUZZO.COM](http://WWW.SHARONLIUZZO.COM). TO VIEW ALL THE CARRIAGE MANOR LISTINGS THAT ARE LISTED BY ALL AGENTS...JUST CLICK THE CARRIAGE MANOR RESORT TAB.

PLEASE CALL ME AT 602-999-1468

IF YOU WOULD LIKE TO BUY OR SELL! REMEMBER... MY GOAL IS TO MAKE YOU HAPPY AND I'M NEVER TOO BUSY FOR YOUR REFERRALS.

See All Carriage Manor Listings on My Website at [www.SharonLiuzzo@aol.com](http://www.SharonLiuzzo@aol.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!)

**Deplatform** (de-plat-form) transitive verb

**Meaning:** To ban a person from using an online networking site.

**Sample Sentence:** The person was deplatformed from Facebook for repeated banned posts.

## Have A Laugh

What does roundworm and the cathedral Notre-Dame have in common? They're both Paris-sites!

## 3 Tips To Make Flying Fun For Families

Try these tips to make flying with kids a breeze:

- To get the most for your money, buy tickets on a Tuesday which experts say might mean lower fares.
- Make flying enjoyable: bring new toys, your kid's favorite snacks, and pack electronic devices and headphones and allow unlimited screen time.
- Ask the crew for help since they may have cool things, like plastic wings, that could keep your child entertained.

## Quotes To Live By...

"Success isn't always about greatness. It's about consistency. Consistent hard work leads to success. Greatness will come."

—Dwayne Johnson, actor/wrestler

"I've grown most not from victories but from setbacks. If winning is God's reward, then losing is how he teaches us."

—Serena Williams, tennis player

"I care about decency and humanity and kindness. Kindness today is an act of rebellion."

—Pink, singer

# Foods To Avoid Before Flying

While going on vacation may signal the opportunity to eat foods you wouldn't normally, there are certain foods you might want to avoid while flying. That's because flying can already make you feel bloated and it may impair digestion. Similarly, there are some foods that support your body while travelling.

- **Try to avoid:** fried or spicy foods which can cause indigestion; cruciferous vegetables (like broccoli or cabbage), beans, and apples which can make you gassy; alcohol and caffeine which are dehydrating and can lead to headaches and nausea; and airplane snacks which are often high in sodium
- **Foods/drinks to fill up on** bananas, which provide energy and may help to relieve any muscle cramps; lots of filtered water, herbal teas, or coconut water that you can sip throughout the flight; smoothies; and roasted unsalted nuts.
- **What to eat and drink when you land:** be sure to drink lots more water; try dark chocolate as the magnesium can relieve muscle aches; a light balanced meal, and green tea to keep you energized if you land during the day.

## 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.

# Things To Buy For Your First Home

Buying your first home is a cause for celebration. However, now comes the tricky part of making it your own. You may be wondering what to invest in, and whether it really matters how much you spend on certain big-ticket items. Based on consumer reports, here are the top things to invest in:

- **A decent mattress.** Good mattresses last 10-15 years, versus just a few for cheaper ones. Be sure to check out offers online.
- **Reliable appliances:** fancy electronic display appliances can malfunction and cost more to repair. Plus, some companies are reported to have poor customer service. Be sure to research durable washing machines and dryers before making a purchase.
- **A new shower head:** they're cheap to buy online and you won't have to spend time cleaning the previous one.
- **Security devices:** installing a smart doorbell is a great crime deterrent and will give you peace of mind as you check the camera from the comfort of your phone before opening the door. Brands like Ring, Google Nest, and SimpliSafe are affordable and easy to install without the need for a technician.

## Brain Teaser...

Only one color, but not one size, I'm  
stuck at the bottom, but easily fly.  
Present in sun, but not in rain, doing no  
harm, and feeling no pain. What am I?

(See page 4 for the answer.)

## Real Estate Question?

Maybe you want to know how much  
your home is worth. Or maybe you just  
need a recommendation for a  
handyman, carpet cleaner or plumber...

Either way, I love hearing from all of  
my good friends and clients. And I'm  
happy to help answer questions you  
might have about anything relating to  
real estate or home-ownership.

If you have a question, tip or idea, call  
me at **602-999-1468**. I'm here to help!

## Dust Facts

Have you heard the story that most  
household dust is made up  
of...ew...human skin cells? While your  
shed skin is part of the dust in your  
home, luckily it's just a small part.  
About 40% of household dust comes  
from outside, and the rest is made up of  
lots of things like paint, fibers, ash, hair,  
(yes, skin cells too!), etc.

## Virtual Homewares Websites

It wasn't so long ago you needed to visit  
a store to buy big ticket items for the  
home. Today, however, there are online  
boutiques offering real incentives (and  
convenience) to get a sneak peak and  
early-bird offers for the latest home  
furnishings.

[www.1stdibs.com](http://www.1stdibs.com) - as the name  
suggests, this site hosts a marketplace  
offering the opportunity to get a first  
look at uniquely designed vintage,  
antique, and contemporary furniture.

[www.2.hm.com](http://www.2.hm.com) - Highly accessible  
fashion retailer H&M now have a  
homewares website featuring the latest  
in-vogue interior items at a fraction of  
the cost.

[www.society6.com](http://www.society6.com) - Find beautiful  
(and affordable) art prints from this  
independent artist hub.

# How To Negotiate Your Salary For A New Job

Looking for a new job or career? Ways to negotiate your salary right  
away, stay confident and sell yourself for best offer:

1. **Remember your position:** This company believes in you enough to  
have selected you from a pile of other candidates. Their job offer is  
a sign that they're investing in you, so use this as leverage to  
negotiate the right salary.
2. **Do your research:** find out what the market pays for your job in  
your area, with your expertise. An easy way to do this is through a  
salary calculator, like [www.salary.com](http://www.salary.com) or [www.indeed.com](http://www.indeed.com).
3. **Know your worth:** make a note of your level of expertise, unique  
skills, and qualifications that set you apart from the other candidates  
and show you'll be an asset to the company.
4. **Name your figure:** based on the data you've researched, and your  
unique skills set, decide on the ideal salary you'd like to be offered.  
In deciding that figure, it's best to have a range in mind, from the  
lowest salary you'd be willing to accept (and still be happy), and  
what you'd be *really* happy with.
5. **Sit tight:** remember that the hiring manager wants you, and in order  
to secure your employment they need to make the offer first. You  
just need to be prepared for the conversation.
6. **Look at the big picture:** as you know, compensation doesn't just  
include salary so be sure to ask what benefits come with the job, like  
health insurance, stock options, paid leave, etc.
7. **Evaluate the cost/benefit:** before rushing into a rash decision, be  
sure to fully evaluate the pros and cons of the new job, compared to  
your current role. Sites like Fidelity  
([communications.fidelity.com/pi/calculators/changing-job/](http://communications.fidelity.com/pi/calculators/changing-job/)) or  
Bloomberg ([www.bloomberg.com/workwise](http://www.bloomberg.com/workwise)) have job offer  
calculators to assist you in comparing packages.

## 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!

Gary Morris, Steve Dernbach, Frank & Beth Zander, Gayle Hoyst,  
Gary & Linda Brown, Sue Patterson, John & Ann Granholt, Lynda  
Leeberg, Ruth & James Hrubes, Randy & Betty, Vivienne & Brian  
Wizell, George Hamilton & Rebecca Clinton, and more!

THANK YOU!

## 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 shadow

## 5 Ways To Save Money On Your Grocery Bill

Groceries are a necessary expense but are you spending money that could be put towards a vacation or home-improvement project? Here are 5 ways to save on your grocery bill:

1. Make a meal plan before going to the grocery store and only buy items on the list
2. Never go to the grocery store hungry — you'll buy way more items.
3. Look for cheap cuts of meat, like stewing meat, that can be made into soups and stews and bulked out with veggies.
4. Consider switching protein sources to chicken and beans/legumes, which are cheaper than red meat.
5. Make bulk recipes. For inspiration check out Bon Appetit's website of cheap to make recipes: [www.bonappetit.com/gallery/cheap-recipes](http://www.bonappetit.com/gallery/cheap-recipes) for inspiration.

**THANK YOU** for reading my Service For Life.<sup>®</sup> 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: Erv Mellema, Aplington, IA/Mesa.

**Thirty-one Supreme Court Justices throughout history had previously been members of the U.S. Congress, but how many served as both Representatives and Senators before joining the Supreme Court?**

a) zero b) two c) four d) six

The answer is c) four. George Sutherland (Utah), John McKinley (Alabama), Lucius Lamar (Mississippi), and James Byrnes (South Carolina).

So let's move on to *this* month's trivia question.

**In what popular 90s TV series was there a character called Carlton?**

a) The Simpsons b) Flash Forward c) Fresh Prince of Bel-Air d) The X-Files

**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:

#907 - \$89,900 – **New Listing!** Perfect for New Park Model or Modular, Motorhome, Fifth Wheel or RV!

### PARK MODELS:

#439 - \$122,500 – **New Listing/Sale Pending!** 2006, Skylights, Trex Deck, Large Shed, W/D, Furnished!

### PARK MODELS WITH AZ ROOMS:

#474 - \$154,900 – **Sale Pending!** – Huge Tile Deck, Laminate Flooring, Faces E, W/D in Shed, Furnished!

#32 - \$239,000 – **SOLD!** – 2013/2017, Huge Backyard, Large Deck, 2 Baths, Hard Floors, Fruit Trees!

If you are thinking of listing, now is a great time to sell since there is a very little inventory in Carriage Manor. Please call if you would like a free comparative analysis on your property.

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

10/13	#398	\$150,000	10/27	#672	\$ 72,100
10/27	#132	\$ 71,800	11/1	#32	\$230,000



Do you have a real estate question you want answered? Feel free to call me at 602-999-1468. Perhaps I'll feature your question in my next issue!

See All Carriage Manor Listings on My Website at [www.SharonLiuzzo@aol.com](http://www.SharonLiuzzo@aol.com)