

Disrupting An Industry



HIERARCH
REAL ESTATE & INVESTMENTS, INC.

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Memory Brain Training: From Sieve to Steel Trap

Some instances are easy to laugh off. Forgetting an appointment or misplacing one's keys can be filed under "being forgetful." But a leaky memory isn't funny when those misplaced dates and items are of great importance, or when the forgetfulness becomes chronic. Fortunately, there's good news for sufferers of poor memory: it can get better. With the right techniques, it's possible to train your brain and improve your memory. Try these tips:

Use imagery: Memory athletes (yes, it's a thing) use this trick to make words stick. Next time you're trying to remember an important date or someone's name, picture it as an over-the-top image. For example, imagine "April 20" exploding out of a confetti cannon.

Resist the urge to Google: Anything we could ever want to know is just a couple of taps away. But constantly using a search engine to remember facts and figures that we've forgotten is making our brains lazy. Next time you're stuck, wait it out and work your brain to remember.

Create a memory palace: A memory palace is a real physical location or route that is familiar to you, where you can "store" words and dates to remember later. For example, if your memory palace is your jogging route and you want to remember your credit card numbers, you might imagine your Visa number scrawled on the bench you stretch on and your Mastercard number posted on the billboard you pass by on your run.

Practice: As with physical exercise, consistency is key. Practice recalling directions, phone numbers, and important dates in the shower or during your commute.

Are You a First-Time Buyer? Get My Free Guide



Buying your first home is a big step, and one that is likely to impact your financial future for years to come.

Make it easier by requesting my free guide, "How First-Timers Can Make a Wise Buy."

Just call me at 209-753-0123 and I'll send it right out to you.

Real Estate Secrets: Why (and How) Kitchens Sell Homes

The kitchen is the heart of the home. It's a bustling center of activity where people gather to cook, eat, socialize, and entertain.

As the central hub, the kitchen is one of the most important rooms of the home. This space will immediately attract buyers or turn them off. It's much easier to look passed a small bedroom or an outdated powder room than to get over an undesirable kitchen. The kitchen must be designed to meet the needs of their lifestyle. If it's not a good match, the buyer will likely eliminate the home as an option.

To prevent this from happening, homeowners can make strategic efforts that will improve their property's culinary appeal.

Refurbish rather than replace: Cabinetry is a significant factor in a kitchen's appeal. Since replacing cabinets is an expensive endeavor, many homeowners are reluctant to take on this project. Fortunately, other options won't break the budget. Consider repainting the cabinetry or replacing only the doors. New cabinet hardware can also create a brand-new look.

Invest in appliances: Modern, matching appliances offer immense appeal. They look sharp, offer convenient features, and typically provide high efficiency to reduce utility bills.

Make it sparkle: Cluttered countertops have never helped sell a home. Buyers want to see the kitchen, not the mess. Keep counters clear and clean and ensure the entire space shines.

Consider the market: When considering kitchen improvements, homeowners should always consult with a trusted real estate agent to ensure upgrades are in alignment with their neighborhood, the target buyer, and current trends. Reach out with your questions. We are happy to help.

How to Handle a Love-Hate Relationship with the Gym

A trip to the fitness center can be a daunting experience. All those machines designed to burn calories and tone muscles, and all those sleek, toned, hard bodies, can be quite intimidating.

For newbies, it's hard to know where or how to begin. Here are some tips to help you get started at the gym.

Go with a buddy: A friend can turn a trip to the gym into a social experience and help ease the jitters. Hit the gym together when it is less crowded. When it's not as busy, people won't be waiting in line for your machine and you won't feel like all eyes are on you.

Ask for help: An experienced trainer or coach can familiarize you with the equipment, offer encouragement, and instruct you on proper technique. A professional personal trainer can work

with you to develop an individual program that addresses your fitness goals.

Accessorize appropriately: Buy a good, sturdy pair of athletic shoes and consider splurging on some workout outfits. Use earbuds to block out ambient noise and provide music that you enjoy listening to while you exercise.

Join a class: There are many options to choose from: Zumba, barre, yoga, CrossFit, tai chi, Pilates, tone 'n sculpt, boot camp, and more. You're sure to find something that suits your style and fitness level. Classes are motivational and a great way to make friends.

Set goals and build on them incrementally. Allow yourself to bask in the progress you make each time you go to the gym.

Quick Quiz

Each month I'll give you a new question.

Just email me at info@hierarchrei.com or call 209-753-0123 for the answer.

Which animal has the largest brain?

Why Not Pass Me to a Friend?

If you've enjoyed this newsletter and found its information useful, please pass it to a neighbor, friend or co-worker.

And if you have any comments about it, don't forget to give me a call or send me an email!

Wondering How Much Your Home Is Worth?

How has the price of your home changed in today's market? How much are other homes in your neighborhood selling for?

If you're wondering what's happening to prices in your area, or you're thinking about selling your house, I'll be able to help. Just give my office a call for a no-fuss, professional evaluation.

I won't try to push you into listing with me or waste your time. I'll just give you the honest facts about your home and its value. And maybe I'll also give you the "inside scoop" on what's happening in the housing market near where you live!

Just give my office a call at 209-753-0123 to arrange an appointment.

Alternatively, stop by at the office. The address is on the back page of this newsletter.

Worth Reading

14 U.S. Cities with a European Vibe

By *Caroline Bologna*
HuffPost US

Can't afford the airfare to the Netherlands? Consider visiting Holland, Michigan, or Pella, Iowa. Both feature tulip festivals and Dutch architecture. They're just a couple of the many U.S. towns and cities that resemble European locales. Some are large, like New Orleans, while others are not. New Glarus, WI, with a reported population of around 2,000, boasts the title "America's Little Switzerland," and even has a Heidi Festival to prove it. **More:** <https://tinyurl.com/worth04191>

The Things in Your Bathroom You Should Get Rid of Immediately

By *Kelsey Ogletree*
Real Simple

Consider what really belongs in the bathroom, and put this space at the top of your decluttering efforts. Toss what can't be used. Expired medications need to be thrown out. Remember, there are other places to store extra towels and makeup bags. And it may be a good place to catch up on reading, but the bathroom shouldn't double as a library. **More:** <https://tinyurl.com/worth04192>

How to Get Rid of Unwanted Odors in Your House

By *Amanda Garrity*
Good Housekeeping

Baking soda remains the key ingredient to removing odors throughout your home. This versatile substance can freshen mattresses, carpets, and beds for pets. Lemons are also helpful when removing foul smells, especially in the microwave or on wooden cutting boards. Sometimes prevention is free and easy. According to this list, simply keeping your closet door open reduces the chances of bad odors.

More: <https://tinyurl.com/worth04193>

Modern Homes Are Getting Smarter by the Second

Innovative technology is transforming the real estate marketplace. As they design and select homes, today's buyers are weighing options that were nonexistent for homeowners 20 years ago. Modern houses, enhanced with smart technology, have become more than rooms and walls. They are integrated systems of efficiency, entertainment, and security, designed to cater to a high-tech lifestyle. These technological advances are adding value to homes in creative ways.

Convenience: Control centers allow owners to manage almost everything in the home remotely. They can turn up the heat, turn on the lights, or turn off the television from around the globe. With remote access, homeowners no longer have to worry about misplaced or stolen keys. They can even grant

entry to others while they are away from home.

Security: Wireless technology and video surveillance options have transformed home security. Systems can be added without drilling holes and hiding wires. Cameras and video technology allow personal, remote observation of the home inside and out. In addition to securing their home against crime, owners can check on Fido, confirm a package delivery, or enjoy peace of mind that the kids arrived safely home from school.

Efficiency: Smart technology can provide greater efficiency for utilities, which can provide significant savings over the years. Improved temperature control technology, remote access to thermostats, and better utility sensors

can create a highly efficient home.

Linkage: The internet of things has added multiple new features to homes. Homeowners can link smart appliances, security systems, and more to connect every facet of their lives. The connectivity a home offers can boost its value to plugged-in buyers who are seeking modern networking capabilities. These smart technologies are becoming more affordable and more accessible. It's likely that more and more buyers can expect to find high-tech options listed among standard home features.

If you're considering a smart upgrade to your home, reach out to our office so you can get the best information to determine which innovations make the most sense for your market.

Simplify Your Days in Three Easy Ways

Too many appointments to keep? Too many possessions to take care of? Too much to do and too little time to do it? Simplify your life and lose the stress. There is a psychological cost for every obligation. Does it feel like your account is nearly empty or will soon be overdrawn? It's called stress. Fortunately, with careful planning, stress can be reduced. Here are three ways to alleviate the pressure:

Declutter: Attack one room at a time. Begin with your closet. Anything you haven't worn in over a year is unnecessary. Donate it or discard it. Then survey one room at a time with the same strategy: declutter and donate or discard. You'll feel a lot lighter when this decluttering is complete.

Manage your finances: Write down your monthly expenses and examine the list to reveal where corners can be cut. Create a realistic budget that covers expenses and allows for some regenerating "me time" activities. You'll feel empowered and energized knowing your finances are under control.

Take a breather: A racing mind can be destructive. Letting go and slowing down are freeing and refreshing. Try meditation, tai chi, or yoga to rest and rejuvenate. You'll be psychologically healthier for it.

Beat the Rush with This Scheduling Secret

People often suggest setting your clock five or ten minutes ahead so you leave home early. The goal is to beat traffic and ensure you get to work on time.

A similar method can help you secure a table at a restaurant, even at the most popular establishments.

Restaurant owners and frequent patrons agree: arriving 10 or 15 minutes before the top of the hour can increase your

chances of getting a good table and receiving your meal faster. Many people schedule their meals for the beginning of the hour: noon for lunch, 6 p.m. for dinner, and 7 p.m. for dessert. This can lead to long, crowded waits.

If you arrive a few minutes before the rush starts, you can be seated as others arrive. A caution: this works best with punctual groups.

Ask the Agent: This Month's Question

Should I do a final walkthrough?

Your contract may or may not require this step. Even if it's not a requirement, it is highly recommended that you complete this vital part of the home-buying process.

A final walkthrough gives you the opportunity to view the home just before the closing (often the day before or the day of the closing). The walkthrough lets you confirm that the property is in the condition you expected, with no significant changes since your initial viewing.

You can check to see that all items that are left for you are still in the home, such as appliances. If the sellers agreed to make repairs based on home inspection requests, you could verify these as well.

Typically, your real estate agent will arrange for this walkthrough and escort you during this final inspection. If you discover any issues, you should immediately notify your real estate agent, who can advise you on the next steps to resolve concerns.

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

Sudoku instructions: Complete the 9 × 9 grid so that each row, each column and each of the nine 3 × 3 boxes contains the digits 1 through 9. Contact me for the solution!

Biscuit Chicken Pot Pie

Serves 6

- 3 tablespoons butter
- 1 onion, chopped
- 2 carrots, chopped
- 2 ribs celery, chopped
- 3 cloves garlic, minced
- 1 small container of sliced mushrooms
- 1/4 cup all-purpose flour
- 3 cups chicken stock
- 4 cups shredded chicken
- 1 1/2 teaspoons dried parsley
- 1 1/2 teaspoons dried sage
- 1 bay leaf
- 2 cups flour
- 1 tablespoon baking powder
- 1 tablespoon sugar
- 1/2 teaspoon salt
- 1/2 cup unsalted butter, melted
- 1 cup buttermilk

Preheat oven to 450°. Melt butter in a Dutch oven and sauté onion, carrots, and celery until softened. Add garlic and mushrooms and cook until mushrooms start to soften. Add flour and stir to coat everything, then gradually add chicken stock while scraping the bottom. Add chicken and herbs. Season to taste. Simmer until thickened. In a large bowl, combine flour, baking powder, sugar, and salt. Add butter and milk. Stir to combine. Drop biscuits by rounded tablespoons on top of the pot pie. Bake for 12–15 minutes or until golden brown.

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