

Formula 12

When Dr. Geezer opened his medical clinic across from one of the area's leading hospitals, he put a sign in his window that read: "I'll cure you for \$500 and pay you \$1,000 if I can't."

Dr. Young passed by the clinic on the way to the hospital. Upon reading the sign, he decided to go in, expose Dr. Geezer as a fraud, and earn a bit of pocket change for himself.

"What seems to be the problem?" Dr. Geezer asked upon greeting Dr. Young in the exam room.

"I've lost my sense of taste," replied Dr. Young. "Nurse," shouted Dr. Geezer. "Bring formula 12 and put three drops on the patient's tongue."

No sooner had the nurse administered the first drop of the mystery potion did Dr. Young begin to spit it out.

"That's gasoline!" Dr. Young screamed.

"Remarkable! Your sense of taste has returned," said Dr. Geezer. "That will be \$500."

Dr. Young payed Dr. Geezer, but returned a few days later with a plan to get his money back.

"Back so soon? What's bothering you this time?" Dr. Geezer asked.

"This time?" Dr. Young raised the question. "Have I been here before today? I wouldn't know. I'm having trouble with my memory."

"Memory problems?" Dr. Geezer said as he consulted a little black book.

"Nurse," he shouted, "give patient Young three drops of formula 12 by mouth."

"Formula 12! Oh no," Dr. Young shouted. "That's gasoline. I don't want that."

"Seems like your memory is intact," said Dr. Geezer. "That will be \$500."

Dr. Young paid his bill and stormed off. A week later he visited the clinic, determined to recoup the money he'd paid out.

"So what seems to be the problem now?" Dr. Geezer asked.

"I can't see," replied Dr. Young. "I'm blind, and it's probably from your nurse giving me gasoline. You have to cure me."

"Hmm. I don't have a formula for failing eyesight," replied Dr. Geezer.

"Well then, you owe me \$1,000," said Dr. Young. "Pay up and I will be on my way."

Dr. Geezer shouted for his nurse to open the safe and bring patient Young the envelope marked: "\$1,000."

"I just have a single bill; I hope that's OK with you?" said Dr. Geezer as the nurse handed Dr. Young the envelope.

Dr. Young opened the envelope and found a \$10 bill from inside. "Hey, this is only \$10."

"Looks like your blindness has been cured," said Dr. Geezer. "That will be \$500."

The moral of this story: Don't think you can outsmart an old geezer.

Quote of the Month:

"Vision without action is a daydream. Action without vision is a nightmare."

~ Japanese Proverb

Welcome, Debi Mann!

Debi Mann lived in Idaho for over 20 years and graduated from the University of Idaho with her Bachelor of Science in Health Education. In 2015, Debi graduated with her Master's of Business Administration. Debi has extensive experience in management of health care organizations including St. Luke's in Boise and UCLA in Los Angeles.

Debi is the proud mom of two grown sons, Hawkins (22) and Colter (21). Debi enjoys travel, hiking and anything outdoors. She lives in Everett, WA and is excited to be part of the UDrive Team.



We are fortunate to have you with us!

Make a date

Dads, mark this on your calendar: Saturday, July 7, is Father-Daughter Take a Walk Day. Trek through your neighborhood, visit an arboretum, or hike a portion of the Appalachian Trail. Wherever you decide to go, keep the focus of this quality time on strengthening that special bond the two of you share. Because you are the man by whom she will measure the manhood of others, a "walk in the park" with your little girl can guide the footsteps she takes into adulthood.

July Events



7-4 **Happy Independence Day! OFFICE CLOSED**

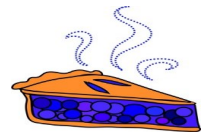
7-7 **HAPPY BIRTHDAY Anthony Hackman!**

7-18 **HAPPY BIRTHDAY Trisha Stam!**

7-18 **HAPPY BIRTHDAY Dee Anne Mosman!**

7-19 **HAPPY BIRTHDAY Mae Hawkins!**

Tuesdays & Wednesdays 8:00 A.M. - Agency Department Meetings



New Listing!

What People Are Saying...

She's gorgeous now!! 3 bdrm, 2 bath home on 1.66 acres. Home has been completely gutted and everything inside is new. Kitchen is beautiful with granite counters, farmers sink, new appliances. Floors are Acacia wood floors, fireplace with insert, separate office space, covered patio, garden space, RV parking, pasture with irrigation, two sheds with power.

Waldo Real Estate
129 N Plymouth Ave
New Plymouth, ID
208-278-5252



John Faw
Principal
Broker,
GRI,
OR/ID

"Very professional throughout the entire process. Highly recommend John Faw & Anthony Hackman!"

~ *Alejandro & Hilda Contreras*



Anthony
Hackman
Broker,
OR/ID

Local
Friendly
Professional



Call Carla Bourque
Sales Assoc., ID
208-409-5317 cell
See this property at
<http://www.waldore.com/>

Be an empathic friend to those in need

Parents grieving over the death of a son or daughter are more likely to experience depression, illness, and marital issues resulting in divorce. Because of this, July has been designated Bereaved Parents Awareness Month.

Often, friends don't know what to do or say to those coping with such a loss. Here are a few things you can do any time of the year to reach out to a family in mourning.

- **Show your support.** There is no timeline for grief, but the weeks and months following a funeral or memorial service are when your friends will need your love and support most. Holidays and birthdays will be challenging times as well. Volunteer to cook a meal, do the grocery shopping, or handle an errand.
- **Share happy memories.** Whenever appropriate, help your friends remember the good times by sharing positive memories you have of their loved one.
- **Be empathetic.** Even if you have experienced a similar loss, grief is a unique experience shaped by the relationship of the parties involved. There is no way you can know what your friends are feeling. Still, people need a safe space to laugh, cry, vent, and make sense of things. Be available to listen without judgment or interjecting your opinion.

In time, the heartache this family is experiencing will not be such an overwhelming force in their lives. Let your love and support give them the strength to believe that better days are ahead.

WORK KINDLY

kind: (adj.) of an attentive, helpful, or generous nature

How to Work Kindly...

Remove the ego. Let go of any entitlement and remember our work is always about making things better for someone else.

Give others time. Give them our time patiently and give them more of their time back by having a sense of urgency for their day.

Remember our options. We always have choices in how we respond to someone/thing. Pause. Think. Choose helpful.

First-time home buyer? Remember this advice

Buying your first home is a major step. Make sure you're ready by checking out NerdWallet's list of things to think about:

- **Know how much you can afford.** Look at your finances so you can decide how big a down payment you can make and how much you can afford in mortgage costs.
- **Check your credit.** Make sure you have a solid credit score before you start shopping for a house. Don't apply for a new credit card or a loan while you're looking for a mortgage—a lender's hard inquiry can make your credit score drop.
- **Remember closing costs.** Closing expenses can add up to 5 percent to your home purchase. Shop around to find the rate you can afford, and include that in your budget.
- **Save money for ancillary expenses.** Once you've bought a house, you'll undoubtedly have to pay for movers, new furnishings or appliances, painting, or any other changes you want to make before and after you move in.
- **Think long term.** If you're planning to start a family, choose a home with that in mind so you have the space and accommodations you need. You don't want to have to move just a few years after buying your first house.

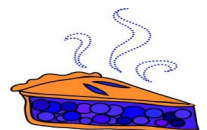
Netflix and chill--wherever you are

Netflix is everywhere these days, and people are watching it everywhere. A Netflix survey conducted with Survey Monkey found that instead of streaming movies and TV shows at home, 67 percent of users watch Netflix in public—on the bus, in the restroom, and even at work:

- In the restroom: 12 percent
- Waiting in line: 27 percent
- Traveling: 30 percent
- At work: 37 percent



Men are more likely than women to watch in public. Twenty-nine percent say they pretend not to see or hear other people while glued to their screens, and 27 percent say they've cried in public while watching an emotional scene. Eleven percent have experienced spoilers while watching someone else's screen, and 35 percent complain of being interrupted by someone who wanted to talk about the show they were watching.





What People Are Saying...



"Trisha and Mike were great to work with!"

~ *Loi Chamberlain*

"Mike did a great job. Very helpful."

~ *Jim Jungling*

Trisha Seese
Agent
Benefits

Mike Ward
LUTCF
Agent
Manager-
Benefits

**Local
Friendly
Professional**



July is National **BLUEBERRY** Month

This yummy fruit is packed with antioxidants and in season during July. They're great in muffins, pancakes, and pies, or on their own as a low-calorie snack. Head to a farmer's market or you-pick, and take some home today.



Work safely in the heat

As the warm days of summer set in, keep these safety tips in mind to avoid overstressing your body as you work outdoors:

- **Perform your heaviest tasks during the morning.** If you have work that will require you to exert a lot of energy, it's best to do it in the cooler hours of the morning.
- **Build your tolerance.** It usually takes a good two weeks for your body to acclimate itself to working in the heat, so give your body time to adjust to higher temps.
- **Use the buddy system.** That way you can keep an eye out and get help if needed.
- **Drink water.** Health experts say you should drink a small cup every 15 to 20 minutes when you're working in the heat to stay hydrated and cool.
- **Take breaks.** Give your body a chance to cool down by heading off to a cool area for a few minutes.
- **Eat lightly.** Try not to eat heavy or big meals before you have to work in the heat.
- **Skip the caffeine.** It makes your body lose water and increases your chances of heat illnesses.
- **Watch your medications.** If you take any medicine, you should check with your doctor or pharmacist about its effects when you're working in the heat.



Take Notes. Remember the details. Do better business.

PART 4:

3 Digital Apps for Note-Taking

These days, most anything you can do with pen and paper can be duplicated on a mobile device, especially if you have a stylus. And when your notes are digital, that information can be easily uploaded to your customer relationship management system or other apps. Plus, it's accessible from anywhere and searchable in a way that's just not possible with a pile of old notebooks.

Here are three popular note-taking apps you may want to consider:

- ✓ **Evernote** - Available on any platform and made to sync across all devices, Evernote can be used most anywhere. Not only is it great for note taking and organization, but its text identification feature makes searching for notes easy, whether you've entered a typed document, a PDF or a photo of handwritten notes. Start with the free Basic package or upgrade for more features. (See which product is right for you).
- ✓ **OneNote** - This free application offers a lot of the same functionality you'll find with Evernote — note taking, collaboration, the ability to search for words in photos. But where OneNote truly shines is in its integration with Microsoft Office.
- ✓ **Google Keep** - Now available for Android and iOS, Google Keep integrates seamlessly with Google Docs and allows for collaboration with other Keep users. Notes can be entered manually or transcribed from photos and audio recordings. And it's free!

Wrap-up

A few small details can go a long way, assuming you remember them. But even great notes are useless if they're disorganized and spread across Google Docs, Microsoft Word and a bunch of crumpled sticky notes on your desk. Don't let your customer relationships suffer. Push that information directly into your CRM and put that data to work in your marketing.

Source: *OutboundEngine*, <https://www.outboundengine.com/blog/take-notes-do-better-business/>

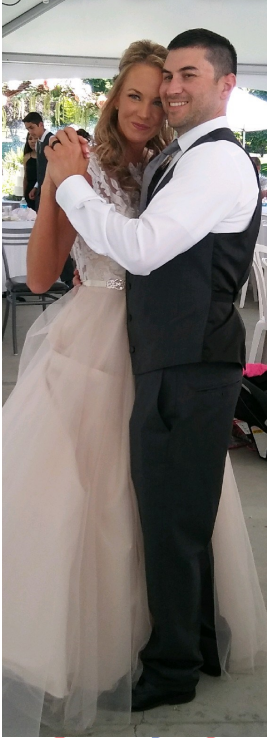
Test your commitment to goals

You may have big goals, but do you have the passion to bring them to life? Success usually requires a road map, a strategy, but it also calls for an overwhelming drive.

Try testing yourself with these questions:

- Do you feel strongly about the importance of your goal—why it's necessary to achieve?
- Does your idea match your values and beliefs?
- Is this something you've dreamed about for a long time?
- Is your goal vital to the future of people you care about?
- Does your goal get you excited when you think about it and share it with others?
- Is it realistic? Are you sincerely convinced that your goal can be achieved?
- Are you willing to put your credibility on the line for it?
- Can you make your goal the primary focus of your activities?
- Are you willing to devote your personal time—evenings, weekends, vacations—to bring your goal to reality?
- Will you be able to reject criticism and negativity?
- Are you committed to the long term as you work toward your goal?

Waldo Spotlights



Congratulations newlyweds Trisha and Chris! We are so happy for you!



Congratulations KimberLeigh Lin Bahem! She is a 2018 Melba High School graduate who is headed to Northwest Nazarene University this fall.



Anthony with his beautiful daughter, Aleasha, at her wedding.

A small part of the delectable food contributed for the June birthday celebration lunch/BBQ at the office.



John Faw, birthday boy/BBQ chef, tended the steaks he generously provided for the celebration.

Everyone in attendance enjoyed the meal immensely!



Scott Bahem and John Faw pose with their birthday cake.



This squirrel and his buddies may become the unofficial mascots of our Ontario office. Kristie, our resident 'squirrel whisperer', keeps them well-fed and happy. This little guy seems to be resting after a bounteous feast.

Amy's grandson, Slayder, LOVING the beach at Seaside, Oregon as he makes sand angels :)

