

Get More When Selling Your Home

Selling a home is a big project. Here are some tips for making the best deal you can:

- ❖ **Choose the right agent.** Do research on potential agents. Don't rely solely on referrals from friends, and talk to more than one or two agents before making your choice. Ask about their experience with selling houses like yours, check out their online marketing, and ask for references from previous home sellers.
- ❖ **Use social media.** Post a video to YouTube featuring your house and neighborhood. Explain what you love about both so potential buyers can visualize themselves enjoying your home and community.
- ❖ **Get your neighbors involved.** Tell folks in your neighborhood that you're selling. Invite them to your open house and make it a party, not a sales event. The more people who know you're moving, the better your chances of getting competitive bids.
- ❖ **Choose the right timing.** Spring isn't the only good time to put your house on the market. In warmer climates, fall can be better because the weather is more comfortable. Do some research into when most sales take place.
- ❖ **Fix up your house.** The better condition your home is in, the more money you'll get for it. Even small repairs—fixing a sticky doorknob or patching nicks and scratches in a wall—can enhance the value of your residence. Spruce up the outside, too, so buyers can imagine themselves living in your home.

Fun Facts For A Festive Fourth

Do you know your U.S. history? Here are some Fourth of July facts to ponder and share:

- ★ Three presidents died on July 4: Thomas Jefferson and John Adams in 1826, and James Monroe, in 1831. Calvin Coolidge was the only president born on July 4, in 1872.
- ★ The Massachusetts General Court was the first state legislature to recognize July 4 as a state celebration, in 1781.
- ★ The first recorded use of the name "Independence Day" occurred in 1791.
- ★ The U.S. Congress established Independence Day as an unpaid holiday for federal employees in 1870. They changed it to a federal paid holiday in 1931.
- ★ The Declaration of Independence was approved in a closed session of the Second Continental Congress on July 2, 1776, but most of the delegates didn't sign it until Aug. 2. Although John Adams expected Americans would celebrate July 2, the date on the publicized copies of the document was July 4, which became the day Americans have commonly observed.



July Events

| | |
|-----------|-----------------------------|
| July 1st | Canada Day |
| July 4th | Independence Day |
| July 9th | National Sugar Cookie Day |
| July 14th | Shark Awareness Day |
| July 18th | National Hot Dog Day |
| July 20th | National Lollipop Day |
| July 28th | National Milk Chocolate Day |
| July 31st | National Mutt Day |



Do You Have A Question About Car Maintenance That You Want Answered?

We love to hear from all of our good friends and clients who enjoy reading our monthly newsletter. If you have a question about anything related to your vehicle, feel free to reach out to us...

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Special thanks go out to all of our clients and friends who graciously referred our shop to their friends and neighbors last month! Our business is built based on the positive comments and referrals from people just like you. We just couldn't do it without you.

**Austin Hoover, Zachary Brown,
Tacy Reichman, Derek Vill, Bob Guerriere,
Lisa Figureoa, And Rose Alcott,**

Does Practice Make Perfect?

There's a theory that it takes 10,000 hours of practice in any given subject to develop one's expertise in that area, regardless of familiarity with it.

The theory intrigued Dan McLaughlin, so he decided to put it to the test. In April 2010, at age 30, McLaughlin quit his job and devoted his time to learning how to play golf—a sport for which he had no interest or aptitude.

He practiced for hours each day and soon realized time was just one of many factors that would aide in his development. The quality of the time spent in practice was equally important, as was his strategy for learning the fundamentals of the sport.

This prompted his correspondence with some of the leading researchers in the field of cognitive psychology and neuroscience. Their advice guided him to fine-tune his practice methods. It turns out that the most effective manner of learning requires you to work with material in a certain way and also challenge yourself with it.

After seven years and 6,003 hours of high-quality practice, McLaughlin achieved a handicap of 2.6. According the United States Golf Association, fewer than 6 percent of golfers have attained this level of mastery in the sport. Not bad, considering that the guys who win the green jackets and tour the pro circuit are part of an exclusive group that accounts for an even smaller percentage of players, albeit ones who have been playing the game a lot longer.

Unfortunately, we will never know if McLaughlin could've developed the skills to be a pro golfer. Baset by back injuries, he abandoned his experiment. Still, the progress he made is encouraging. It is proof that a certain level of success is possible if you commit wholeheartedly to an objective, develop a solid plan, and put in the work.

Lincoln Settles A Problem

Abraham Lincoln ran a legal practice, but he never encouraged litigation that was unnecessary. One day, as Lincoln was working at his practice, a man entered the establishment in an impassioned state. He pleaded with Lincoln to bring suit against a man who was impoverished and in debt.

The man wanted to sue the debtor for \$2.50. Lincoln tried to reason with the man, but he was set on getting his revenge. When Lincoln saw that he could not talk the man out of bringing the lawsuit against the debtor, he slyly asked for \$10 in legal fees to head up the lawsuit. The man paid the money to Lincoln.

Lincoln then hunted down the debtor and gave him half of the legal fee. The debtor used part of the money to pay off the man who brought the lawsuit against him. In this way, the man who brought the suit was completely satisfied that justice had been done, the debtor got out of debt, and Lincoln probably had a good laugh about it all.

Rules To Startup Success

Do you dream of starting your own company? Many people do, but the road is often hard. On the Fast Company website, Shark Tank's Kevin O'Leary offers this advice for getting your startup up and running:

- ◆ **Expect long hours.** You can't get up to speed by working 9 to 5. Be prepared to work long and hard. It requires discipline and determination, so don't get started if you're not willing to make the commitment.
- ◆ **Be ready to terminate.** Firing people is never fun, but sometimes it's necessary if you're going to assemble the right team. Don't waste time if an employee isn't a good fit. The sooner the person is gone, the sooner you'll find a better replacement.
- ◆ **Set realistic goals.** You've got high ambitions, but you have to be reasonable. You're not going to get rich immediately. Keep your financial goals modest so you don't overextend yourself.
- ◆ **Focus on the bottom line.** Without sufficient revenue, your organization will go nowhere. Keep an eye on your money and spend it wisely.
- ◆ **Don't hang on to bad ideas.** If something's not working, ditch it quickly. Like firing a poor performer, dropping unsuccessful projects before they waste too much time and money is sometimes necessary if you want to keep your head above water.



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For the past 8 years Joe Davis AutoSport helps to sponsor this memorable ride. Sadly this year even the raindate rained out! There was no police escorted ride, but they still celebrated with the picnic. Keep fingers crossed for a better next year! Check out the web RideForTheHeroes.org and learn more. It's all for a great cause!



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you like family.”*

Rick

Domesticated Dog Remains Are Oldest In The Americas

Dogs may have been man's best friend for longer than we thought. The remains of three dogs uncovered at two sites in Illinois have recently been radiocarbon dated to show that they were buried 10,000 years ago, making them 1,500 years older than previously thought. That makes them older than dogs found at a Texas site from 9,300 years ago, according to an article on the Science News website.

The findings at the Illinois sites suggest that the dogs were domesticated—there's no evidence of their having been killed, suggesting they died of natural causes and were buried after death. They're believed to be the oldest known domesticated dogs in the Americas. A dog buried at a German site 14,000 years ago was included in a grave with two people.

Scientists studying the remains found that the lower jaw and teeth of two of the dogs share similarities to modern-day wolves. Another dog showed traits found in present-day coyotes.

3 HOT TIPS for Driving Safely in Summer's Heat

The following are some quick and easy "hot" tips that may prevent your car from overheating, as well as what to do if you find yourself in such a situation.

HOT TIP 1: Prevention is key.

Check coolant level and for leaks, worn or bulging hoses, and malfunctioning fan operation. The hot days of summer strain the cooling system. A failure can leave you on the side of the road with an overheated engine.

HOT TIP 2: Caught in a traffic jam?

Leave plenty of room between you and the vehicle ahead of you. This allows a sufficient air flow for the radiator. If you think the engine is getting too hot turn off the air conditioner and turn on the heater. You may be uncomfortable for a while but this will really help cool the car's engine since the heater acts like a second radiator.

HOT TIP 3-Pay close attention to your vehicle's dashboard If the temperature gauge goes into the "red" and or your warning light appears-**IMMEDIATELY** pull over and shut off your car. Driving even 1 block could cause major damage to your vehicle's engine--an unnecessary costly repair.

**Call to schedule our Coolant System Service Sale (see below)
It's always better to be safe than sorry!**

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What's The Answer?



Does Practice Make Perfect?

How Can You Sell A Home For Higher Profits?

How Long Have Dogs Been Man's Best Friend?

What Business Tips Can Help My Startup?



*The Answers To These And
Many More Questions Are Inside*

