

Las Sendas Up Close

Bringing neighbors closer to their community

June 2012

Trailhead Lifestyle Division Offers Excellent Summer Activities

By AnnElise Makin

This summer, boredom won't stand a chance in Las Sendas, with the Trailhead Lifestyle Division and Athletics departments adding a whole new set of activity programs for school-age youth.

This summer they offer three well-rounded sports camps.

"This is not your everyday camp, and not a daycare, but an excellent opportunity to introduce children to several recreational sports," Lifestyle Director Jennifer Graffice said. "The sessions are so well mixed, we are hoping the kids will have a blast, as well as become more fitness-oriented."

The two-week-long Sports Camp sessions, three in all, include lessons in golf, tennis, swimming, fitness and other beneficial skills across the healthy lifestyle spectrum. All activities will be taught by professional community instructors, such as tennis pro Lori Thornton-Williams. Swim lesson segments will be covered by City of Mesa staff.

"With our summer Sports Camp, we wanted to introduce children to activities that raise their lifestyle and increase the quality of our programming," Assistant Lifestyle Director Kristha Lima pointed out.

Aside from raising the bar for service and quality at the Las Sendas Lifestyle Division, Jennifer and Kristha were hoping the fitness benefit would stick with the kids. A good camp experience could interest a young sports enthusiast in continuing a wellness-oriented lifestyle.

"Here at Las Sendas, we have so many programs to offer as the next step," Jennifer said with a smile. Ongoing

through the summer, several dance classes—jazz, tap, hip hop—will be part of the selection.

"For the youngest dancers," Jennifer pointed out, "children ages 4 to 6, we offer the Summer Fairies class, taught by the studio Eight-Count Dance." As always, Infant Swimming Resource's Becky Harris will provide survival training in the pool to the very youngest, starting at 6 months old.

"Don't forget our community health seminars," Kristha added. "These continue to draw a good crowd of wellness-interested people." Overall, the farmers markets and Concerts in the Park—two more scheduled for the fall—had become real crowd pleasers during the spring season.

"In the summer, we work especially hard to provide attractions or enrichment for all ages," Jennifer stated. Thus there will be a babysitting class for interested teens. Even better, a Dive In Movie Night is set for June 15, at a pool near you. Can you guess? Yes, at the Trailhead Members Club.

Sure, Las Sendas is still in Arizona. Naturally, the heat will be on. But with a cornucopia of cool activities around the Trailhead Members Club, this summer is sure to be enjoyable. ■

To find out more about the sports camps and the other programs listed in the Trailhead Members Club magazine, or to sign up for a class, call Jennifer or Kristha, from the Lifestyle Division, at (480) 832-6900. Send an e-mail to Jennifer at jgraffice@thetrailhead.org, or to Kristha at klima@thetrailhead.org.



DESERT ROSE PRESCHOOL will host anniversary reunion

By Rose Buttitta

I would like to have a 10-year reunion with all the past Desert Rose Preschool at Las Sendas students.

We will have a big party, at the Trailhead Parke, on June 2, with lots of fun things to do, such as jumping houses, popcorn, snow cones, face painting, balloon art and much more. I ask everyone to pass the word to friends. I will try to contact a lot of the past students. This is a once in a lifetime event to have all my students from the past 10 years reunited.

The reunion will start at 10 a.m. and run until noon on Aug. 18. Please pass the word. Let me know how many are attending. Call me at (480) 654-4223, or send an e-mail to jbuttitta@cox.net. If you would like to make a donation, it will be used toward the party. ■



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EVENT

FLANCER'S FUND-RAISERS

Benefit Warfighter Sports/Disabled Sports USA

By Dawn Abbey

For the 12th year, Flancer's restaurants, in Mesa and Gilbert, have organized their Pizza-Eating Contest and Raising the Fun Fund-raising events to benefit the nonprofit organization, which helps the war-injured participate in sports-related rehabilitation programs.

"Thanks to all the folks, who supported the events, raffles and auctions," said Jeff Flancer, owner of Flancer's Incredible Sandwiches and Pizzeria. "We will be sending a check for \$28,000 to Warfighter Sports/Disabled Sports USA."

Among the fund-raising events were Smokes and Barrels—Microbrew and Cigar pairing; Spill the Wine, Eat That Cheese—Wine and Cheese tasting; a bowling tournament; big-prize raffles; and the ever-popular Pizza-Eating Contest.

For the third year in a row, Chuin Jimmy Peng of Scottsdale won the April 22 event, besting his 2011 record by downing 18.5 large slices in 15 minutes. When asked his secret to success, Jimmy replied, "Eat a lot of pizza." He won \$500 donated by Meridian Bank, as well as a trophy presented by Miss Arizona 2011 Jennifer Sedler, and City of Gilbert Mayor John Lewis.

Second place winner, and just a slice behind, was Gus Beisel, of Mesa. Gus also placed second last year. Third place went to Matt Heistand, of Tempe, who consumed 10 slices. The youngest participant was 7-year-old Brandon, from Mesa, who joined his dad, Richard, for the contest. Brandon didn't fall too far behind the winners, eating one slice for each year of his age.

Raffle prizes were won by Mike Lambard, \$1,000 cash from Villa Siena; Kim, \$1,000 in furniture at Norwood Furniture; Lance Olson, eight-hour Sky Mountain Limousine adventure; Andrew Young, two round-trip Southwest Airline tickets; Ron Laursen, \$1,200 one-year pool service, from Maddy's Pool Supply and Service; and Sean Butter Madigan, \$1,000 in dining certificates for Seafood Market, Texas Road House, Carrabba's, Charleston's, Red White and Brew, Vito's, Four Peaks

Brewery, Nando's, Flemings and Smashburger.

"A special thank you goes to our sponsors—all the local businesses that make these fund-raisers a success," said Jeff. "Many are major participants year after year, such as Ben Franklin Plumbing, Shamrock Foods, Alliance Beverage, Tap and Sons Electric and others."

Additional sponsors this year were Brunswick Zone, in Gilbert; Gilbert Insurance Group; BC Bricomp Computers; JN Farms; Fox Cigar Bar Patio, in Gilbert; Perdomo; Four Peaks Brewery; Trader Joe's; Maddy's Pool Supply and Service; Valpak, of East Mesa/Valley; Money Mailer; Surf and Ski; Global Bikes; UniFirst; Nearby News; UpClose Publications; Print USA, of Arizona; Chandler Sign-A-Rama; A2Z Trophy; Wasabi Web Pros; Kokopelli Golf Club; Air Kirks; My Garage Guys; Two Amigos Landscaping; ARA; and Sam's Club. ■

For more information, visit Flancer's in Mesa, or call (480) 396-0077. You also can visit the Flancer's in Gilbert, or call (480) 926-9077. Check out the Web site at visitflancers.com. For more information on the Warfighters Project, go to dsusa.org.



Upcoming Events

JUNE 17:

Rock your taste buds with our special Father's Day menu.

JULY 4: \$2 off burgers to celebrate Independence Day (open 'til 4PM).



Thank you to participants and sponsors who helped us raise over \$28,000 for Warfighter charity. And congratulations to winner Jimmy Peng! (He ate 18.5 Pizza slices in 15 minutes.)

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REAL ESTATE

YOU WILL NOT FIND YOUR NEXT HOME ON THE INTERNET

By John Karadsheh

Did I get your attention? Good! While the title of this article is not completely true, it does have some merit.

Research has shown more than 90 percent of buyers start their home search online. Sites like Zillow.com, Trulia.com, Realtor.com and Homes.com are the some of the most visited sites. So, what's the problem with looking for a home on one of these sites? It all comes down to two inherent problems with how these sites procure their information. The problems are Internet Data Exchange (IDX) and Garbage In, Garbage Out.

Let's start by looking at IDX. Internet Data Exchange is an automated data feed provided by the Multiple Listing Service (MLS) to a Web site. The MLS decides what data in a home listing it will feed to a home search Web site. This information contains the basic information about a home (i.e. list price, square footage, number of bedrooms and baths, etc.). It is supposed to only feed active listings to these sites, but ARMLS decided many years ago to create a separate category for a listing status called Active With Contingencies (AWC). These listings also are fed to home search sites.

AWC listings are listings in which an executed contract is in place and, therefore, any subsequent contracts would only be in back-up position. This is a way for a seller and his agent to continue to market a property even though it already has an accepted contract. Typically, homes remain in AWC during the inspection period, or until all contingencies have been removed. Homes then move to pending status in the MLS, and, at that point, no longer get fed to home search sites via IDX.

This all translates into frustration. Frustration for buyers, who spend hours online looking at properties, only to find out, from their agents, that those properties are already under contract. Frustration for agents, who have to tell their clients that the home of their dreams

is not available (and more than likely hasn't been available as long as they have been searching).

Now let's talk about Garbage In, Garbage Out. Most good listing agents create virtual tours or videos for their properties. These virtual tours are uploaded to the Internet, and are syndicated all over the Internet to home search sites. This is fantastic for sellers because their property is quickly promoted worldwide. But buyers can't always rely on these home search sites simply because the information is often out of date.

Unfortunately, listing agents often forget to mark a virtual tour as sold once the property is no longer available. Months or even years can go by with this virtual tour living on the Internet as an active listing. Sometimes, the home may still be available, but the price has changed. Again, the information available about the property isn't always correct because it does not function in real time, which is moving very fast in our current market.

So, what is the best way to find a home, you ask? That is easy. Find a reputable Realtor, and trust him with your real estate search. He can very easily set you up with a customized search on the MLS. A portal will be created for you, which will show you all of the homes fitting your criteria, no matter how specific or general your requirements. If you want a search as broad as all single family homes in Mesa or one, which narrows it down to a specific neighborhood, size and price, a good



Realtor can find you your dream home. What you see in that portal will be as accurate a search as we agents use. Then, trust your agent to help you understand the market, the comps, as well as the pros and cons of the property. Stop wasting your time, and stop getting frustrated. Use a Realtor to help you find your next home, and make the process fun! ■

John Karadsheh is a licensed REALTOR® with Coldwell Banker Trails And Paths Premier Properties. He also is an Associate Broker, an Accredited Buyers Representative, and a Certified Residential Specialist. In addition, Ranking Arizona Magazine ranked him the No. 2 Residential Real Estate Agent in Arizona. You can contact John with any of your real estate questions. Call him at (602) 615-0843, or go to his Web site at www.BuyAndSellAZ.com.

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FITNESS

GET THE COMPETITIVE EDGE WITH HIGH IMPACT VOLLEYBALL

By AnnElise Makin

Volleyball has been a sorely neglected sport in the East Valley—until now, that is—thanks to Red Mountain Ranch resident John Wright, who has filled this athletic gap with the High Impact Volleyball Training Center.

John, a chief financial officer for a leading credit union by day, becomes a passionate volleyball coach after hours. He created the High Impact Volleyball program, propelled by frustration about limitations his daughter experienced as she tried her own volleyball prowess.

When 16-year-old Emily started playing club volleyball in junior high school, John helped coach her. He also tried to get her enrolled in additional programs.

"I started to see a lack in what was offered out there," John said. "There were only private lessons available or very large group sessions in the summer. Neither combined specific skills-based training with conditioning exercise, disregarding age levels, as well."

However, the Wrights and their collaborators were serious about volleyball from the start. Together with Dwayne Thompson and Brian Brinkerhoff, John started a girl's volleyball club program, Club Fusion, of which John is co-director.

Club Fusion provided superior coaching, with Wade and Krissy Tanner at the helm, and soon encountered success. This girls' team, founded in November 2011, played in the Colorado and Anaheim national qualifiers in the 17-and-under age group. The highlight of their season, however, was winning the regional championship tournament.

After this whirlwind victory through top performance, John refocused his attention on extending this excellent training format to other volleyball clubs and school programs in the East Valley. This May, the High Impact Volleyball Training Center, located at 2942 Greenfield Road, was formally opened, and now is actively marketing to the volleyball community.

"I arrived at a new concept, and combined four or five things that are somewhat unique," John explained. "One principle is the mid-size classes, eight to 10 players." John found summer camps with up to a hundred kids not conducive to learning.

Another aspect is age stratification. The spectrum at High Impact Volleyball includes beginners (Junior Skills Development), as well as competitive level players, but each in their specific age/ability group.

"Our unique system is well structured," John said. "The introductory sessions emphasize having fun by learning skills, but with increasing age and mastery, advanced units shift into performance enhancement through intensive conditioning."

John, who is the owner-manager at High Impact and an avid player, has coached volleyball at Skyline High School, Molten Volleyball Club, in Gilbert, and Smith Junior High School. What is his motivation behind High Impact Volleyball?

"At this stage of my life," John remarked, "I want to develop an interest for volleyball among young kids, and help them increase their abilities, especially among those with limited opportunities."

"Volleyball is a great sport where players can learn much about themselves, working together as a team, as well as emulate life lessons," John stated. Proficiency in this sport also could lead to athletic scholarships.

"My permanent goal," John conceded, "is to help increase the level of play and competition in the East Valley. Competitive play in Mesa, Gilbert, Queen Creek and Apache Junction needs to be at the same or higher level as other places in the Valley."

"People drive many miles to be able to play at high-end clubs and high schools. I want to keep the excellent players that we have here close to home." ■

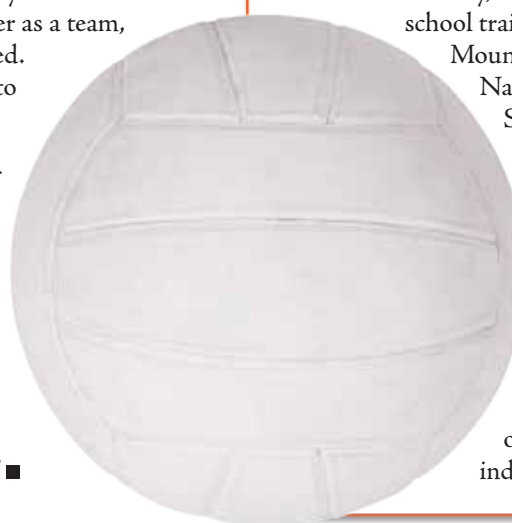
High Impact Volleyball, a 5,900-square-foot training facility, with full court, partial court and a wide variety of exercise equipment, is located at 2942 N. Greenfield Road, Suite 124. A new cycle of programs will start on June 4. For schedule information, registration purposes and other questions, call John Wright at (480) 686-1998, or send him an e-mail at john@highimpactvolleyball.com. You also can go to the Web site at www.highimpactvolleyball.com.

High Impact Volleyball offers summer training programs for all levels. It targets very specific skills development for the more experienced players. High Impact Hitting, for example, is offered at the junior high and high school levels.

Starting in June, players also can selectively hone passing, serving, digging and blocking techniques. For beginning players, with limited exposure to volleyball, High Impact's introductory programs focus on fundamental skills.

High Impact's experienced staff includes coaches Wade and Krissy Tanner, who led Club Fusion to victory, as well as two seasoned high school trainers, Dr. Diane Gillen (Red Mountain High School) and Dr. Nancy Corea (Skyline High School), both with a PhD in exercise science.

During the summer, most program units are taught twice a week (1- to 1.5-hour units) over a four-week period. The comprehensive hitting program will be taught over eight weeks. High Impact is open to clubs, school teams and individuals.



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FITNESS

HIT CENTER IS FIGHTING AGAINST
CHILDHOOD OBESITY

Submitted by Hit Center

All too often, clients of mine ask if I have any tips to help them motivate their kids to get active and moving.

It's no surprise, with staggering childhood obesity statistics emerging with more and more profound numbers, such as the increases of childhood obesity, from 5 percent in 1964 (our parents/grandparents), to nearly 20 percent today (their kids).

What used to be considered *adult onset* diabetes, taking nearly 40 to 50 years to develop, is now referred to by its more generic name of type 2 diabetes, since it no longer afflicts only adults. In fact, its occurrence in children, some less than 10 years old, is increasing at an alarming rate.

Diabetes is a disease whereby the body has altered regulation of blood sugar levels and some degree of altered insulin function. Type 1 is genetic, and usually occurs early in life. In this instance, the pancreas produces little to no insulin, so injections are needed, or oral insulin is taken to control the disease.

Type 2 generally is considered *acquired*. Lack of activity and high calorie intakes lead to weight gain. This weight gain alters cell response to the hormone insulin, leading to insulin resistance. In an attempt to remove sugar from the blood, the pancreas puts out even more insulin.

Chronically elevated blood sugar and insulin levels are major contributing factors to coronary artery disease. The good news is the solution is quite simple—move more and eat less (and better). Taking simple steps to increase activity and remove useless calories from the diet have proven effective in the reduction of excess body fat, as well as the elimination of diabetes-related symptoms. In fact, simply increasing physical activity, regardless of diet change, can begin to lower blood sugar and, therefore, insulin levels.

With the reduction and elimination of physical education classes in schools, kids become more and more sedentary each year. This will only add to the increasing numbers of obese children and the continual decline in healthy lifestyles. With declines in healthy lifestyles, comes a greater amount of time spent in front of the TV, which is



capitalized on by fast food marketing ads.

Studies have been conducted regarding TV marketing to children between the ages of 2 and 4 years old. They show that children in this age group, who watch television, are more likely to choose fast food products over children who do not watch TV. The makers of junk food are smart—hook their consumers at a young age, and get a customer for life.

The fitness industry recognizes the need to address childhood obesity, but not many facilities take a role in providing the option for the parents. At the Hit Center, we offer Kids Camp and Youth Fitness programs rather than a room to corral the children in while the parents pursue a healthy lifestyle.

We want to include the kids, and the American College of Sports Medicine has found children are perfectly capable of exercising within certain guidelines. The entire Hit Center training staff strictly upholds these guidelines. We want to create a healthy environment, incorporating play and games, to help develop the idea in children that fitness and exercise are fun. This philosophy is something they can carry with them as they grow and develop into healthy adults and ultimately share with their own children.

Check out this month's ad on page 5 for a great deal on getting your children moving for summer! ■

For more information about the Hit Center and programs for you or your children, call (480) 981-0600.

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SPORTS

PROFESSIONAL GOLFER TAKES A SWING AT RAISING ALS AWARENESS

By Dawn Abbey

Touring professional golfer Aaron Watkins found out last February that his 30-year-old, lifelong boyhood friend, Kevin Swan, had been diagnosed with Amyotrophic Lateral Sclerosis (ALS), also known as Lou Gehrig's disease.

"It's incurable and always terminal," Aaron lamented.

However, Kevin took the news well, and decided to spend whatever time he had by forming a nonprofit corporation, A Life Story Foundation, to raise awareness of ALS and other neuro-muscular diseases.

To assist his buddy in the venture, Aaron, a member at Alta Mesa Golf Club, is organizing a fund-raising golf tournament at the club on Saturday, June 23, with proceeds going to Kevin's organization. The public is invited to participate in the play, and foursomes can be of any combination. A \$400 donation is the fee for a foursome at the 8 a.m. shotgun-start tournament.

In addition, Aaron has collected donations of prizes for raffles at the event, as well as for an online auction. Prizes include golf clubs, golf balls, vacation packages and more.

"It's the least I can do," said Aaron. "We grew up next door to each other. Our families are real close."

Each year, some 30,000 Americans contract the disease, usually in their prime of life. There is no known cause, and only



one medication has been available for the last 15 years, said Kevin in videos he has posted on the Internet. He believes that because not a large number of people get the disease, pharmaceutical companies have less incentive to research a cure, as profit would be nominal. "ALS doesn't have a survivor, and I want to try to change that," Kevin declared.

A professional TV announcer, Kevin has produced two very short videos (two to three minutes), which are informational and full of impact. As a part of his goal to raise awareness, his videos give a personal and understandable look at neuromuscular disease and its effects on the lives of sufferers and their families. To view them on the Internet, type vimeo.com/41308140 for *Shotgun!*, and type vimeo.com/40457132 to see *The New Face of ALS*.

Kevin also can be followed on Facebook.com/KevinSwanNLS, or at his foundation's Web site, alifstory.org.

For more information on the golf tournament, or to sign up, contact the Pro Shop at Alta Mesa Golf Club, located at 1460 N. Alta Mesa Drive. Call (480) 827-9411. To participate in the online auction, go to BiddingforGood.com/ALS. To contact Aaron Watkins, call (602) 751-1728.

COMMUNITY

COSMOS STAFF STYLES WOMEN'S CONFERENCE FASHION SHOW

By Dawn Abbey

Again this year, Cosmos Salon and Day Spa donated its services to do hairstyles and makeup for the fashion show at the Extraordinary Women's Conference 2012, at Living Word Bible Church.

More than 2,000 participants attended the conference. "This is the 25th year the conference has been going on at Living Word Bible churches around the country," according to Melody Whetstone, church mission and outreach coordinator. "It has been held every April at our Mesa church location since the year 2000. This year's theme was *Generation to Generation*, so we concentrated more on the teen girls for some of the events." Speakers included April Osteen Simons, sister of the renowned televangelist Joel Osteen, and church co-pastor Dr. Maureen Anderson.

"Giving back to the community is high on our priority list," said Sandra Barbetta, salon co-owner with her husband, Cosmo. "We had a great time participating."

Sandra, her daughter, Terese, and the rest of their style team created hairdos and makeup for church members and friends, who acted as models for new fashions presented by local shops.



The Living Word Bible Church is located at 3520 E. Brown Road. For more information, visit www.extraordinaryconf.com, or call (480) 964-4463. Cosmos Salon and Day Spa is located at 2837 N. Power Road. For more information, call (480) 844-0707.

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EDUCATION

DESERT ROSE PRESCHOOL AT LAS SENDAS

By Rose Buttitta, Teacher

Desert Rose Preschool at Las Sendas has completed another successful year of learning.

DIFFERENT DAYS, DIFFERENT FUN

The children recently had a week of great fun and surprises. On Monday, they came to class in their PJs, and brought their stuffed animals. Tuesday was Backward Day. The students wore their clothes backward, and they wore hats. Wednesday was Crazy Hair Day. There were some wild and colorful hairdos. Thursday was Dress Up Day. Children came in whatever costume they wanted. We had lots of princesses, and super heroes, along with lots of fun and imaginative costumes.

GRADUATION DAY

On Friday of the same week was the big Graduation Day. A total of 14 children graduated from preschool. They all came in with caps, and walked to the graduation march *Pomp and Circumstance*.

All the children sang and recited poems for their parents and guests. The pre-k class received their diplomas, and the 3- and 4-year-olds received certificates of completion. We finished with a pizza party for everyone to enjoy, and a big cake for everyone's sweet tooth. It was truly a perfect way to finish the year.

The room was like a pressroom, with lots of cameras and videos recording the important event. It was a happy and sad occasion. Parents had tears rolling down their faces, and some of the children were not happy. They did not want to leave their happy surroundings and their good friends.

I also was filled with mixed emotions. Some of the graduates have been with me for the last three years, and some for two years. So, I have had the privilege of seeing them grow before my eyes. I will miss them, but I know they will do great in kindergarten.

All of my students have a special place in my heart. I have seen them grow heavier, taller and so much more mature and responsible. It has been a privilege to be their teacher, and to see their personalities emerge as they become

successful in learning. We became close and shared many laughs, played many games, and had lots of fun adventures. I will miss them all, but I know they are going on to kindergarten fully prepared.

Most of the children are coming back for the summer camp. The 3-year-olds will be moving up to the 4-year-old class and the pre-k class. This is my 26th year of teaching, and still each year goes by so fast. It is hard for me to think how many students I have had. I have seen so many children grow up and become such great adults. So, please do not lose contact with me. I still want to know and see all my past Desert Rose Preschool graduates. I will never stop being their teacher.

ANNIVERSARY REUNION

This year will be the 10th anniversary of Desert Rose Preschool at Las Sendas. We will be having a big reunion of all the past students who have attended the preschool. I am planning a big party for everyone who attends the reunion. I am looking forward to reuniting with all my students. I need either your street address or an e-mail address. Send it to jbuttitta@cox.net, so I could plan, and send out your invitation. Even if you attended for a short time, please let me know an address where I can reach you.

It will take some time to gather all the information and organize the event. By popular demand, the date has been changed to Aug. 18 instead of June 2. The earlier date was published in last month's *Up Close*. Please mark your calendar for the new date. Please contact me for details, or just let me know of new addresses or changes in phone numbers.

SPECIAL APPRECIATION

Thank you to all the parents for having such great children and entrusting them to me this year. Thank you for your



support and always being there for your children. That is why they are all so very special. Thank you for your help and kind words.

Our summer program, which is full, runs for eight weeks, five days a week. It will start on June 11, and end on Aug. 3. Thank you for all your support.

Desert Rose Preschool at Las Sendas is a very unique school. We give individual attention to every child, and learn what the individual needs are. We work one-on-one to ensure your child enjoys school and wants to learn.

The children have art every day, along with a curriculum-based foundation to get them ready for kindergarten. Most of our children do very well in kindergarten because they have had the introduction to the fundamentals of learning. ■

If you have any questions about Desert Rose Preschool at Las Sendas, please call me at (480) 654-4223, or send an e-mail to jbuttitta@cox.net.

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For more information, call preschool director and teacher Rose Buttitta at (480) 654-4223.

REAL ESTATE

COLDWELL BANKER TRAILS AND PATHS RATED NO. 1 AFFILIATED OFFICE IN ARIZONA

By Jason Archer

Each year, Coldwell Banker ranks its affiliate offices, issuing awards for closed business, and this year the top company award goes to Coldwell Banker Trails And Paths, based right here in Las Sendas.

Recently receiving word of the award, staff members of the family-owned company were excited to learn Trails And Paths earned the honor of No.1 Office In Arizona.

“Coldwell Banker Trails And Paths paved the road to success in 2011 by excelling during challenging times with strong expertise and a high standard of service,” said Jim Gillespie, CEO of Coldwell Banker Real Estate LLC.

Successfully navigating the market for the last few years has not been easy, as evidenced by the number of real estate companies exiting the market. Yet, somehow Trails And Paths has managed to thrive. The company is owned and operated by the Brown family, living in the Las Sendas area for nearly 15 years.

Ron Brown knows what it takes to achieve this level of performance. “We just keep looking for ways to serve the needs of our clients,” Ron said. “No matter which way the market moves, savvy businesses do what they can to take advantage of opportunity wherever they can find it... And that’s what we’ve worked to do in this tough environment so that we could continue to provide a high service level.”

Specifically, though, the Trails And Paths staff has done a wonderful job of creating opportunity.

With programs designed to provide private financing, they have been able to serve clients who may have been faced with a credit score damaging event, such as job loss, divorce or a short sale. With banks continuing to be strict with their lending practices, many credit-worthy individuals have been looking for alternatives to conventional financing, and the Browns have been there to provide creative solutions.

For example, Trails And Paths has helped not only clients facing credit issues, but investors, as well, by creating a local market for investors to provide private

funds to get transactions done for those with financial challenges. This creates a win-win situation. The investor wins by earning interest on his cash, and the buyer wins by getting the transaction done without the hassle of conventional financing. Ron and the team have excelled here and closed transactions, which may otherwise have fallen by the wayside.

And, with a team of nearly 50 well-trained people, the family-run office has staff enough to have specialists for almost any real estate need. From short sales to investment, you can easily find someone there to help.

All of this, coupled with the expertise of seasoned agents who understand the importance of providing a high level of value and service, make for a powerful group of people. They are working for you, no matter which side of the real property transaction you find yourself.

I would encourage you to stop by the office and introduce yourself to Ron and his wife, Debbie. The Browns, along with the people they have brought together, are some of the warmest you will ever meet. You can find the Coldwell Banker Trails And Paths showroom, located in The Village at Las Sendas, off Power Road.

If you find yourself in need of real estate services, you will undoubtedly find what you need here. Speak with Ron or any of the agents, and you will know immediately you are in good hands. After all, Trails And Paths earned their place in Las Sendas by treating people right. ■

For details about Coldwell Banker Trails And Paths as a buyer, seller, agent or investor, give Ron Brown a call today at (480) 355-4700.

No. 1 ranking among Coldwell Banker affiliate offices does not include NRT LLC.



Real Estate In Las Sendas

brought to you by: Las Sendas Area Market Report



Sales for the Month of April 2012



Address	Square Feet	Community	Sold Price	Short Sale or REO*
7445 E. Eagle Crest Dr. #1043	1,388	Cachet	\$132,000	X
7445 E. Eagle Crest Dr. #2107	1,795	Cachet	\$170,000	X
7445 E. Eagle Crest Dr. #1047	1,388	Cachet	\$180,000	
7259 E. Tyndall St.	1,816	Eagle Feather	\$180,000	
6850 E. Pearl St.	1,926	Vintage Hills	\$195,000	X
3060 N. Ridgecrest #104	1,821	Desert Vistas	\$222,000	
3044 N. Sarnac	2,475	Vintage Hills	\$229,900	X
3055 N. Red Mountain #129	1,600	Ironwood Pass	\$235,000	
6846 E. Portia St.	1,911	Vintage Hills	\$242,700	
6819 E. Pearl St.	2,475	Vintage Hills	\$259,900	
7019 E. Roland St.	1,756	Tapestry Mountain	\$279,000	
3003 N. Sawyer	2,226	The Terraces	\$287,000	
7445 E. Eagle Crest Dr. #1097	2,308	Cachet	\$295,000	
7205 E. Quince St.	2,732	Granite Ridge	\$299,900	
3714 N. Barron Cir.	2,226	The Highlands	\$300,000	
3060 N. Ridgecrest #163	2,732	Desert Vistas	\$334,000	
7505 E. Tyndall Cir.	3,085	Pinnacle Point	\$365,000	X
3246 N. Stone Gully Cir.	2,732	Grayhawk	\$375,500	
8205 E. Sienna St.	3,387	Echo Canyon	\$385,000	
8066 E. Sugarloaf Cir.	2,309	Stonecliff	\$420,000	
3640 N. Eagle Canyon	3,426	Boulder Mountain	\$425,000	
6915 E. Upper Trail Cir.	2,827	Sonoran Hills	\$429,000	
3944 N. Highview	2,798	Stonecliff	\$498,750	
4215 N. Arbloles Cir.	4,046	Granite Preserve	\$639,000	
7260 E. Eagle Crest Dr. #6	3,523	Black Rock	\$770,000	

Information gathered from the Arizona Regional Multiple Listing Service is deemed reliable, but not guaranteed. Sales Information Provided By John Karadsheh, ABR, CRS, ASSOCIATE BROKER, Coldwell Banker Trails & Paths Premier Properties. www.BuyAndSellAZ.com

RECIPE

Great summer salad is Tasty and Refreshing

Submitted by Trudy Maples

Margarita Chicken Salad

INGREDIENTS

- 1/2 cup freshly squeezed lime juice
- 1/4 cup freshly squeezed orange juice
- 1/4 cup tequila ■ Salt and pepper
- 1 tablespoon chili powder
- 1/2 fresh jalapeño, seeded and minced
- 2 small garlic cloves, pressed
- 4 boneless, skinless chicken breasts
- 1 bag (5 ounces) Spring Mix
- 1/2 cup toasted almonds ■ 1/2 cup dried cranberries
- 2 tangerines, peeled, sectioned and seeded
- 1 cup crumbled feta cheese

DIRECTIONS

In a large bowl, mix together the lime juice, orange juice, tequila, chili powder, jalapeño and garlic. Add the chicken breasts, and toss to coat. Cover and refrigerate for 2 to 6 hours.

Heat a clean grill to medium high. Remove the chicken from the marinade, shaking off the excess. Season both sides with salt and pepper to taste. Discard marinade. Grill until no longer pink in the middle, 6 to 8 minutes per side. Remove the chicken from the grill, and let it rest for 5 minutes. Slice thinly.

Citrus Dressing

INGREDIENTS

- 3 tablespoons lime juice ■ 2 tablespoons orange juice
- 2 teaspoons sugar ■ 3 tablespoons canola oil
- Salt and pepper to taste

DIRECTIONS

Whisk all together until smooth. Makes about 1/3 cup. In a large salad bowl, toss together all the other ingredients, and toss with dressing. Paté the salad, and put sliced chicken on top. Serve immediately. Enjoy!

For more information, visit www.CookingwithTrudy.com. Experience a cooking class, and let us inspire the chef in you!

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SPORTS

Scenic Wildlife Habitat Enhances Salt River Kayaking

By AnnElise Makin

Life doesn't get any better when rising early on a summer morning and going out in a kayak on the Salt River. Paddle along the morning-lit Superstitions Goldfield Cliffs, in all their magnificence, and breathe in the serenity of a still and quiet river.

That is what Stephen Durand would recommend. He should know. He owns the Saguaro Lake Guest Ranch by the Stewart Mountain Dam.

"Here at Saguaro Lake Guest Ranch, we have one of the most scenic ranches in Arizona," Stephen said. Amidst a Southwestern picture book setting, the Guest Ranch offers bed and breakfast accommodations, conference packages, as well as horseback riding opportunities during the winter months, and a very unique kayaking opportunity in the summer.

"I always tell people to start early, to experience the wildlife along the banks and the peace and quiet of nature," the owner stated. As a group of kayakers were checking in, Stephen led me to the launching site.

In the shade of lush mesquite trees, manager John Bevell was orientating a group about the river's navigation. Enchanted by the spectacular view, the kayakers were eager to enter water—but not without a safety orientation and paddling lesson first.

John demonstrated the paddle strokes, and pulled out a laminated map of the river course. The backside showed

a photograph of the trip's exit point. Then he led the group to the river, and had them practice paddling upstream. He joked, "Isn't this some good aerobic exercise!" John wanted to see how confident these kayakers were. With approval, he released them down-river into the postcard scenery.



ABOUT SAGUARO LAKE GUEST RANCH

Saguaro Lake Guest Ranch has been a scenic landmark since the 1930s. It served initially as a workmen's lodging camp during dam construction. The Durand family was the second owner, acquiring the property in 1948.

Saguaro Lake Kayaking started in 1998, when Stephen Durand's then high school-age sons, Justin and Kevin, started the river activity. John and Sean A'Lee Bevell, managers of Saguaro Lake Guest Ranch, are now in charge of kayaking as part of the Ranch's recreational programs.

The National Forest Service federally regulates all Guest Ranch operations through a special use permit. Its rich history, bucolic hospitality and breathtaking scenery make this guest lodge a special landmark. Add to that the horseback riding and kayaking opportunities, and it is a unique resort for heart and soul.



BEFORE YOU GO OUT ON A KAYAKING TRIP

- Reserve a time slot at Saguaro Lake Kayaking. Trips are by reservation only. Call (480) 984-2194.
- Wear good water/river shoes that stay on your feet.
- Pack up plenty of bottled water.
- Bring high-octane sunscreen, a shady hat and sun-protective clothing.
- Leave valuables and expensive cameras at home.

WHEN YOU ARE THERE

Before each trip, kayakers also get a briefing on the wildlife along the banks. The State Audubon Society has declared this part of the Salt River as an Important Bird Area.

- Listen to the pre-orientation carefully, and practice paddle strokes.
- Open your eyes to nature, and breathe in deeply.
- Watch out for the Great Blue Heron, Osprey, Southern Bald Eagle and other birds.
- Keep your eyes open for wild horses, turtles, otter, deer and other wildlife.
- Go with the flow, anticipate waves and shallow water, and enjoy!

"We use ocean style kayaks that you sit on top of," Stephen explained to me. "Ocean style kayaks are user-friendly. You can easily jump off, and don't have to know maneuvers to roll out of." His fleet comprises about a hundred such polyethylene vessels.

"A lot of people, who come here, know how to use a kayak already, but beginners are always welcome," Sean A'lee Bevell, co-manager with her husband, John, stated.

The minimum age for kayaking is 12 years. The maximum passenger weight is 250 pounds. The trip package includes kayak rental, paddle and a life vest.

Saguaro Lake Kayaking offers two unguided Salt River trips. These are a 5-mile trip (2 hours, at a fee of \$41) and a 12-mile trip (about 4.5 hours, at a fee of \$70), which ends at Granite Reef parking lot.

Before each excursion, John and Sean A'lee caution all kayakers about valuables, cameras and cell phones. On the long trip, however, a cell phone is required to call for pick up or emergencies.

"Most people take the short trip," Stephen said, "but they like it so well they come back to do the entire river." Groups of kayaks—all trips by appointment only—are launched on the full hour, starting at 7 a.m., with the last launch at noon.

"This summer, we also want to offer guided kayak trips," Stephen announced. With these interpretive tours,

Saguaro Lake Kayaking reaches out to a new clientele, especially senior citizens.

"There is a certain fear of a river," Stephen observed. But under the wings of an experienced guide, even unlikely kayakers may come to benefit from the rejuvenating rush of this outdoors water activity amidst a close-by-home scenic paradise. ■

Saguaro Lake Kayaking is located at the Guest Ranch by the Stewart Mountain Dam. Follow Bush Highway north past the Blue Point (tuber spot) picnic area, and take the last right turn before the ascent to Lake Saguaro. Stop down in the valley at the Guest Ranch for registration.

For more information go to www.saguarolakerranch.com, or call Saguaro Lake Kayaking at (480) 984-2194.



ORGANIZING

Summer Projects Can Help with Organizing

By Nancy Nemitz

Summer is the perfect time to organize those parts of your household difficult to get to when the children are in school, and you are running around like crazy getting them to all their after school activities.

SCHOOL PAPERS

Toss all school papers except for a few special art pieces or writing projects. They will never look back or reference math, spelling, grammar or tests. It's easy to organize years of schoolwork you want to keep if you get a binder and fill it with page protectors. Have one binder per child.

CLOTHES

What fits now, and what will fit six months from now? The rest can be put in a container labeled with the clothes sizes, and stored for hand-me-downs if appropriate. Otherwise, donate clothes that no longer fit or they won't wear.

ACTIVITIES

Summer is a great time for board games, cards and art projects. Put these on easily accessible shelves so they can put the games away easily. Put art projects into containers so all the little pieces don't go missing. I recommend they finish one project before going on to the next. Too often, I see half-done projects sitting around clients' homes.

PHOTOS

This is the perfect time of year to edit digital and print photos. Gather them all together, and get that project done. This is another area of the home with which people have difficulty because they won't throw anything out or delete a picture. Only keep the best memories.

SUMMER TRIPS

Avoid buying little trinkets that won't mean anything when you get home, and will end up in the garbage a few years later. You've got the pictures, remember. Buy only what you truly love, not just to buy something. ■



If you need help this summer getting your home organized and your children ready for the school year, I'd be happy to help. Call Nancy Nemitz at (480) 223-8939, Create the Space Professional Organizing. View her Web site at www.createthespace.com.

EVENT

Celebrate National Get Outdoors Day AT SALT RIVER TUBING

Submitted by Salt River Tubing

ARRR! Ahoy ye Buccaneers! Grab your pirate hats and join Tonto National Forest for the fifth annual National Get Outdoors Day (GO DAY) event at Salt River Tubing on Saturday, June 9, from 8:30 a.m. to 3:30 p.m.

Prime goals of the event will be reaching first-time visitors to public lands, and reconnecting our teens to the great outdoors. Buccaneers can frolic in the pirate-themed merri-ment as costumed Salt River Tubing employees and pirate warships (shuttle buses) ferry the Salt River pirates to and from the river. Salt River Tubing's infamous pirate line-dancers also will be performing hourly during the event. The GO Day event has resulted in sold out crowds the past four years.

PIRATE TREASURES FOR BUCCANEERS

Salt River Tubing officials will tender free Pirate Bandanas to the first 1,000 buccaneers during GO Day. The company also will award free tubing passes to participants throughout the event for the best pirate costumes. KOOL 94.5 FM and 98 KUPD radio stations will offer live entertainment, with water cannon battles, contests and free giveaways. Celebrate GO Day with a splash and extra sizzle at Pirates on the Salt River. Yo Ho Ho and a bottle of water!

"The success of the Forest Service's More Kids in the Woods program encouraged a national partner-

ship with the American Recreation Coalition (ARC) to create a special day in June (GO DAY) to motivate people, especially the youth, to get outdoors and enjoy our nation's public lands, such as forests, parks and waterways," said Henri Breault, President and CEO of Salt River Tubing. "Salt River Tubing's pirate-themed event captures the attention of teens and their families, and the results have been overwhelmingly positive with their turnout on GO Day."

The GO Day concept was first tested at the Outdoor Recreation Village at Super Bowl XLII in Glendale, which drew more than 100,000 visitors.

In 2011, President Obama issued a presidential proclamation, announcing June 2011 as the official Great Outdoors Month, and 38 states, including Arizona, also issued individual proclamations.

"Great Outdoors Month is an opportunity to celebrate and experience the natural splendor of Arizona, and renew our commitment to conserve our natural resources," Governor Jan Brewer's proclamation stated. "The State of Arizona has varied landscapes that include expansive desert, thick forests, emerald waters and towering mountains. Through biking, swimming, hiking and many other activities, we are able to enjoy the healthy benefits of outdoor recreation." ■

For more information about Salt River Tubing and National Get Outdoors Day (GO Day), please visit the Web site at www.saltrivertubing.com, or call (480) 984-3305. Daily operating hours are 9 a.m. to 6:30 p.m. The cost of tube rental is \$15 per person/tube, which includes inner tube rental, free parking and shuttle bus service.

Children must be 8 years or older and at least 4 feet tall for tube rental and shuttle bus service. Glass containers are prohibited by law in the Lower Salt River Recreational Area, and will be confiscated. Ice chests and coolers will be inspected for glass containers before boarding shuttle buses. Be responsible and appoint a designated driver before your tubing adventure.

Salt River Tubing is located in Northeast Mesa, on Power Road, just seven miles from Highway 202 East.



HEALTH

Workshop offers valuable help with PERSONAL INNER GUIDANCE

Submitted by Victory Energy Wellness

Victory Energy Wellness is sponsoring a workshop entitled *Discovering Your Inner Guidance*, presented by author Daniel Macdonald, on Saturday, June 16, from 10 a.m. to 4:30 p.m., at 3654 N. Power Road, Suite 125.

Daniel, the author of *Emotional Healing with Essential Oils, Manual I*, also will conduct a free brief presentation on Friday, June 15, at 7 p.m.

In the workshop, Daniel will introduce you to several valuable tools for emotional work. This workshop is designed to help you get in touch with your inner guidance, and hear your own true voice. This will be an interactive day of exploring methods for clearing negative blocks, and discovering which tools work best for you.

The workshop will include lecture, writing, visualization, meditation and, of course, using essential oils. We hope you will finish the day filled with new inspiration, as well as the ability to center in who you really are. Come join us for a transformational day on your healing journey.

The cost of the workshop is \$129 per person. There will be a lunch break of 90 minutes. ■

To register for the Friday evening presentation and the Saturday workshop, call Victory Energy Wellness at (480) 422-7022. Visit the Web site at <http://victoryenergywellness.com>.



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LOCAL BUSINESS

Dads need pampering, too



By Dawn Abbey

With Father's Day just around the corner, thoughts turn to guy things to surprise Dad—sports equipment, game tickets, and dinner at his favorite steak house.

"Something often overlooked is pampering and grooming for men," said Sandra Barbetta, co-owner with husband, Cosmo, of Cosmos Salon and Day Spa.

"While men are involved in their rugged pursuits, construction, sports, yard work and so on, their muscles, hands and feet are feeling the burden," said Sandy. "Most guys could really use some work on their hands and feet. Manicures and pedicures aren't just for women anymore," she continued. "We have a very private area where a man can feel at ease while having the rough skin removed from his hands and feet, his nails and cuticles trimmed." All can be followed by a relaxing massage.

"Massages are always a welcome gift, whether muscle soreness comes from physical exertion or the stress of being in a high-powered workforce, or you just want some time to relax," Sandy said. "And a facial or peel can remove sun damage and lines for a more youthful appearance."

With summer and swim season already here, some guys also might opt to have waxing to remove unwanted body hair. And if they want to grow hair, the salon has a line of natural American Crew products to stimulate scalp health, and hair growth and fullness. A new haircut or gray-coverage color is another option, Sandy suggested. ■

To find out more about personal services and gift certificates for pampering dads, call (480) 844-0707, or visit Cosmos, at the northeast corner of Power and McDowell roads, in The Village at Las Sendas.

COMMUNITY

Donate your gently used backpack to help feed kids in need

As the school year comes to a close, United Food Bank is asking kids to donate their gently used backpacks to the United Food Bank to help kids in need.

From now until the end of June, each child donating backpacks will receive a free ice cream and a special certificate recognizing the good deed. The backpack drop-off location is at United Food Bank, located at 245 South Nina Drive, Monday through Friday, from 8 a.m. to 4 p.m.

The Backpack Program gets nutritious food to kids at risk of going hungry over the weekend by sending them home from school each Friday with a backpack full of food. This program is extremely important for children who, during the week, qualify for free or reduced cost lunch at school, but have little to no access to food over the weekend.

United Food Bank provides more than 500 backpacks every single week during the school year. As one could imagine, some of them rip or get lost, and need to be replaced.

"It may be hard to imagine this, but

one in four children in Arizona does not know where the next meal is coming from," said United Food Bank's Chief Development Officer Lisa Goin. "We hear from parents, who thank us for this food, saying that without this program,

their child would literally just be eating the free lunch provided at school. It's an unfortunate reality for so many people that there isn't a single morsel of food in the house."

For more information about donating a backpack or joining the Kids Lunch Bunch, visit www.unitedfoodbank.org, or call (480) 926-4897, extension 207.



ABOUT UNITED FOOD BANK

United Food Bank is a private nonprofit organization, which provides hunger relief/food assistance by collecting, acquiring, storing and distributing food and related commodities through a network of partner social services agencies in the East Valley and Eastern Arizona. United Food Bank receives the prestigious four-star rating from Charity Navigator, an independent charity evaluator, for its efficiency. ■

For more information, visit www.unitedfoodbank.org.

COMMUNITY

UNITED FOOD BANK IS DOWN more than a million pounds of food



United Food Bank is calling for the help of the public to fill its empty shelves.

In the past three months, United Food Bank has distributed a record high of 6 million pounds of food—an average of 2 million pounds per month.

While it looks like these numbers reflect a good sign, getting so much food out the door and into the hands of the people who need it, it actually reflects a serious problem. The need has increased so much in the past year. So, United Food Bank must continue to provide more and more food to meet that rising need.

Recently, donations have dropped off significantly—not even reaching half of the amount of food distributed in the past three months. However, since the need has not decreased in the slightest, United Food Bank is struggling to find more resources to keep up.

"It's heartbreaking to know that this month, and

likely in the summer months to follow, many families will be hurting if we can't turn this around," said Bob Evans, president and CEO at United Food Bank. "We need the help of anyone able to give—whether it's one dollar or a hundred dollars—it means the world to us, and to the families we serve."

The prime growing season for farmers in Arizona is ending, which means the amount of fresh produce United Food Bank is able to receive and distribute is affected tremendously. Fresh food, such as produce, is nearly a third of what United Food Bank provides. When these resources are gone, they must turn to more nonperishable food items, which are barely trickling in this month.

WAYS TO HELP TODAY

- Donate over the phone or online at www.unitedfoodbank.org. You also can mail a check to United Food Bank, at 245 South Nina Drive, Mesa, AZ 85210.
- Drop off food donations to United Food Bank, located at 245 South Nina Drive.

PLACES TO GIVE IN THE EAST VALLEY

- All Gilbert fire stations or municipal buildings will be accepting food donations for United Food Bank.
- People are urged to go to any Walmart in the East Valley to make a donation of food.
- Donate canned goods at any of the four Mesa public libraries. If you have any library fines, each can of food you donate will remove a dollar from the total of your fines.
- Go to www.unitedfoodbank.org to see a complete list of off-site food drive locations accepting food donations for United Food Bank. ■



SPORTS

SUMMER SEASONAL MEMBERSHIPS Return to Alta Mesa Golf Club



Submitted by Alta Mesa Golf Club

Alta Mesa Golf Club is please to announce the return of summer seasonal memberships, from June through September.

Single memberships are \$1,040 each, and family memberships are \$1,280. The flat fee for each category means no monthly dues.

Each membership includes unlimited green fees, seven-day advance tee times and unlimited use of the practice facility. The seasonal membership also features charging privileges, as well as men's groups of various golf levels and a great women's group. There also is twilight couples golf and a walker-friendly course. ■

For more information about the summer seasonal memberships, call Kim, in the Alta Mesa Golf Club Membership Department, at (480) 832-3257, extension 100.

REAL ESTATE

Bank of America Offers Homeowners up to \$30,000 to do a Short Sale

By Lorraine Ryall
Realtor, Certified Distress
Property Expert (CDPE),
CSSN

On May 15, Bank of America announced its new Short Sale Assistance Program to help financially distressed homeowners avoid foreclosure.

This was a pilot program in Florida, which they are now expanding nationally as part of the \$25 billion settlement. Under the new program, qualified homeowners would receive a cash sum at closing, from \$2,500 up to \$30,000, to help with relocation expenses. The amount payable depends on the value of the home, the amount owed, as well as other criteria not yet released.

Unlike regular short sales, the program has specific requirements as to how and when the short sale package is submitted to the bank. It is so important for the Realtor to understand not only the eligibility requirements needed for the homeowner, but the listing requirements for the home, as well. If it is not originated correctly by the Realtor, the homeowner would not be eligible to participate in the program, regardless if he qualifies or not.

This is a limited time offer. The short sale has to be initiated prior to Dec. 31, and must close by Sept. 13, 2013.

With the Mortgage Debt Relief Act set to expire on Dec. 31, homeowners, who need to do a short sale, or are trying to decide if a short sale is the right option, need to act now to help ensure it closes by Dec. 31. The Mortgage Debt Relief Act allows you to exclude the cancelled debt from taxes on purchase money or home improvements. Once this has expired, the deficiency cancelled during a short sale will become taxable income.



Lorraine Ryall

This is not the only new program announced recently by Bank of America.

LOAN MODIFICATION PRINCIPAL REDUCTION

They just released a program whereby they have reached out to 200,000 homeowners, who may qualify for a principal reduction.

MORTGAGE TO LEASE PROGRAM

This is a pilot program whereby distressed homeowners can lease back their home from the bank. The program only is available in three states, Arizona, New York and Nevada. Currently, it only has been offered to 20,000 homeowners. If successful, they plan on expanding it nationally.

These programs are part of the \$25 billion foreclosure settlement agreed to earlier in the year (the full details of this settlement will be in next month's article).

New programs are encouraging short sales and helping to avoid foreclosure. Lenders are finding creative ways to help homeowners who have done a short sale purchase a new home in as little as one day after the short sale closes. Therefore, the year 2012 looks set to be the Year of the Short Sale.

There is no cost to the homeowner to do a short sale. ■

Contact me today at Coldwell Banker Trails And Paths to find out if you qualify for up to \$30,000 in relocation assistance. Call (602) 571-6799, or send an e-mail to Lorraine@ArizonaShortSaleToday.com. You also can visit the Web site at www.ArizonaShortSaleToday.com.

For more information on this program and other programs offered by the government and the banks, please visit my Web site or contact me directly for a free confidential consultation.

HEALTH

Wright Orthodontics HOSTS GRAND OPENING

By Kim Phillips

Wright Orthodontics, serving the East Valley for more than eight years, is proud to announce a new location in East Mesa.

The grand opening of the new office, located at 1118 N. Val Vista Road, is scheduled for June 1.

Dr. Wright, a native Arizonan, loves being able to help his patients achieve healthy and attractive smiles. He says, "I love seeing the changes as patients start to smile more, become less self-conscious, and gain self-esteem." Dr. Wright is committed to giving all of his patients the Wright smile with superior technology and the personal care they deserve.

"At Wright Orthodontics, we give our patients many orthodontic options and help decide which technique will work best for their lifestyle and unique needs. We offer Invisalign and Invisalign Teen invisible braces, Damon System self-ligating brackets, and Clear Brackets, as well as traditional braces," Dr. Wright said.

Contact the office today to schedule your free orthodontic consultation and take advantage of our grand opening special, which includes \$500 off a full orthodontic treatment and a free Kindle Fire!

The new location in Mesa offers convenient weekday hours, as well as before- and after-school appointments.

"We look forward to helping you achieve the bright, beautiful smile you've always wanted." ■

For more information, call (480) 969-1514, or visit the Web site at www.wrightortho.com.



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When I started doing short sales almost 4 years ago I had no idea it would turn from a job into a passion. Many Realtors hate doing short sales, I love them. Why? Because they are a challenge and I get the chance to fight for the underdog, stand up for what's right, and win. Every short sale is unique, everyone's hardship or situation is a little different, but they all have one thing in common, they just need someone who has the knowledge and experience to negotiate a successful short sale and someone who won't accept no for an answer.

Whether you are still current, behind on your mortgage payments, or are just upside down and need to sell, give me a call. Even if you already have a foreclosure notice, it may not be too late.



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CONTACT ME TODAY
for a Confidential Consultation

CELL 602-571-6799

EMAIL Lorraine@ArizonaShortSaleToday.com

Lorraine Ryall
Realtor CDPE, CSSN
Coldwell Banker Trails
& Paths Premier Properties



www.ArizonaShortSaleToday.com

LOCAL BUSINESS

SIRRINE AUXILIARY Kicks Off Annual Fund-Raising Activities

Get your summer sizzle on, and join us for Sirrine Auxiliary's Salute to Sirrine BBQ buffet and raffle on June 16 at Painted Mountain Golf Resort.

Tickets are just \$15, and the evening begins with no-host social hour at 6 p.m., followed by an All-American BBQ at 7 p.m. A raffle and karaoke, with Bill and Twyla, tops off the evening fun. Feel good knowing you are contributing to a wonderful program in our community, which supports the frail and elderly.

Buffet and raffle tickets are on sale now. Raffle tickets may be purchased the night of the event.

Prizes thus far include a Torreon Golf Getaway in Show Low, a Painted Mountain golf package, wine trunk filled with a variety of fine wines, jewelry, cash prizes, a Nook Color, 27-inch Samsung TV, gift baskets and much, much more.

Tickets are one for \$20, three for \$50, five for \$75, and seven for \$100.

Sirrine Adult Day Health Services opened its doors in 1976, and has been serving the elderly of the East Valley ever since. Participants are provided with many activities and programs, as well as outings,

special events and nutritional meals. The program provides a warm, caring and safe environment, and offers relief to families providing care for their loved ones.

The center sponsors seminars to help caregivers, and serves as a constant resource for the community. Like so many nonprofits, Sirrine continues to face challenges in providing quality programs for an oftentimes overlooked segment of the population—the elderly.

Sirrine

Auxiliary, which consists of a small group of concerned Mesa families, was organized in 1977, with the mission of raising money for the benefit of the Adult Day Care program.

Tickets also can be purchased at either Mesa locations, at Town Center, located at 247 N. Macdonald St., or at the Multigenerational Center, located at 7550 E. Adobe St. ■

Contact auxiliary members Janet Harvey, at (480) 540-9205, or Nancy Cottle, at (602) 292-5646, to purchase event tickets, raffle tickets and other donations, or for additional details. Additional information is available at www.sirrineauxiliary.org.



LOCAL BUSINESS

Olivia's Magic Works Translate into Professional Approach

Submitted by Pinnacle Decorating and Painting

In an attempt to teach our 3-year-old daughter, Olivia, to be polite, I frequently will ask her what the magic word is when she wants something, and that word is *please*.

Magic words exist in many things we do. In the real estate industry, as we all know, the three magic words are location, location, location.

In my own work, as a professional painter, the three magic words are preparation, preparation, preparation. These words are the key to the application of a long-lasting exterior painting project. A sound surface must be found and prepared properly for the top coatings it will receive. If any structural damage, such as dry rot, is found, I will bring it to your attention, and appropriate actions will be taken to fix the problem prior to painting.

Surface preparation is the undisputed most important step for a beautiful and long-lasting exterior project. As such, proper preparation should include:

- Loose paint and defective caulking removed.
- Scraping and sanding

of all peeling areas.

- All surfaces must be washed free of dirt to achieve maximum adhesion of coating material.
- Gaps between adjoining wood or wood and masonry should be sealed with elastomeric sealant.
- Rusty surfaces must be properly prepared prior to the application of primers, paints and stains. ■

Pinnacle Decorating and Painting is licensed, bonded and insured. ROC# 274102. If you are looking for your house to be painted the right way and with pride, call Garret Tardiff, at Pinnacle Decorating and Painting, with 20 years professional experience. Free estimates are offered. Call (480) 265-7803.



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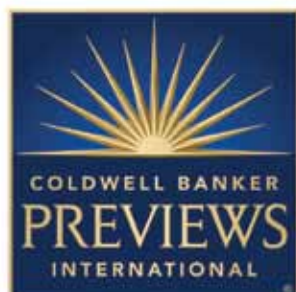
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