

Las Sendas Up Close

Bringing neighbors closer to their community

May 2012

ENJOY ROCKIN' RODEO with Salt River Tubing

Submitted by Salt River Tubing

It's time to dust off your cowboy hat, lasso a tube, hold on tight and ride the rocking Salt River rapids.

Join Tonto National Forest at Salt River Tubing's Rockin' Rodeo on Saturday, May 5, from 9 a.m. to 3 p.m., for fun in the sun and the great outdoors. Kick off the tubing season cowboy style, at the annual *More Kids in the Woods* event, which attracts thousands of tubers each year.

The first 500 cowpokes will receive a free cowboy boot koozie.

The event offers live entertainment by KMLE Country 108 radio station, line dancing and free giveaways. The cost of \$15 per person/tube includes tube rental and shuttle bus service for the day.

"If you are looking for a unique adventure in the great outdoors, our Rockin' Rodeo event embodies the

Old West as our zany western crew kick up their heels and shuttle tubers to and from the river in their stage coaches," said President and CEO of Salt River Tubing Henri Breault.

"The Rockin' Rodeo event is an ideal jumpstart for summertime fun on the Lower Salt River," Henri continued. "The western-themed event aims to capture the attention of teenage youth and encourage them to enjoy the great outdoors on the Lower Salt River in Tonto National Forest," he further stated. "The *More Kids in the Woods* event is aligned with the United States Department of Agriculture Forest Service's commitment in meeting the challenge of reduced youth involvement in outdoor activities."

While western attire is optional for tubers, Salt River Tubing will award \$15 tube rental passes, which are valid upon return visit, for the best cowboy and cowgirl tuber costumes.

For more information about Salt River Tubing and the Rockin' Rodeo on Salt River event, or to catch a glimpse of previous Rockin' Good Times on the Salt River, please visit the Web site at www.saltrivertubing.com. You also can call (480) 984-3305.

Daily operating hours are 9 a.m. to 6:30 p.m., weather and water flow permitting. Salt River Tubing opens seven days a week beginning on May 5. The cost of tube rental is \$15 per person/tube, which includes inner tube rental 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. Please party responsibly, and appoint a designated driver before you begin your tubing adventure. ■

Salt River Tubing is located in the beautiful Tonto National Forest, just seven minutes from the 202 East, on Power Road.



CHANGE THE WORLD by Serving Others

By Marilyn Husted

You can improve the lives of people in our community and throughout the world by joining members, neighbors and friends, of Red Mountain United Methodist Church, on Sunday, May 20, at *Change the World*, a day devoted to local and global outreach projects.

Worship services at 7:45, 9 and 10:30 a.m., on this important Sunday in May, will be abbreviated so all attendees may participate.

There will be an opportunity for people of all ages, physical abilities and talents to be involved, from making quilt squares, to preparing lunches for the local men's shelter. Teams will fan out across the neighborhood in a *Walk for Water Safety* effort aimed at preventing needless drowning. Working side by side, participants will have the chance to clean up the banks of the Salt River.

The most ambitious project on May 20 will be packaging 10,000 meals as part of *Stop Hunger*

Now, an international relief organization driven by the vision of a world without hunger. A team of 40 to 50 volunteers will package dehydrated, high protein, nutritious meals into small bags containing six servings. Every meal is fortified with 21 essential vitamins and minerals. The meals are easy to transport, have a long shelf life, and cost only 25 cents to create. All costs will be covered by donations.

Change the World is a global movement of United Methodists doing what they can to reach out to their communities to make a positive difference. Last year, more than 1,600 individual churches hosted events, impacting thousands of lives worldwide.

You may register for this event at www.rmumc.com, indicating how you would like to serve. ■

Red Mountain United Methodist Church is located at 2936 N. Power Road, north of the intersection of Power and McDowell roads. For more information, call the church office at (480) 981-3833.



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Photograph of Cosmos Hairstylist Mary Mack and her mom and sisters

Mother's Day Specials

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UpClose

PUBLICATIONS

Published by

Phillips West
Publishing | Design | Writing | Photography

Mesa, AZ 85215

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E-mail: Publisher@PhillipsWest.com

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EVENT

FLANCER'S PIZZA CONTEST winners to be announced

By Dawn Abbey

As this edition of UpClose went to press, Flancer's Incredible Sandwiches and Pizzeria staged its 12th annual Pizza-Eating Contest, on Sunday, April 22, as a part of their Raising the Fun Fund-raising events.

June's UpClose newspapers will have photos of the contest winners and winners of the raffle prizes. All raffle prizes were generously donated by local businesses. Owner Jeff Flancer thanked all the local sponsors playing a significant role in making these fund-raising events a success. "Many are major participants year after year, such as Ben Franklin Plumbing, Shamrock Foods, Alliance Beverage, Tap and Sons Electric and others," Jeff said. "We raised \$33,000 last year, and hope to do even better this year."

Proceeds from all events benefit Warfighter Sports/Disabled Sports USA, a nonprofit organization to help injured warriors participate in sports-related rehabilitation programs. ■

For updated information, call Flancer's Mesa restaurant at (480) 396-0077, or the Gilbert restaurant at (480) 926-9077. You also can check flancers.com. For more information on the Warfighters project, go to dsusa.org.



Pictured: Jeff Flancer, Gilbert Mayor Lewis, 2011 Winner, and Miss Arizona.

FITNESS

K PILATES changes you for the better

My Success Story

After shattering my arm, having 13 screws put in and spending months recovering, the surgeon let me exercise again. When I started back to Pilates on the equipment, it was pretty depressing. I could not raise my arm beyond 15 degrees from my side. I couldn't get my balance to do most basic exercises such as pointing and flexing my toes. It's funny how an injury in one part of your body can have such a large impact on the whole body.

Slowly, my balance improved, my arm regained more strength and mobility, and within three months, I was able to raise my arm to 180 degrees most days. I was finally able to fasten my own bra and put on my own pullover tops.

My depression quickly faded and I saw myself transform from a crippled old lady to a functioning member of society thanks to Pilates and the skilled staff at k Pilates studio. Months later at a check up, my surgeon was shocked to see how quickly I healed and my plate was removed earlier due to my improvement.

More than a year later, I take Pilates sessions twice a week and recently threw 97 bales of hay onto a flatbed. I am so thankful to k Pilates for their skill, empathy and perseverance in getting me back to normal and now for keeping me fit and feisty!

D. Marvin

For more information about k Pilates and Karve Studio, located at 3514 N. Power Road, call (480) 840-1860, or visit kpilates.com.



THIS MONTH'S SUPERFAN: DON PEARCE

Favorite Pizza: Island Girl
Favorite server at Flancer's: All of them
Been a Flancer's customer since: 2001



Thank you to everyone who participated in the Pizza Eating Contest to help Wounded Warriors

UPCOMING EVENTS:

MAY 13 - Special Mother's Day Menu
MAY 23 - Beer Dinner @ Mesa Location



SUPERFAN DON!

In Mesa:
1902 N. Higley Rd.
(just south of McKellips)
480-396-0077

Check
www.flancers.com
for more information

In Gilbert:
610 N. Gilbert Rd.
(¼ mile south of Guadalupe)
480-926-9077

AZ's FLOATING PICNIC SALT RIVER TUBING



No Glass Containers Allowed at Salt River!

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PARTY RESPONSIBLY Appoint a Designated Driver BEFORE your Tubing Adventure!

Opening Weekend MAY 5-6

Weather & Water Flow Permitting

Open Daily 7 days a week beginning May 7th!

ROCKIN' RODEO ON SALT RIVER



MAY 5 - SATURDAY

1st 500 Cowpokes receive a FREE "COWBOY BOOT KOOZIE" 9:00 A.M. - 6:30 P.M.

***Weather & Water Flow Permitting

MEMORIAL DAY WEEKEND

17th ANNUAL

"SALT RIVER HEROES = LITTER ZERO"



Take Pride in America Event

It's Your Land, Lend a Hand!

FREE Tommy Tuber bags, Beach Balls, Prizes!

MEMORIAL DAY WEEKEND

SATURDAY - SUNDAY - MONDAY

Event details at www.saltrivertubing.com

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TOP-PERFORMING REALTOR WINS BEST OF ARIZONA AWARD

By AnnElise Makin

One of the best in Arizona's business works next door, in real estate agent John Karadsheh, who was ranked No. 2 on the list of Best Residential Real Estate Agents by the 2012 Ranking Arizona, Best of Arizona Business, produced by *Arizona Business Magazine*.

John is a multi-million dollar producing Associate Broker with Coldwell Banker Trails and Paths Premier Properties in The Village at Las Sendas, where he has worked the last four years. In 10 years as a real estate agent, through good markets and bad, John has sold hundreds and hundreds of properties all over the Valley.

"My main goal is looking out for the best interest of my clients," John stated. "I try to help them make their best decision, whether they are first-time home buyers or experienced investors."

The popular vote by *Ranking Arizona* confirmed the success of John's mission. Selecting a real estate agent is an act of confidence. John has earned his clients' trust through professional excellence many times over.

John's list of awards and certifications is long. He is a Certified Residential Specialist (CRS), an Accredited Buyer Representative (ABR), as well as a Special Real Estate Commissioner for the Maricopa County Superior Court.

In a fast-moving environment, clients have found John to readily lend an open ear, and colleagues have consistently enjoyed his amicable spirit. That sense of hospitality might have carried over from the Middle Eastern Bakery and Deli in Phoenix, which John owned and operated more than 10 years ago.

When John joined the Trails and Paths team, he found a great work environment. "Ron and Debbie Brown give the agents in the office a lot of support," the Realtor commented. "Being at Trails and Paths is like being part of a family. We help each other, and, in doing so, we offer our clients the best possible service."

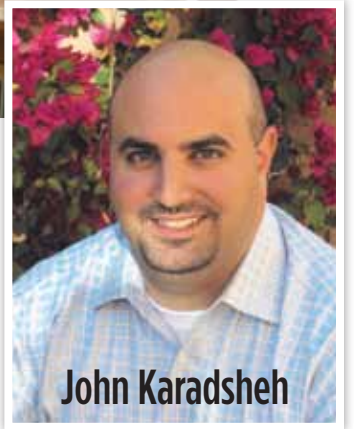
"I truly enjoy my profession," John continued. "It is a special feeling when you are able to help clients achieve their goal, not only to buy a house, but to find their home." Although there is no 1-2-3-strategy for picking the perfect property, John likes to walk his clients through a practical questionnaire about price, size, location and amenities. However, only after he actually shows homes, does the target vision become clear.

"Every buyer has their own unique ideas," John concluded. "I just sold a beautiful older home in downtown Mesa. It had a lot of character, but it definitely required maintenance. Other clients don't want a project. They want to just move in and add their furniture."

While John loves working with buyers, he also specializes in helping sellers obtain the highest price possible for their homes. His marketing strategy and negotiation skills are what set him apart from other agents.

Whether turnkey convenience or a fairytale castle, every client is John's priority. What better testimonial can there be than a referral from a satisfied customer? John has accumulated a long list of repeat buyers.

"I have just closed on a house with a couple whose parents have already used me to sell their home," John remarked. Turns out, John also had helped all of the couple's brothers and sisters and grandparents buy and sell homes.



John Karadsheh

Scoring high as a Realtor 10 times in the same family is a remarkable accomplishment. A good real estate broker, such as John Karadsheh, becomes a transformer, converting a state of mind into tangible property.

John has produced many a happy match. And clients make no secret about it. ■

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.

LAS SENDAS GOLF ACADEMY

JUNIOR GOLF CAMP ENROLLMENTS COMING UP!



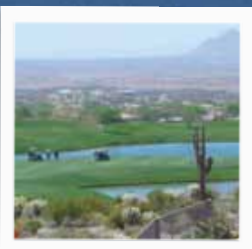
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Ages of students range from 5 to 15 years. Juniors grouped according to age, gender and skill level. Basic Fundamentals, Games, Drills, Rules and Etiquette and Course Play are offered. Come join the summer fun! All golf campers will get to play in the Sunshine and Sunflower Cup on July 26th, 2012. Juniors in the program play FREE with an accompanying adult on a day of space availability basis.



Classes Available:

Wednesdays & Thursdays, May 30 to July 26, 2012

7:30 to 9:00 a.m.

3, 6 or 8 week sessions available

Email benweir@pga.com or call 602.391.7100



2 JOHN KARADSHEH
ASSOCIATE BROKER, ABR, CRS
2913 North Power Road, Suite 101
Mesa, AZ 85215
602-615-0843 ~ www.BuyAndSellAZ.com
Year Licensed: 2002 Sales Range: \$100K - \$5M
Realty Company: Coldwell Banker, Trails & Paths

John Karadsheh has been actively selling real estate in the Valley for over ten years. His experience gives the clients he represents a competitive edge. Having successfully guided hundreds and hundreds of real estate transactions through to closing, John has the experience to help his clients make the best financial and personal decisions regarding the sale or purchase of real estate.

John Karadsheh is a professional who is comfortable with all aspects of the real estate business, which is why his clients continually refer him. "Over the years, I have worked with entire families. I sold the parents a house, helped the grandparents downsize and then helped the kids buy their first homes," said John. "My clients trust me because they know that this is the profession my family has been in for 40 years and this is the profession my family will continue to do for 40 years to come."

While John handles many luxury properties, he also works with first time homebuyers, clients relocating from other parts of the country, individuals looking for second homes, and investors. John also handles estate and trust property sales and does property valuations for local home builders and estate attorneys. He is an Associate Broker, a Multi-Million Dollar Producer, and he holds the prestigious CRS (Certified Residential Specialist) designation as well as the ABR (Accredited Buyer Representative) designation.

While he has great credentials, clients are most taken by his humor, kindness, and his honest and straightforward approach. John tells it like it is and is always working to help his clients get the best deal possible.

TOP 10 ARIZONA REAL ESTATE AGENTS

2012 RANKING

The Best of Arizona Business

ARIZONA

- 1 KRISTEN WHITE
REALTY EXECUTIVES
- 2 JOHN KARADSHEH
COLDWELL BANKER, TRAILS & PATHS
- 3 JEFFREY BUETTNER
EXP REALTY
- 4 BRENT CONLEY
SOLUTIONS REAL ESTATE
- 5 CHRISTOPHER SZABO
TIERRA ANTIGUA REALTY
- 6 SANDRA WILKEN
SANDRA WILKEN LUXURY PROPERTIES
- 7 WALT DANLEY
WALT DANLEY REALTY
- 8 TANYA MARCHIOL
TEAM INVESTMENTS
- 9 DENNIS KUHR
COLDWELL BANKER RESIDENTIAL BROKERAGE
- 10 ROBERT A. COHEN, ESQ.
KELLER WILLIAMS ARIZONA REALTY



DATA REFLECTS BUSINESS DONE IN ARIZONA AND IN A 12 MONTH PERIOD.



FITNESS

WORKING OUT WITH A PARTNER LIKELY CONTRIBUTES TO SUCCESS

Submitted by Hit Center

We have all heard the statistics indicating those who work out with a partner are more likely to succeed in reaching their goals because they are happier while working out, and, as a result, tend to be more likely to schedule time in the gym.

Working out with a partner allows a certain type of connection and bond to be formed, and provides motivation, support, help and advice. These are essential components to seeing fitness success, but they help you succeed in lifestyle change, as well.

Oftentimes, your support figures help you decide to eat healthier, introduce you to new activities, or even just motivate you to try something new. Instead of donuts in the break room, maybe they support an idea of fruits and vegetables. Instead of going on a smoke break at work, they encourage a walk instead. The more people you have on board and supporting your fitness goals, the more likely you are to succeed.

The world of fitness is evolving through recognizing this *social fitness* concept. The massive success of boot camps and crossfit gyms are proof of this social component. Phone apps that post your fitness achievements to social media sites, such as Facebook and Google+, are popping up everywhere, and they are proving to be great resources.

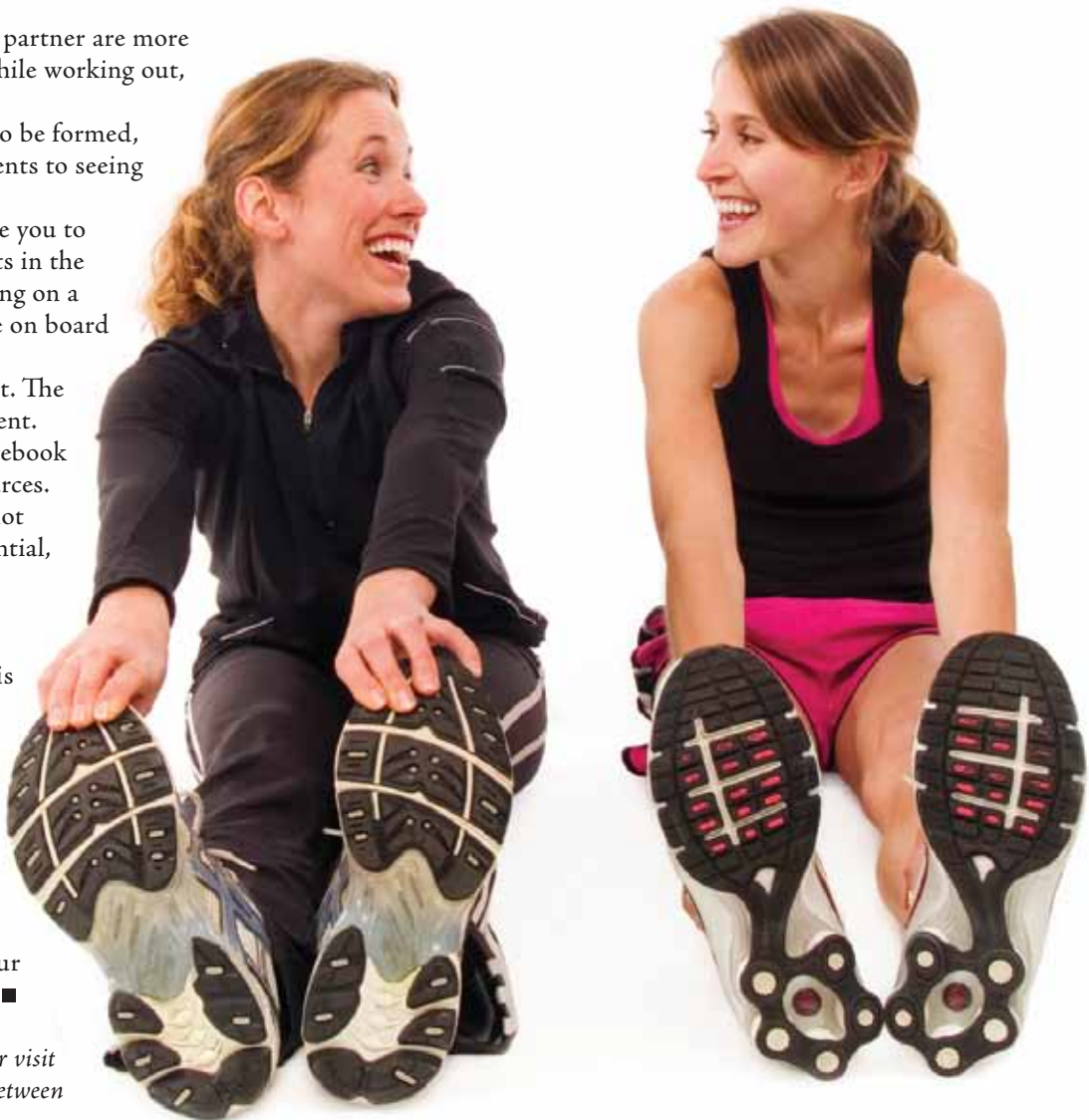
However, boot camp or crossfit might not be your thing, or maybe you're not quite ready to enter into something so intense. Social components are still essential, but finding the proper fit is much harder.

To fill this gap here at the Hit Center, we offer a program called Semi-Private Personal Training. This program allows one of our degreed and certified personal trainers to work with as many as three clients per hour. This approach significantly lowers the cost of traditional one-on-one personal training, while allowing for a socially supportive environment. Each client receives an individually designed program, but may complete their workout alongside clients of the same or different fitness levels.

Many times, husband and wife pairs or friends will join our Semi-Private Personal Training programs. They value the individual attention, while maintaining the ability to interact and catering to their socially supportive needs.

Check out our May special for a fantastic deal for you and a friend on your first month of Semi-Private Personal Training—just in time for pool season. ■

To schedule your free fitness assessment, call the Hit Center today at (480) 981-0600, or visit the facility at 4811 E. Julep St., Suite 110, in Mesa, located south of McKellips Road, between Greenfield and Higley roads. The Web site is www.MesaPersonalTraining.com.





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COMMUNITY

RED MOUNTAIN RANCH COUNTRY CLUB Announces Summer Programs

Submitted by Red Mountain Ranch Country Club
Red Mountain Ranch Country Club (RMRCC) is proud to announce the summer programs, including summer family memberships, as well as a variety of summer day camps, lessons and activities.

MONTHLY SUMMER SWIM PASS (AKA GUEST ACCESS PASS)

Enjoy unlimited swimming privileges for your entire family at our Junior Olympic-size pool. Family passes can be purchased by the month for \$100. For more information, call Marian in our Membership Office at (480) 981-6501, extension 111.

SUMMER TRIAL FAMILY MEMBERSHIP

Families can purchase a trial membership to the country club for the months of June, July and August for only \$600 (that's only \$200 per month). Membership includes greens fees, use of practice facilities and driving range, pool, tennis and fitness center for the entire family. For more information, call Marian in our Membership Office at (480) 981-6501, extension 111.

SUMMER JUNIOR GOLF CAMP

Director of Golf Scott Bunker incorporates instructional techniques, which have improved the skills of so many golfers during his 30 years with John Jacobs Golf Schools and now RMRCC. He is committed to introducing the fundamentals of the game to the juniors, as well as build-



SUMMER SWIM AND FUN

Children ages 5 through 13 can enjoy supervised swimming and pool games Monday through Friday, from noon to 3 p.m. The fun begins on May 29.

AFTERNOON FUN CAMP

Moms, do your kids get restless in the afternoon? This is the perfect opportunity to drop them off for a few hours in the afternoon, and get your errands done, nap or make dinner. They will enjoy indoor games, activities, movies and more. The program runs Monday through Friday, from 3 to 5 p.m., May 29 through July 27. Ages 3 through 8 are welcome.

RMRCC SUMMER SWIM TEAM

A non-competitive stroke and technique class is offered for ages 6 through 16. The team meets Monday through Thursday, from 5:30 to 6:30 p.m., from May 31 until July 28.

ing a lifelong love for the game. A total of four one-week sessions are available beginning June 4. Ages 11 through 16 meet from 7:30 to 9 a.m. Ages 6 through 10 meet from 9:30 to 11 a.m.

PRIVATE SWIM LESSONS

All ages are welcome to have one-on-one or small group lessons—by appointment only. For more information, call our fitness center at (480) 981-8135.

SUMMER TENNIS CAMP

Director of Tennis Ray K. will offer nine weekly sessions for ages 4 through 18, beginning the week of May 29 and going through Aug. 3. Ages 4 through 18 meet Monday through Friday; beginners and intermediates, from 7:30 to 9 a.m.; junior varsity, from 9 to 11 a.m.; and varsity, United States Tennis Association ranked juniors and college players, from 4:30 to 7 p.m. ■

For more detailed information on pricing and age requirements, visit our Web site at www.rmcc.com.



SPORTS

Las Sendas Offers Junior Golf Summer Camps

By Ben Weir, Director of Instruction

The 2012 Junior Golf Camps at Las Sendas offer a wide range of opportunities and events for those who participate.

Camps begin on May 30, and conclude on July 26. A total of three types of flexible packages are offered. Parents seemingly appreciate the option of a four-, six- or eight-week package.

Ages range from 5 to 16. Each junior is initially grouped accordingly to age and gender. After the first week of participation, each adolescent is additionally paired by skill level. Camps run every Wednesday and Thursday, throughout the summer, from 7:30 to 9 a.m. There will be no sessions the week of July 4.

Wednesdays primarily concentrate on full swing, chipping/pitching, sand game and putting. Thursdays begin with a 20-minute rules and etiquette class. Attention then focuses on students learning to take their young games from the practice facilities to the course.

Las Sendas owners have graciously allowed all juniors to play free of charge on a space-availability basis

when playing with an adult chaperone, who pays a \$20 cart fee. The program provides snacks, candy and drinks throughout the summer.

New and exciting games, skills challenges and prizes are provided on an ongoing daily basis. This camp confidently claims to have the best student/teacher ratio in the Valley. On a common day, there is one instructor for every five children. This approach is unparalleled in today's market. Junior camp attendance has more than doubled in the past two years.

Affordable costs of \$250 for four weeks, \$300 for six weeks, and \$350 for eight weeks, combined with the instructor's expertise, makes it a program difficult to beat.

The fifth annual Sunshine Cup (boys) and Sunflower Cup (girls) tournament is a wonderful treat to finish the summer in style on July 27. There still is time to sign up. Jump in at any time during the summer. Each week has a uniquely different lesson plan. For easy sign up, please send an e-mail to benweir@pga.com, or call directly at (602) 391-7100.

Thank you for considering enrolling your children in the 2012 Junior Golf Camps. I take pride in treating all the children equally, as if they were my own. With all of the golf course improvements, this summer, at Las Sendas, will be the best ever. I hope you share in our enthusiasm, and we have the privilege of seeing you soon. ■



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BECOME CREATIVE WITH Mother's Day Gifts

By Dawn Abbey

Every year, when Mother's Day comes around, the ever-present present becomes a source of concern.

While loving cards, flowers or jewelry are traditional gifts, this time, why not try something different.

Moms come in all types, ages, sizes and shapes, and if shaping up is important to her, she would really appreciate a gift certificate for k Pilates and Karve Studios, HIT Centers Personal Training or Low-Impact Fitness Boot Camp, all conveniently nearby.

A wonderful way to show Mom just how much you love and appreciate all she does for you is by giving her the gift of spa. True Essence Salon and Spa, the only Aveda Concept Salon in Mesa, has introduced *stress-fix*, a new and clinically proven stress-relief formula with organic French lavender and Clary sage essential oils. It's a perfect stress-dissolving gift package of body lotion, soaking salts and body oil concentrate roll-on. They also are offering Mother's Day spa packages and gift cards:

Mother's Day Special

One-hour hot-stone massage, 75-minute aromatherapy pedicure and one-hour elemental facial—\$184.



Queen for a Day Package

One-hour custom deep-tissue massage, aromatherapy pedicure, one-hour botanical resurfacing facial, shampoo and style and makeup application—\$248.

Health and wellness is important for all. Victory Energy Wellness Center features Enerpathic stone

jewelry, diffusers with organic essential oils, and gift certificates for Eternale beauty biofeedback energy treatments. Or soothe her aching back with a session at Red Mountain Chiropractic.

Surprise Mom with art by botanical artist Dyana E. Hesson—original oil paintings, limited-edition prints, fashions or note cards, featuring our local desert flora.

For those who love to cook, or just want to learn more, a class at Cooking with Trudy Maples Cooking School, in Red Mountain Ranch, might be just the thing. Make it romantic by doing a couple's class as a night out.

Nobody *really* likes to clean house, or maybe Mom is too busy, too tired or just retired. So, why not give her a break by gifting her cleaning services from award-winning Carnation Home Cleaning, or Joann, at The Master's Touch Cleaning Service, a top *Angie's List* favorite for tile and grout cleaning.

Golf lessons are always available at Las Sendas Golf Club, Red Mountain Ranch Country Club and Alta Mesa Golf Club.

Sweet Repeats offers gifts certificates to help Mom's budget go further on discounted designer consignment fashions.

Want to treat Mom like a queen (or a rock star)? Reserve a chauffeured luxury vehicle from Exstyle Transportation to take her out for her special day.

For something really different, how about a guided desert trail ride, as a family outing or couple's getaway, organized by Saguaro Lake Ranch Trail Rides, out on Bush Highway. Or just let her ride away for a few hours by herself.

If your family enjoys the tradition of Mother's Day Brunch, you can make reservations at fine local dining establishments, such as Bogey's Steak and Seafood



at Las Sendas, Red Mountain Ranch Country Club, Alta Mesa Golf Club (where dining-only memberships are only \$50 a year), or try the Flantastic Brunch or dinner (Mom's meal is always discounted) at Flancer's Incredible Sandwiches and Pizzeria.

Don't forget, if you need to mail something out to Mom, The UPS Store, at Power and McDowell roads, is there for all your packing needs. ■

All of these fine local businesses are here in your neighborhood, working hard to help you make your Mother's Day experience a special one. Check inside this UpClose issue for locations and contact information in their advertisements.





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BEAUTY

HAIR COLOR COULD EASILY BE YOUR MOST IMPORTANT ACCESSORY

By Dawn Abbey

Hair color services have always been recognized as the *prince* of professional beauty salon treatments. "For both men and women, hair color is a sign of personality, natural embellishment and facial beauty," said Sandy Barbetta, co-owner with husband, Cosmo, of Cosmos Salon and Day Spa. Color can adapt to our personalities, or help us create a new one, revealing new forms and ways of expressing ourselves. Whether it is rich and full bodied, or delicate, soft and merely hinted at, hair color gives new life to the hair, and uncovers new body, strength and softness," she continued. "It can illuminate one's features or hide others."

From a woman's point of view, hair color is an extremely important service, generating increasingly high expectations, which are not always met. Recent market research has shown many women are not satisfied with the color service provided by their hairdressers because:

- ♦ Results obtained this time are not the same as last time.
- ♦ The color is not always even.
- ♦ Duration is not satisfactory.

Men, too, are increasingly using hair coloring services. "I recently had a male client come in for a cut, who was distressed over not being able to get a job. Although competent, attractive and in good shape, his hair was totally gray."

Sandy relayed how she helped a client take a big step following her suggestion of hair coloring.



"Have you ever considered coloring your hair?" Sandy asked her client. "It is possible employers are not looking at your talent, but at how you look. Hair color can take 10 years off your age," she assured him. "He agreed to let me do a brush-on color enhancement to his gray hair, and guess what? He got the job." So, what does hair coloring mean from the hairdresser's point of view? "For us, coloring does not mean simply applying traditional color products," Sandy stated. "Above all, having the knowledge and experience to carry out both the simplest operations, such as color enhancing for men or semi-permanent coloring, as well as the more complex techniques."

According to Sandy, Cosmos colorists are continuously trained in complex methods, such as meche's (color strands), sun streaks (the sun-kissed look), ombre (dark roots, lighter ends), fringe foils (highlights around the face to give a brighter appearance), designer foils (adding dimension and highlights), lightening (bleaching) and balayage.

Balayage is all the rage with celebrities right now. Meaning to *sweep* in French, it is a highlighting technique, creating very natural looking highlights, which grow out without developing a noticeable root. "It takes a trained professional to do it right," Sandy said with pride and conviction.

In addition to highly trained colorists, Cosmos is now proud to announce it is using Artego, created in Italy, and fast becoming the No. 1 color line in Europe. "It touts 100 percent gray coverage, and the ability for making color last in resistant hair (gray, blonde, red or hair with tight cuticle) while maintaining maximum

shine and condition of the hair," Sandy explained. This color line has no ammonia, and more than 100 shades, from exciting blondes, to brunettes and vibrant reds. "Choosing the most professional colorists and color products can transform your hair color experience into a genuine beauty treatment for the hair," Sandy said. "Stop in and check out the new Artego line, and get a free consultation." ■

Cosmos Salon and Day Spa is located on the northeast corner of Power and McDowell roads. For more information, or to make an appointment, call (480) 844-0707.



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Classes for 3-year-olds, 4-year-olds and Pre-K.

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

EDUCATION

DESERT ROSE PRESCHOOL AT LAS SENDAS

By Rose Buttitta, Director/Teacher

As the school year comes to a close, students attending Desert Rose Preschool at Las Sendas are still learning a variety of lessons sure to stay with them as they advance through the various levels of learning.

LOTS OF LEARNING

April came and went with lots of discovery. We learned about spring, the birth of birds, bugs, how flowers grow and the change of weather. We used watercolors and chalk to draw lots of spring pictures. We learned about the five senses. We tasted lots of things that were sweet, sour, hot and cold. We smelled things that were sweet and things that smelled bad. We closed our eyes, and touched smooth and rough things. We heard loud and soft music. We are glad we could see, smell, hear, taste and touch.

We celebrated Earth Day on April 19 by talking about ways to keep our earth safe. We will pick up trash in the park and make posters. Each child will receive a certificate celebrating individual involvement in keeping our planet beautiful. Desert Rose Preschool at Las Sendas also participates in the Las Sendas Release of the Ladybugs celebration. All the children will receive a Ladybug book. We made special art for Earth Day, and the children, who came to the class, also received a special certificate for helping keep our earth beautiful.

We also will celebrate our 100th day in class. The pre-k class will bring 100 things to school, which they have collected on a 100th poster. They will share with the class. Everyone will count to 100 with all sorts of things, such as marshmallows, jellybeans and pennies. They will count by 10 until they reach 100. Everyone will receive a special certificate, and finish off with a big treat.

May will be a busy month, including celebrating Mother's Day by making special gifts and cards for Mom. Our last day of school is May 25, with a big graduation for the pre-k class and celebration with certificates for the other classes. We will have a special pizza party for all the families and guests to celebrate the end of another wonderful year. The children have done a great job in their learning process.



PRIDE ABOUNDS

I'm so very proud of all the children. Half of the pre-k class is reading books. It will be difficult to say goodbye to some of the children I have had for three years. They came to Desert Rose Preschool at the age of 3, with happy faces and wanting to play, learn and meet new friends. Now, they will start a new learning experience at the elementary school level. But their Desert Rose Preschool friendships will continue. I will miss them all, but I know they will come to visit me, and remember their time with Ms. Rose at Desert Rose Preschool at Las Sendas.

REGISTRATION

Thank you for the great response we received for our registration for fall. We are still taking registrations for the summer and fall. Our summer session is almost full. The children can attend three, four or five days a week, mornings or all day, from 9 to 11:30 a.m.; 9 a.m. to 1 p.m.; or 9 a.m. to 3 p.m. The session will last eight weeks. The summer session is a hands-on curriculum, with lots of science and review. The summer session will run from June 11 through Aug. 3. Thank you for registering so promptly.

PLEASE HELP

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, like 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 June 2. 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. ■

This is the final article until July. I will start again then with all the fall information. 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.

Real Estate

In Las Sendas

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TRAILS AND PATHS PREMIER PROPERTIES

MLS

Las Sendas Area Market Report

Sales for the Month of March 2012

John Karadsheh

| Address | Square Feet | Community | Sold Price | Short Sale or REO* |
|-------------------------------|-------------|-------------------|------------|--------------------|
| 7445 E. Eagle Crest Dr. #1140 | 1,388 | Cachet | \$165,000 | |
| 7234 E. Manning St. | 1,605 | Windsong | \$172,000 | X |
| 7445 E. Eagle Crest Dr. #1114 | 1,659 | Cachet | \$188,500 | X |
| 3055 N. Red Mountain #191 | 2,150 | Ironwood Pass | \$200,000 | X |
| 3639 N. Morning Dove | 1,756 | Shadow Canyon | \$212,000 | |
| 2958 N. Avoca Cir. | 1,794 | Silverhawke | \$222,000 | |
| 7349 E. Northridge Cir. | 1,762 | Grayfox | \$239,990 | |
| 3055 N. Red Mountain #162 | 2,451 | Ironwood Pass | \$244,000 | X |
| 7432 E. Odessa St. | 1,756 | Silverhawke | \$245,000 | |
| 3552 N. Sonoran Hills | 1,926 | Stoneledge | \$245,000 | X |
| 7563 E. Wolf Canyon St. | 1,756 | Mountain Gate | \$245,000 | |
| 3055 N. Red Mountain #127 | 2,150 | Ironwood Pass | \$252,500 | |
| 2404 N. Raven Cir. | 2,219 | Grayfox | \$263,000 | |
| 3704 N. Sonoran Hills | 2,835 | Cobblestone | \$280,000 | X |
| 7025 E. Roland St. | 1,571 | Tapestry Mountain | \$285,000 | |
| 3533 N. Eagle Canyon | 2,757 | Boulder Mountain | \$310,000 | X |
| 3430 N. Mountain Ridge #46 | 3,232 | Sonoran Heights | \$375,000 | |
| 3846 N. Desert Oasis Cir. | 3,655 | Canyon Creek | \$415,000 | |
| 7565 E. Torrey Point St. | 3,655 | Pinnacle Point | \$417,000 | |
| 7260 E. Eagle Crest Dr. #2 | 2,942 | Black Rock | \$429,900 | X |
| 7426 E. Sugarloaf St. | 3,040 | The Preserve | \$450,000 | X |
| 4943 E. Legacy Hills Cir. | 3,404 | Legacy Hills | \$540,000 | |
| 7130 E. Saddleback St. #52 | 3,329 | Golf Colony | \$540,000 | |
| 4157 N. Stone Peak Cir. | 3,681 | Granite Preserve | \$570,000 | X |
| 7260 E. Eagle Crest Dr. #24 | 3,468 | Black Rock | \$720,000 | |

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

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EDUCATION

SELF DEVELOPMENT PRESCHOOL
Presents Exceptional Learning Environment

By Linda Steiner, Certified Teacher
and Reading Specialist

Self Development Preschool offers a unique and advanced preschool program, allowing children to begin their educational learning experience in a caring and intellectually stimulating environment.

The 3- to 5-year-old classroom introduces kindergarten and first grade curriculum goals, and encourages concept mastery and academic confidence.

The preschool prepares children to learn key subject matter, which yields knowledge for a classroom environment transition. The school's success is based on teaching children the principles of number, letter and sound recognition, learning the alphabet, verbal memorization, writing exercises, sight words and introduction to reading and phonics to prepare for reading.

The children start to read on their own and build the confidence to tackle the advanced reading in the kindergarten program. Mathematical components include number concept and introduction to addition and subtraction, with daily math facts.

"As a certified kindergarten teacher and state endorsed reading teacher, I know the importance of early education intervention to promote a foundation for academic success," said Linda Steiner, certified teacher and reading specialist. "I am truly impressed with the 3- to 5-year-old classroom. The dedication and sincere devotion of the teachers to instill these essential concepts is amazing," she continued. "I see the commitment to student's education every day, and share my positive comments."

The staff simulates the structure and schedule of a kindergarten classroom. The day begins with table work, which includes sight words, phonics, spelling, writing, reading and math instruction.

The children complete worksheets, with teacher feedback and encouragement during the instruction. There are two to three classroom teachers present. The children learn the core curriculum within a positive and nurturing classroom. The teachers are professional and dedicated. The result is children, who are set up for success to enter kindergarten.

"I welcome all parents to experience this exceptional learning environment for your child," Linda stated. "I am proud to recommend Self Development Preschool as the path to your child's academic success. Parents need to be a part of this exceptional learning adventure for their child."

The school offers additional programs, including a toddler program and summer camp for ages 2 through 12. The preschool hours are from 8:30 to 11 a.m. The hours of operation are 5:45 a.m. to 6 p.m.

Self Development Preschool delivers a well-rounded educational experience for your child. The school offers children the opportunity to develop a love for learning, as well as a daily challenge to think at a higher level. *Learn to gain knowledge, activate that knowledge, and knowledge equals power.* ■

Welcome to Self Development Preschool. For more information, please call Vernetta at (480) 396-3522.



HEALTH

MOUNTAIN VISTA MEDICAL CENTER
PRESENTS EDUCATIONAL SEMINARS

Submitted by Mountain Vista Medical Center

At Mountain Vista Medical Center, we know how much the best information can help you and your family.

Join us for the following educational events in May:

LADIES NIGHT OUT: WHAT'S NEW IN
WOMEN'S HEALTH FOR 2012

Be first in line when it comes to your health. Women today are encouraged to take steps to improve their health, including having an active lifestyle, eating healthy and maintaining regular checkups and screenings for preventive care.

Join Sunita Gupta, MD, family practice physician, on the medical staff at Mountain Vista Medical Center, as she discusses what women need to know in 2012 to keep them healthy year round.

Lino Ossanna, MD, OB/GYN, on the medical staff at Mountain Vista Medical Center, will join the discussion with information on some of the latest treatment options available for women, including hysterectomies, endometriosis and uterine fibroids. The evening also will include light refreshments, delectable desserts and test drives on Mountain Vista's minimally invasive da Vinci Si Surgical System.

RSVPs are required. Please call (877) 924-WELL (9335). Thursday, May 3, at 6 p.m.

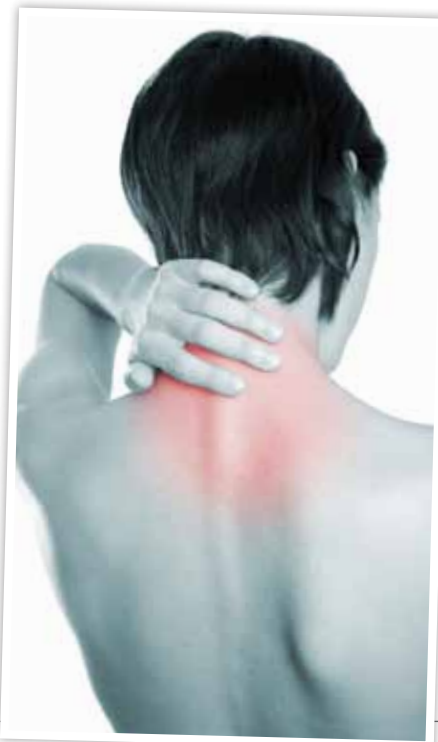
BACTERIAL AND VIRAL INFECTIONS: WHAT
ARE THE DIFFERENCES?

Bacterial and viral infections can both cause similar symptoms. It is often difficult to know which is the cause of a specific infection, but it is important to determine, as the treatment options are different for each. Join Richard Dinsdale, MD, family practice physician, on the medical staff at Mountain Vista Medical Center, and learn about the most common types and treatments of bacterial and viral infections.

Monday, May 21, at noon

HERNIATED DISCS—AN
OVERVIEW

Healthy discs in your spine act as shock absorbers, and they keep the spine flexible. Rafath Baig, MD, orthopedic spine surgeon, on the medical staff at Mountain Vista Medical Center, will discuss herniated discs—the types,



RECIPE

Grilled Crostini Bruschetta
with Mascarpone Cheese

By Trudy Maples



INGREDIENTS

- 1 large French baguette (long and skinny) bread in the bakery
- 1 small sweet onion
- Small container of sweet cherry tomatoes
- Fresh garlic—2 cloves from head
- Fresh basil
- Olive oil
- Container of mascarpone cheese
- Salt to taste

DIRECTIONS

1. Make balsamic glaze, and set aside.
2. Slice the bread on a diagonal, and brush each slice of bread with a little bit of olive oil.
3. Put on outside or inside grill, until golden and toasted, flipping both sides.
4. Remove from grill, and rub peeled garlic clove on each piece of bread.
5. Spread a thin layer of mascarpone cheese on each crostini.
6. In a bowl, place diced cherry tomatoes, diced onion and chopped fresh basil. Add about 2 tablespoons of the balsamic glaze and salt and pepper to taste. Spoon onto each crostini. Drizzle with the balsamic glaze. Enjoy!

Balsamic Glaze

- 1 package of dry Italian dressing
- Olive oil
- Balsamic vinegar
- Sugar
- Garlic

DIRECTIONS

Mix up as directed on the package of Italian dressing. Use olive oil and balsamic vinegar. Crush one garlic clove into dressing and then 1 teaspoon of sugar. Whip until thick.

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

causes, symptoms and diagnosis, as well as treatment options available.

Tuesday, May 22, at 6 p.m.

URINARY INCONTINENCE IN MEN
AND WOMEN

Urinary incontinence is the loss of bladder control commonly found in men and women. Often, symptoms increase as we age. Join Giuseppe Ramunno, MD, OB/GYN, on the medical staff at Mountain

Vista Medical Center, to learn about the causes, symptoms, and latest treatment options.

Wednesday, May 23, at 6 p.m.

A light meal is provided at all events.

These free health seminars are designed to help you stay healthy. Mountain Vista Medical Center is located just north of the U.S. 60, at Southern Avenue and Crismon Road. Seminars are held in classrooms 3 and 4, located on the second floor of the hospital, near the cafeteria. Park on the east side of the hospital, and enter through the Outpatient entrance. ■

To register for these events, or to learn about the entire seminar series, call (877) 924-WELL (9355), or visit mvmedicalcenter.com.

HEALTH

STUDIES SHOW NEED FOR WISDOM TEETH REMOVAL

By Dr. Paul Kelly of AzMax Oral Surgery and Dr. C. Martin Farnsworth DMD of Las Sendas Dental Health

Over the years, questions have been raised about the efficacy (prudent need) of third molar (wisdom) teeth removal as a preventive measure compared with waiting for pathology (problems) to develop.

The American Association of Oral and Maxillofacial Surgeons Board of Trustees endorsed the concept clinical and biological research was needed to further investigate the answers to these questions.

In 1993, a special committee was appointed to critically review existing literature, and to design a prospective longitudinal clinical trial, which could give us more information, and continue to build upon our knowledge in the future. Multiple universities and doctors have been involved since then, and the data has been collected into what has become known as the *Third Molar Clinical Trials*.

From these clinical trials, there have been more than 70 articles or abstracts published, all yielding scientifically-based reasons supporting the removal of asymptomatic wisdom teeth before problems ever arise. These studies include evidence for increased risk of bone loss and periodontal disease around the

second molars, increased risk of decay on the second molars, premature loss of the second molars due to external resorption, chronic oral inflammation with negative impact on cardiovascular, obstetrics, metabolic and renal outcomes.

Further publications have also shown increased risk of worsening of periodontal disease among pregnant women with retained third molars, and risk of pre-term, low birth weight babies. The findings also provide validation for prompt intervention of wisdom teeth removal to avoid adverse health-related

quality of life issues, such as pain, oral function and resuming a normal lifestyle.

The evaluation of wisdom teeth is part of the normal exam your dentist does on a regular basis. Sometimes, an additional X-ray, called a panoramic, is needed to look at all the surrounding anatomical structures when determining the health/risk benefits surrounding the keeping or removing of wisdom teeth. Regardless of age, or with or without pain, the evaluation of a person's wisdom teeth should be done periodically to help prevent future problems. ■

For questions, please contact Dr. Paul Kelly at (480) 325-7665 or Dr. Martin Farnsworth at (480) 283-5854. Las Sendas Dental Health is located at 2947 N. Power Road, Suite 103.



HEALTH

VICTORY ENERGY WELLNESS presents informative sessions

Submitted by Victory Energy Wellness
Victory Energy Wellness presents a wide range of informative sessions to demonstrate the importance of personal fitness, a healthy diet and other elements sure to enhance your life.

The dates, session titles and times for the month of May are as follows:

- | | |
|---|---|
| 1 Focus Fitness, 6:15 a.m. | Code, 7 to 8 p.m. |
| 2 Mindful Eating with Claudia Collins RN, BSN, 7 to 8:30 p.m. | 19 Focus Fitness, 8 a.m. |
| 3 Focus Fitness, 6:15 a.m. | How to be Safe on the Road with Essential Oils Class, 10 a.m. |
| 4 Stroke and Brain Injury Support Group, 10 a.m. | 22 Focus Fitness, 6:15 a.m. |
| Life Wave Technology, 6 p.m. | How to be Safe on the Road with Essential Oils Class, 10:30 a.m. and 7 p.m. |
| 5 Focus Fitness, 8 a.m. | 23 Vision Board Attracting Abundance Into Your Life Class, 6 p.m. |
| Dog Day, 10 a.m. to noon | 24 Focus Fitness, 6:15 a.m. |
| 8 Focus Fitness, 6:15 a.m. | 25 Life Wave Technology, 6 p.m. |
| 9 Mindful Eating with Claudia Collins RN, BSN, 7 to 8:30 p.m. | Energetic Enlightenment Biofeedback, 7 to 8 p.m. |
| 10 Focus Fitness, 6:15 a.m. | 26 Focus Fitness, 8 a.m. |
| 11 Life Wave Technology, 6 p.m. | Vision Board Attracting Abundance Into Your Life Class, Noon |
| Energetic Enlightenment Eternale Stress Reduction and Rejuvenation, 7 to 8 p.m. | 29 Focus Fitness, 6:15 a.m. |
| 12 Focus Fitness, 8 a.m. | Muscle Testing Class, 7 to 8 p.m. |
| 15 Focus Fitness, 6:15 a.m. | 31 Focus Fitness, 6:15 a.m. |
| 17 Focus Fitness, 6:15 a.m. | Kangen Water Class, 7 p.m. |
| Kangen Water Class, 7 p.m. | |
| 18 Life Wave Technology, 6 p.m. | |
| Energetic Enlightenment Emotion | |

For more information about upcoming events, check out the Web site at www.VictoryEnergyWellness.com, or call (480) 422-7022.

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THE RIGHT AGENT IS KEY TO SUCCESSFUL HOME SELLING

By John Karadsheh

Selecting a real estate agent to assist in the largest financial transaction a person likely will ever make is a critical part of the home selling process.

In a challenging economic environment, where competition among real estate companies is on the rise, choosing the agent right for you can be a confusing task.

While it is important for you to connect on a personal level with your agent, chemistry is not the only factor. You need to know the length of time an agent has been in the business, as well as his home sale success rate. The agent's knowledge of the local market also can play a significant role in the decision-making process.

To jump-start the conversation, here are 10 essential questions home sellers should ask before selecting a real estate agent.

1 How long have you been in the real estate business, and what has your success rate been in terms of home sales over the past 12 months? The length of time a real estate agent has been in the business and his home sale success rate demonstrate his knowledge and expertise in the industry. Ideally, a home seller will want to work with an agent, who has a high percentage of completed transactions within your home's price range. While this number will vary, depending upon how active the local real estate market is, a higher percentage is preferable.

2 What was the average amount of time it took to sell those listings? Comparing marketing times between the agents you are interviewing will provide you with an indication of how well that agent markets homes.

3 What was your list price to sale price ratio? Significant differences between original listing prices and ultimate sale prices can be an indication the list prices quoted at the outset were unrealistic.

4 Are you a full-time agent? Full-time agents are more likely to give you the attention you deserve. A part-time agent most likely does not have the experience or availability to handle any unique situations that may arise in the transaction.

5 What is your online marketing plan to sell my property? According to the National Association of Realtors, 90 percent of homebuyers use the Internet as a source for their home search. Therefore, the real estate agent you select should have a strong online marketing presence, as well as be visible through social media outlets in order to reach the widest possible audience. Web sites, such as Coldwell Banker On Location, a branded YouTube channel, allow real estate agents to showcase their listings and local knowledge by tapping into the power of video, and offering consumers a new way to search for homes online.

6 Do you have references you can share from past clients? References allow you to gain additional insight into the day-to-day workings with the real estate agent. Gathering reputable references will help ensure you select the best real estate agent for your needs.

7 Has a client ever filed a complaint against you? If you are uncomfortable asking, you can check the Arizona Department of Real Estate public database at www.services.azre.gov/publicdatabase.

8 Who else will be working with you on my listings? Agents often receive support from a team. However, the person you hire should be your main point of contact, and should be the one handling contract negotiations.

9 What certifications and/or awards have you earned? Awards and certifications are a good indicator the agent is taking his career seriously, and has dedicated the time necessary to earn those accolades.

10 How can I reach you? Some agents only answer their phones or return e-mails during normal business hours. The problem with this approach is the world of real estate is not 9 to 5. Ask if the agent communicates through text messaging and e-mail, as well as the phone. While it would be unreasonable to expect the agent to answer the phone at 10 p.m. on a Sunday night, he should return messages in a reasonable amount of time. ■

John Karadsheh is a licensed REALTOR® with Coldwell Banker Trails And Paths Premier Properties. He also is an Associate Broker, an Accredited Buyers Representative, a Certified Residential Specialist, and was ranked the No. 2 Residential Real Estate Agent in Arizona by Ranking Arizona Magazine. 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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REAL ESTATE

IT'S POSSIBLE TO STAY CURRENT on your mortgage when doing a short sale

By Lorraine Ryall, Realtor,
Certified Distress Property Expert, CSSN
Coldwell Banker Trails and Paths
Premier Properties

There are many myths surrounding short sales, and trying to decipher fact from fiction can be quite a challenge.

Having the correct information and knowing all your options is the only way to know if a short sale is the right choice for you. One of these myths is you have to be behind on your mortgage to do a short sale. This is not true. I am doing more and more short sales where my clients are not defaulting on their mortgage. While there are many reasons why a homeowner may want to continue paying their mortgage, the two main benefits are saving their credit, and being able to purchase a new home without delay.

CREDIT IMPACT OF A SHORT SALE

In a short sale, it's not the actual short sale impacting your credit score the most. Instead, it's the late payments leading up to the short sale. By staying current, you don't have any of these late payment credit hits. Therefore, you keep your credit intact. Once the house closes, you will get one *ding* on your credit for the actual short sale, but that is it. This can make a huge difference on your credit score.

BUYING A NEW HOME AFTER A SHORT SALE

By staying current and not defaulting on your mortgage, you can purchase a new home immediately after the short sale closes if you qualify. There is no waiting period.

THE BANK PAYS YOU \$3,000 TO DO A SHORT SALE

You can be eligible for these programs if you are current or behind on your mortgage payments. The government Home Affordability Foreclosure Alternative (HAFA) program pays qualified homeowners \$3,000 to do a short sale. If you don't qualify for the HAFA program, some of the banks are now offering their own Relocation Assistance programs, and offering incentives up to \$3,000 to the homeowner. I am having more success than ever before with getting our clients \$3,000 at closing.

Staying current can be a huge benefit to homeowners, who need to sell their home, but are upside down. Staying current also offers them the opportunity to get out from under an excessive mortgage, escape damage to their credit, and purchase again right away.

Staying current may not be the right option or even a choice for some homeowners. Many homeowners doing a short sale are having financial difficulty, and have already missed several payments, or may even have a foreclosure notice by the time they start the short sale process. The good news is these

homeowners are usually eligible for the \$3,000 HAFA program or bank incentive.

Remember, there is no fee to the homeowner to do a short sale. The bank pays the Realtor fees and closing costs. ■

To find out if you qualify to do a short sale, while staying current on your mortgage, and for the \$3,000 relocation assistance program, contact me today at (602) 571-6799. You also can send an e-mail to Lorraine@ArizonaShortSaleToday.com, or view the Web site at www.ArizonaShortSaleToday.com.



Lorraine Ryall

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Lorraine Ryall
Realtor CDPE, CSSN
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LOCAL BUSINESS

CARNATION HOME CLEANING Wins Best of the Best Award

By Dawn Abbey

Carnation Home Cleaning, owned by Eugena Bring, has won a 2012 Best of the Best Award from Ranking Arizona, which is produced by Arizona Business Magazine.

"We were named No. 8 in the state as the people's choice for the best maintenance and janitorial company in the Business Services category," said Eugena. "We're going to be first next year," she declared.

Eugena and company supervisor Miranda Klatt were honored on April 11, during the 2012 Ranking Arizona Best of the Best Awards reception and dinner at the Arizona Biltmore Resort.

According to Ranking Arizona's Web site, "The Best of the Best Awards recognizes the companies that you, the business community, vote for as your favorites to do business with." In addition to the awards, they publish a special magazine highlighting the companies in Arizona Business Magazine.

Carnation Home Cleaning has been a Mesa business for 22 years. "I know we won because of our outstanding customer service," Eugena said. "We send the same team to each location every time, so our customers get to know their team, and our staff knows exactly what the client needs and wants, and they trust us to be in their homes. We build a longtime personal relationship with our clients."

According to this successful businesswoman, her company enjoys a mix of residential and commercial clients. "Most of our clients are residential," Eugena stated, "but they often have us do their offices, as



well, and we have several commercial accounts. We offer first-time client discounts for detail and general cleaning. We also have gift certificates." ■

Carnation Home Cleaning operates from their office at 4930 E. Main St. For more information, call (480) 924-2096.

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