

Las Sendas Up Close

Bringing neighbors closer to their community

February 2016

Poppy's Home Décor Can Help CELEBRATE VALENTINE'S DAY

By Michelyn Emelle

All you need is love, and Valentine's Day at Poppy's Home Décor is the time for gifts of love, beautiful flowers and the desires of the heart.

Sweets to the sweet and custom gifts baskets, which are filled with decadent nibbles or trinkets, are available as a delightful way to say, "I love you."

For Valentine's Day, Poppy's is creating beautiful bouquets of luscious fresh-cut roses in clear glass vases created especially for those you love. The cost is only \$100. Exquisite fresh flowers are truly wonderful luxurious pleasures for someone special. Place your order today.

Poppy's continues to provide unique and special gifts, custom florals, furniture, lighting, custom drapes and garden towers. Also offered are classes and demos, as well as wonderful accent pieces for your home décor. In addition,

to totally make your home a place you truly love, full design resources are available for all your decorating needs.

Poppy's Picadilly Square offers delicious daily lunches of made-to-order tasty sandwiches, soups, salads and sweet treats. Another option is to enjoy a scrumptious nosh of Poppy's very traditional High Tea on Mondays, Wednesdays and Saturdays. Enjoy by reservation only. ■

For more information, call (480) 325-4900. Poppy's Home Décor is located at 7143 E. Southern Ave., Suite 101, just east of Power Road in Mesa.



Make Valentine's Day Special with a Delicious Pie

Submitted by Piefection

Love is in the air, and so is the inviting scent of made-from-scratch pie.

Piefection is preparing for another wonderful Valentine's Day. There are many reasons to love this Mesa treasure, recently named *Best Pie in the State* by Yahoo Travel, but Piefection makes it even easier, with unique offerings for the season of love.

"We love Valentine's Day because we get to create some truly beautiful, romantic treats," said Cheryl Standage, owner of Piefection. The seasonal offerings include strawberries dipped in Belgian Callebaut chocolate and Sweet Tarts, which are mini four-inch versions of the White Chocolate Raspberry and Chocolate Silk pies.

The pièce de résistance is the French Kiss Pie. It is the decadent French Silk always offered at the bakery, topped with chocolate-dipped strawberries, kissed with raspberries, and finished with a halo of real whipped cream. "It's the most work intensive pie we make, but it's also the most beautiful," stated Cheryl. "We get amazing responses from customers. They've called it their favorite valentine ever."

Sweethearts and lovebirds aren't Piefection's only customers this time of year. "We have a lot of people picking up Sweet Tarts for their children's teachers, or chocolate-dipped strawberries as a special valentine for their parents, friends and neighbors," said Cheryl.

"Probably the best part of the season is getting to see all our amazing customers doing nice things for their loved ones," she remarked. "They'll be ready to pay for their pie, and then say, 'I need to get something for my grandma, too. She deserves it.' It's wonderful to take part in those moments."

It's going to be a beautiful and delicious Valentine's Day at Piefection. There are many ways to say, "I love you," but the best may be with pie. ■

Place orders online at piefectionaz.com, or call (480) 218-PIES (7437). Be sure to pick up your valentine pies on Feb. 13, as Piefection is closed on Valentine's Day. The bakery is located at the southwest corner of Power and Brown roads.



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curling iron work extra.

LOCAL BUSINESS

COSMOS SALON AND MEDSPA opens new with special offers

By Dawn Abbey

Completely renovated, the new medspa, located at Cosmos Salon and Medspa, is now waiting for clients to try it out.

A free medical facial aesthetic consultation is being offered to introduce new clients to the services. "See how you can jump-start your new look for this year, or simply maintain what you already have and like," said Muschi Morga, medspa director. "We provide quick, honest, friendly recommendations based on your needs and wants. We want to manage expectations, and give realistic appraisals of what is possible for your age and skin type."

For the month of February, new clients can choose from opening specials of their choice of either Botox at \$7.95 per unit; Dysport at 50 units for \$99; and facial fillers, such as Restylane, starting at only \$399 per syringe. "In addition, we are proud to introduce a truly painless hair removal experience using the patented Soprano laser with a buy one laser hair removal package, and receive a second package free offer," Muschi said.

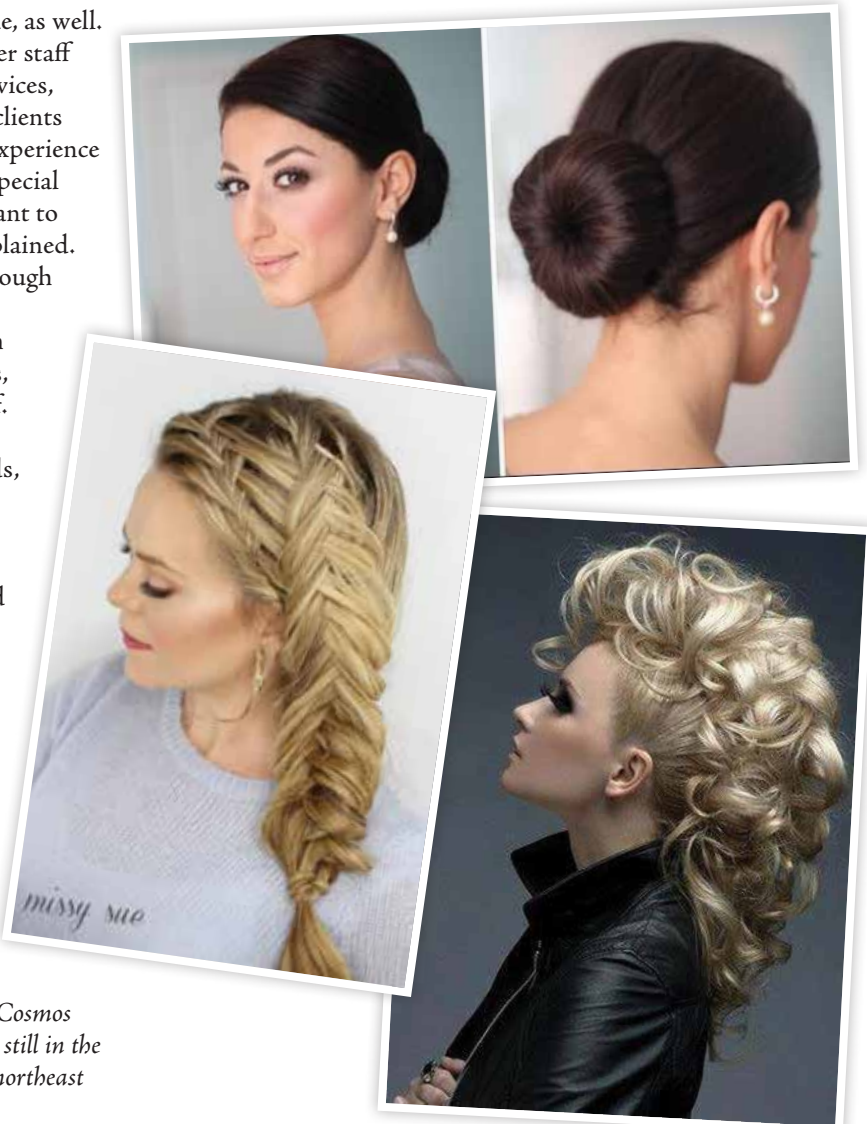


And there is big excitement on the salon side, as well. Sandra Barbetta, salon director, together with her staff of stylists, have started offering Blowout Bar services, the latest new trend in blow-dry style, whereby clients come in just for a blow-dry styling. "It's a great experience if you have a bad hair day, and need to see that special someone or an important client, or if you just want to look fabulous for an evening out," Sandra explained. "We usually can get you in on the same day, although appointments are preferred."

The entire stylist staff recently trained with world-renowned master blow-dry professionals, from The Doves Studio, in Santa Monica, Calif. "There are a lot of specific techniques, products and hair accessories, like the ever-popular braids, which are integrated into the process," Sandra said. "Not only do our stylists make you look amazing, but they also show you how to do the process at home, using the correct products and tools. It's going to revolutionize how you use your blow dryer."

Basic blowouts start at \$34.95 and go up based on styles, accessories and length. However, a special during February offers basic blowouts starting as low as \$24.95. "Unlike other dry blowout bars, which offer only blowouts, Cosmos will continue to offer cuts, styles, color and all the hair and nail services you have come to love here," Sandra said. ■

To find out more about medspa services, the Blowout Bar, or to book an appointment at the new Cosmos Salon and Medspa, call (480) 887-0671. Cosmos is still in the same location, in The Village at Las Sendas, on the northeast corner of Power and McDowell roads.





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LOCAL BUSINESS

There Are Many Benefits to Walking Your Dog

By Dawn Dubelbeis
Critter Caretakers

Dogs need exercise—period. Most dogs love their daily walk. Depending on the breed and energy level of your dog, they may even need more than one walk a day.

Why is it so important to walk your dog? Dog walking has many benefits. First and foremost are the health benefits. Just like people, dogs need to be exercised to stay in shape. It keeps the heart and lungs strong and healthy, contributing to a longer life span. Of course, you want your furry family member with you for many happy years. It keeps them from being overweight, which can potentially lead to chronic illness, such as diabetes. It also can help with the digestive system to prevent constipation.

Second, the fact is dogs live their lives through their noses. Sure, they get let out in the yard, but they *know* all those smells. Getting out and allowing your dog to sniff around his neighborhood is mental stimulation. It serves the important purpose of providing relief for an instinctual urge and alleviates boredom.

A bored dog will often act out by being destructive or behaviorally inappropriate, such as barking for attention, digging in the yard or jumping on people. Your dog needs something to do with all that extra energy. Too much energy and nothing to do with it almost guarantees there will be an inappropriate behavioral response. Chewed shoes and furniture and a hyper dog are sure signs your pup needs more walks.

Finally, walking your dog creates opportunities for socialization with both people and other dogs. And, of course, this one-on-one time is a chance for the two of you to get closer, allow trust to develop between you, and to strengthen your bond. Sounds great to us.

If you find your dog(s) acting out, chances are he is not being walked often, or long enough. A well-walked dog



is a tired, happy dog. Sometimes, we don't have the time or energy to give our dog the attention and walking needed. Well, Critter Caretakers does dog walking, in some cases, even offering a discount for multiple weekly walks. If your pooch is a little too pouncy, or you don't have the chance to walk him for whatever reason, give us a call. We'd love to be your go-to dog walking company. ■

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UpClose

PUBLICATIONS

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E-mail: Publisher@PhillipsWest.com
(480) 748-1127

EDITOR-IN-CHIEF
Kim Phillips

ADVERTISING
Monica Adair (480) 772-1949
Kim Phillips (480) 748-1127

STAFF WRITERS
Dawn Abbey, Jamie Killin,
Sharon Wozny

COPY EDITOR
Sandra Van Dyke

DESIGN
Lucky You! Creative, *publication design*
Erin Loukili, Jaclyn Threadgill
www.luckyyoucreative.com
Ramey Newell, *website design*
KeenGraphics.net

CONTRIBUTORS
John Karadsheh, Nancy Nemitz, Lorraine Ryall

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THIRD COURSE
Veal Osso Bucco
Slow Braised Osso Bucco served on top of Goat Cheese Polenta. Garnished w/Asparagus Salad

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Survive the economic roller coaster

BY FOLLOWING THESE VALUABLE TIPS

Submitted by
Thrivent Financial

It twists, it turns, it goes up, it comes down, and it even has the uncanny ability to make many of us feel a bit wobbly and nauseous.

The economic roller coaster has taken all of us for a wild ride, particularly over the past few years. So, what can you do now to help gain back some control over your financial life? Thrivent Financial offers the following timeless tips to help you survive the ride.

1. PAY DOWN YOUR DEBT, BUT DON'T FORGET TO PAY YOURSELF, TOO.

- Generally speaking, the sooner you pay off your debt—especially consumer debt, like that of credit cards—the better off you'll be. However, also set aside money on a regular basis for an emergency.

2. TRACK YOUR CASH FLOW, AND PROCEED TO MANAGE IT.

- It's impossible to manage your money if you don't have a feel for what you take in and where your money goes.
- A budget can be a real lifesaver in terms of ensuring you have a solid financial foundation.

3. INSURE THE FUNDAMENTALS (HEALTH, PROPERTY, INCOME AND LIFE).

- Everything you own is at risk if fundamental needs of your life are not properly insured.
- A financial professional can assist you in determining



the appropriate level of insurance for your specific circumstances.

4. GROW YOUR JOB SKILLS.

- Perhaps one of the most neglected of our assets is our job skills.
- Continually seek to grow and enhance your value to your current employer or potential employers by growing your job skills through continuing education, volunteer experiences and more.

5. DIRECT YOUR BONUS OR RAISE TOWARD FINANCIAL PRIORITIES.

- If you are lucky enough to have received a bonus or raise, put it toward a financial priority, like paying down your debt, creating an emergency savings, continuing education or building your retirement account.

6. INVEST FOR THE LONG TERM.

- It may be tempting to discontinue participation in your company's 401(k) account. Don't. Letting emotions override sound economic decisions could be a big mistake. It is wise to continue to participate in a 401(k) program, especially if your company is matching your contribution.
- Consider time, not timing. When will you need the money? The strategy of someone 25 years away from retirement versus just one or two is obviously going to be different.
- Make sure your portfolio is rebalanced and is appropriately allocated for your risk tolerance, but also make sure you are ready to take advantage of a market rebound.

7. BUILD YOUR FINANCIAL KNOWLEDGE.

- Read financial publications; listen to financial shows;

talk to friends and financial professionals. The more you know, the better decisions you will make concerning the financial choices you have.

8. TALK WITH LOVED ONES ABOUT LOCATION OF FINANCIAL DOCUMENTS.

- It is especially important for senior parents and adult children to discuss this matter.
- Every family will differ regarding their comfort level around discussing specifics of end-of-life and health care issues, but all families should, at a minimum, inform their loved ones where specific financial documents can be found (e.g., health care directives; long-term care and life insurance policies; pension and retirement account information).

9. MEET WITH A FINANCIAL PROFESSIONAL, AND WORK WITH A STRONG COMPANY.

- A financial professional can be invaluable in helping you create and track a financial program appropriate to your goals.
- Work with someone you trust—someone who has an excellent reputation and plenty of positive references.
- Ask the right questions to make sure the company or companies you will be working with are strong and stable.

10. LIVE GENEROUSLY.

- It is easy to get caught up in everything going on in our world. Don't forget to give back. Make financial donations when you can, and look for opportunities to volunteer and share. ■

For more information, call (480) 396-5333, or send an email to barbie.berry@thrivent.com. Thrivent Financial is located at 2941 N. Power Road, Suite 105.

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Event details: Thursday, Feb. 18, 2016—2:30 to 3:30 p.m. OR 6:30 to 7:30pm
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Hosted by:



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Rick Aussprung
FIC, CLTC
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Seating is limited. Please **RSVP** to Heidi or Barbie at 480-396-5333 or barbie.berry@thrivent.com by Feb. 16, 2016 to reserve your spot. Refreshments will be served.

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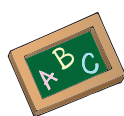


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REAL ESTATE

Thinking of Selling Your Home This Year?

How To Get An Accurate Home Value and Top 10 Questions To Ask A Realtor

By Lorraine Ryall
Realtor, CDPE, CSSN
KOR Properties

Arizona's peak real estate market is from now until May/June, therefore, if you are planning to sell your home this year, now is the time to get everything ready to get your home on the market.

Starting with January's article, which was *Get The Best Bang For Your Buck When Remodeling to Sell Your Home*, I am writing a series of articles to help with the selling process. Second in the series is this article. Next month's article will deal with enhancing and staging your home. You can read all these articles on my website *Homes2SellAZ.com*, under the Blog section.

WHAT IS MY HOME WORTH?

You may want to jump on Zillow or other real estate sites, but I urge you to hold off and get a market analysis from a local Realtor. While Zillow will quickly give you a value, their values are often way off, as they can only look at statistics, usually use a larger area from which to pull those statistics, and the data can be outdated. Our neighborhoods are very different here in East Mesa, and the values are skewed when the data is pulled from other neighborhoods.

There are many other factors affecting your home's value, which the computer cannot calculate, such as the upgrades you have, if you have a pool, location, views, golf course lots, single-story versus two-story homes and many



more. All these make a big difference in your home's value. If you do want to go online to get a quick value, you can get an accurate home estimate at *InstantHomeValueAZ.com*, which takes you to my website. I will personally run the report for you. However, the only way to get the true market value of your home is to schedule an appointment for a free Home Valuation.

You can also get a free Neighborhood Report showing all the homes currently listed and sold within the past 90 days in your neighborhood at *MyNeighborhoodHomePrices.com*. You can see what your same model home is listed for and what it sold for. If you are not ready to sell just yet, this is a great way to keep current on what home prices are doing in your neighborhood.

INTERVIEWING A REALTOR—TOP 10 QUESTIONS

Choosing the right Realtor can make all the difference on how quickly your home sells and for what price. The best thing to do is have a list of questions you want to ask the Realtor, so you can get a feel for the individual's knowledge, expertise and marketing plan. It also is an opportunity to get a feel for the Realtor as a person and a professional. After all, you are going to trust this person with one of the biggest investments you have, so you want to ensure you choose the right Realtor and someone you feel comfortable with.

Here is a list of questions to ask the Realtor:

- 1) Where do you live? (If you are selling a home in Mesa, you don't want an agent who lives in Scottsdale.)
- 2) Are you a full-time Realtor?
- 3) How many homes have you listed in the past 12 months?

- 4) How many homes have you sold in the past 12 months?
- 5) What percentage of the asking price was the sales price?
- 6) How many days does it take you to sell a home?
- 7) Are you part of a team? If an agent has a support team to handle office chores, this means the agent can devote more time to serving a client's highest priority needs. If they are part of a large team, chances are you may not be working with that person again, and you may end up working with several different people you have never met before. I think so much of real estate is based on good communication and the relationship you build with your clients.
- 8) How will you market my property? The marketing can make all the difference. Compare the marketing plans between the agents you interview to see who offers the best marketing plan for your property.
- 9) How will you attract buyers to my property?
- 10) How will you keep me informed, and what will you do throughout the process of my transaction?

Please contact me if you would like a free Home Valuation Report to determine the current market value of your home, or for any additional information. ■

Lorraine Ryall has been a Multi-Million Dollar producer for the past seven years. You can reach Lorraine at (602) 571-6799. You also can send her an email at Lorraine@Homes2SellAZ.com, or visit her website at Homes2SellAZ.com.

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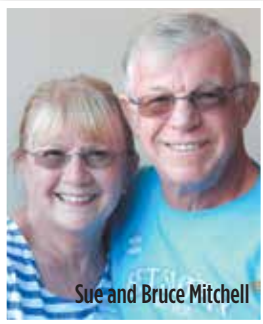
This is the Ultimate Checklist for Traveling Abroad

Submitted by Sue and Bruce Mitchell, Cruise Planners

Traveling internationally is an adventure best planned ahead of time, and not just when it comes to booking flights and packing.

Showing up at your gate sans passport or forgetting to find out if a visa is needed for your destination can stop your trip before it starts. However, most of your preparation should be dedicated to ensuring that health, safety and financial necessities are covered.

We have compiled this checklist for your next long-distance journey.



Keep physical and digital copies of your passport and all your paperwork in case anything is lost. Give copies, as well as your itinerary and contact numbers, to family and friends you can contact in an emergency.

Notify your bank and credit card companies about your travel dates, so they don't deny your purchases. Also, ask about international ATM fees, so you can determine which ones won't charge you. If you are a forgetful cardholder (or just want to be prepared in case your wallet is stolen), bring an un-activated credit or debit card in case you have to cancel the few you brought with you.

A cellphone photo of your passport can be helpful. Whether you have to go to the consulate and report it lost, or are just filling out a customs card and need your passport number, it likely will come in handy. Email the image to yourself to have an extra digital copy in case your phone battery runs out or your phone goes missing.

legal customs, it is better to be prepared, so you don't land in a compromising situation.

STAY CONNECTED

Buy an international phone plan in advance. Unlock your phone, so you can make calls through a foreign carrier, or buy an international prepaid SIM card. If none of those sound ideal, or if you will be staying at your destination long term, research options for phone rentals or plans before leaving.

DOWNLOAD THE NECESSITIES

Sometimes, the most important thing you pack is in your smartphone rather than your suitcase. Offline maps are your best friends when it comes to traveling without access to cellular data. You can find Wi-Fi in some places, but downloaded Google Maps or CityMaps2Go will allow you to follow your GPS without using up battery life and roaming data.

PACK THESE ESSENTIALS

- For any trip abroad, remember the following for your carry-on:
- Passport and visa
 - Medications
 - Insurance and ID cards
 - Cash, debit and credit cards
 - Pen for customs cards
 - Portable charger
 - Earplugs, eye mask and natural sleep aid
 - Electrical converters/adapters specific to your destination
 - Headphones
 - Anti-bacterial wipes
 - Sweater/scarf for the cold plane
 - Plastic bags
 - Cameras/memory cards ■

If you are thinking of traveling abroad or locally, and you have unanswered questions or concerns, contact Sue or Bruce Mitchell, your Cruise Planners travel specialists. Visit our website at redmountaintravel.com. You also may send an email to smitchell@cruiseplanners.com, or call (480) 396-8084.



SAFETY FIRST

An easy and important pre-trip check is arguably the most ignored. Travel insurance and State Department alerts can be important in emergency situations abroad. Nevertheless, many tourists bet they won't become part of the small percentage of travelers requiring evacuation assistance or protection from hotel or flight cancellations.

Subscribing to the State Department's Smart Traveler Enrollment Program alerts for your destination early on may seem unnecessary, but emails about upcoming and current travel restrictions, strikes and areas of political unrest will include what to expect. Alerts will let you know whether or not to plan for unexpected obstacles.

Travel insurance can cost as little as a few dollars per travel day. It can cover anything from replacing a broken camera, to emergency medical attention, potentially saving you hundreds, maybe even thousands of dollars.

TRAVEL DOCUMENTS AND BANKING

Make sure your passport and any necessary travel visas are current. Most countries require a passport to be valid for at least six months after your scheduled return.

GET VACCINATED

It is best to get the necessary vaccinations as soon as possible. Some require multiple doses, which may need to be administered over days, weeks or even months. Talk to your doctor about getting the Centers for Disease Control-recommended shots, as protocol for vaccines vary by country.

STUDY UP

Having some knowledge about your destination is invaluable. Read about the region you are traveling to in advance. This helps you gain insight into important information. From money conversion and useful phrases, to tipping, appropriate clothing and cultural/

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COMMUNITY

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Submitted by Chordial-Aires Women’s Show Chorus

If you love to sing, entertain and enjoy exciting harmony, the Chordial-Aires Women’s Show Chorus may be for you. Participants must have a love of music, be able to carry a tune, perform some choreography and attend rehearsals. Songs include show tunes, novelty numbers, patriotic compositions and gospel music. Performances, in costume, take place in February and March. We entertain audiences in RV parks, churches and miscellaneous venues in the East Valley. Visit with us to sing and share your talent. We always need more voices and venues in which to perform. Rehearsals are held at Epiphany Lutheran Church choir room (no affiliation), located at 1050 W. Superstition Blvd., Apache Junction, on Mondays, 12:30 to 3 p.m., from October through April.

CHORDIAL-AIRES PERFORMANCES

Friday, Feb. 12—7 p.m. Mountain View Lutheran Church 2122 S. Goldfield Road Apache Junction	1235 S. Ocotillo Drive Apache Junction
Saturday, Feb. 13—6:45 p.m. Golden Vistas 3710 S. Goldfield Road Apache Junction	Sunday, March 6—3 p.m. Sunrise RV Resort (Church) 1403 W. Broadway Road Apache Junction
Sunday, Feb. 21—2 p.m. Apache Villa	Tuesday, March 8—6:30 p.m. Arizonian RV Resort 15976 E. U.S. Highway 60 Gold Canyon

Tickets range in price from \$6 to \$10 per performance. ■

For more information, including singing, attending or scheduling a performance, contact Jerri at (480) 807-0031.

EVENT

CHURCH RUMMAGE SALE BENEFITS Youth Ministries

Submitted by Love of Christ Lutheran Church

Love of Christ Lutheran Church presents its annual rummage sale on Saturday, Feb. 20, from 6 a.m. to noon, on the North Campus. Proceeds from the event will benefit Youth Ministries. So, find your treasure among the many rummage items, while supporting the ministries. Choose among furniture, appliances, clothes, boutique items and much more. To donate large items or those boxes too heavy for you to bring to the rummage sale, Love of Christ Lutheran Church will pick them up. The deadline to donate items to the rummage sale is Monday, Feb. 15. Rain or shine, the rummage sale takes place as scheduled. ■

For more information, or to schedule a pickup, call Renee Bennett at (480) 981-6199, extension 19. Love of Christ Lutheran Church is located at 1525 N. Power Road, between Brown and McKellips roads.



ORGANIZING

It is Important to Exercise Caution AND GET A Second Opinion

By Nancy Nemitz

My mom recently called, and asked me to look over a piece of mail she had received, which looked like a legitimate bill, but she was not sure.

The letter looked official. The details in the letter made it personal. It was confusing, but, after careful reading, it was a solicitation, and not a Payment Due letter.

I said to mom, “If someone is asking you to send them money, make sure to get out your magnifying glass, and read the fine print. Don’t send anyone money who asks you by mail or over the phone unless you are 100 percent sure it is legitimate.” Marketers are very good at making their solicitations look like a bill.

There are a lot of mail and phone scams targeting the elderly. If you did not initiate the call, or ask for information to be sent to you, be especially careful. Don’t be afraid to ask someone else to look it over if you are not sure.

Mom was grateful for the second opinion, and I was glad she called. ■

Nancy Nemitz, efficiency expert and professional organizer, owns Create the Space, located in Red Mountain Ranch. For information, call (480) 223-8939, or send an email to nancy@createthespace.com.



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10 YEAR INTEREST FREE FINANCING – We also are offering a 10 year, interest free financing with \$5,000 down on our fully refundable membership program in place of the complimentary offerings. Just another easy way for you to become part of Las Sendas Golf Club.

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For more information, contact our
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(480) 396-4000 EXTENSION 226

Las Sendas Golf Club – Membership Program Comparisons

	Social Membership	Proxy Membership	Non-Refundable Golf Membership	Fully Refundable Membership
Initiation	\$3000	\$0	\$15,000	\$45,000
Refundable	No	No	No	Yes
Limited Time Promotion – with paid initiation – Option 1	1 st Year Dues Waived	N/A	N/A	Free 2015 EZ-GO TXT Base Model Golf Cart (\$5,000 value): OR
Limited Time Promotion – with paid initiation – Option 2	N/A	N/A	N/A	Canadian Dollar at Par to USD
First Year Dues	Free	N/A	N/A	Free
First Year Cart Fees	N/A	Included	N/A	Free
Dues - Primary Member Annual/Seasonal (6 months)		\$590/month Annual Only	\$370/month Annual Only	\$370/month Annual \$500/month Seasonal
Dues - Family Annual/Seasonal (6 Months)	\$500/Year	\$690/month Annual Only	\$125/month Annual Only	\$125/month Annual \$195/month Seasonal
Golf Privileges	18 Annual or 10 Seasonal Passes*	Unlimited Golf	Unlimited Golf	Unlimited Golf
Use of Practice Facilities	Day of Play Only	Unlimited	Unlimited	Unlimited
10% Discount – Pro Shop	✓	✓	✓	✓
10% Discount – Restaurants	✓	✓	✓	✓
Charging Privileges	✓	✓	✓	✓
Member Priority Reservations – Golf and The Patio	✓	✓	✓	✓
Access to Member Lounge	✓	✓	✓	✓
AGA handicap Program	✓	✓	✓	✓
Member Locker Facilities		✓	✓	✓
Access to Member Limo Services	✓	✓	✓	✓
Participation in all Member Golf Events & Tournaments		✓	✓	✓
Participation in Men's & Ladies Leagues		✓	✓	✓
An Assigned Locker		✓	✓	✓
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Sales for the Month of December 2015



Address	Square Feet	Community	Sold Price
3611 N. Tuscany Cir.	2,150	Rolling Hills	\$240,000
7521 E. Odessa Cir.	1,756	Silverhawke	\$273,000
7445 E. Eagle Crest Dr. #1132	1,645	Cachet	\$273,000
3538 N. Desert Oasis St.	1,571	Shadow Canyon	\$285,000
3055 N. Red Mountain #156	1,571	Ironwood Pass	\$287,000
3642 N. Desert Oasis	2,150	Shadow Canyon	\$290,000
7763 E. Sugarloaf Cir.	2,369	Highlands	\$334,000
7540 E. Wolf Canyon Cir.	2,451	Mountain Gate	\$337,000
7245 E. Norland St.	2,475	Trailridge	\$339,900
7719 E. Sayan St.	2,732	Highlands	\$355,000
3223 N. Sagewood Cir.	2,105	Desert Vistas	\$365,000
7734 E. Russell Cir.	2,250	Grayhawk	\$374,900
3725 N. Paseo Del Sol	2,577	Highlands	\$500,100
3905 N. Highview	2,309	Stonecliff	\$505,000
3430 N. Mountain Ridge #27	3,330	Sonoran Heights	\$560,000

Information gathered from the Arizona Regional Multiple Listing Service is deemed reliable, but not guaranteed.
Sales Information Provided By John Karadsheh, ABR, CRS, DESIGNATED BROKER
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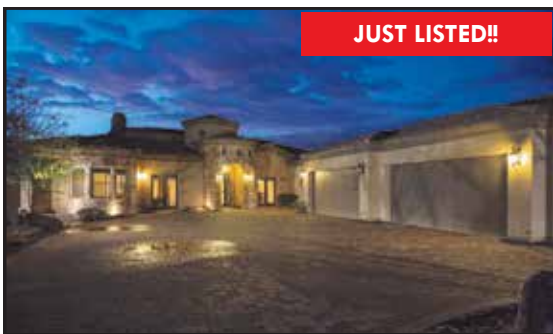
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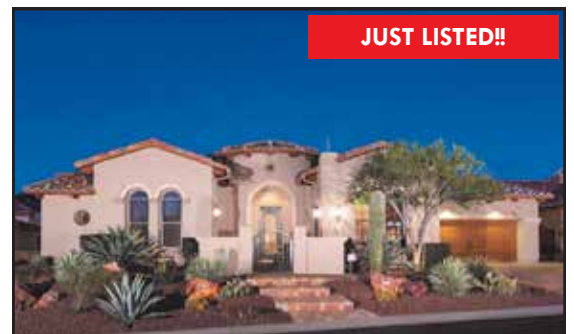


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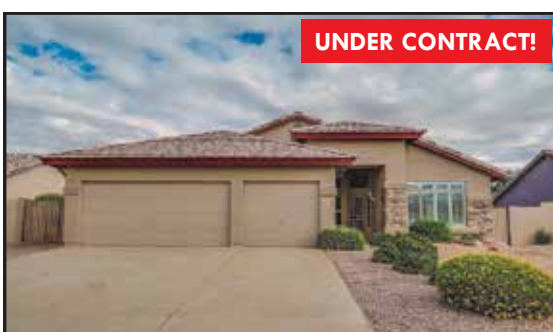
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2804North89th.com \$725,000



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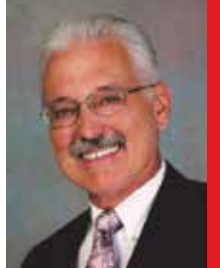
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REAL ESTATE

Do NOT Go New Home Shopping Without a Realtor

By John Karadsheh

After a long break, new home sales finally are on the rise.

This is great news for Arizona, as the construction industry helps fuel growth in our local economy. With renewed confidence in the real estate market, and limited resale inventory, many buyers are once again shopping for new homes.

Thinking of buying new? Wait.

Did you know there is no additional fee to the buyer to use a Realtor when buying a new home? Further, there is no discount to the buyer if the purchase of a new home is made without Realtor representation. None. The builder typically pays the Realtor's fees through a separate marketing budget. In other words, the builder is giving you representation for free—if you choose.

Of course, there is a catch. Your Realtor must accompany you on your first visit to the models. It clearly is stated on the model showroom door, so you won't forget. If you walk through that door alone and start touring the models, you are on your own.

Here are a few very important reasons why you should use a Realtor when buying new (other than the obvious reason—it's free).

- 1) Your Realtor will be your representative and advocate. A Realtor is trained to help you through the entire new home building process, from negotiating the contract (yes, it can be negotiated), to monitoring the transaction right through closing. Your Realtor will help watch out for your financial interest.
- 2) It is the builder's motivation to sell each lot in the subdivision, even the least desirable lots. It is the Realtor's objective to help the buyer choose a lot that has minimal drawbacks and that will be best for resale. During our recent recession, homes on non-desirable lots had a much, much harder time selling. Allow your Realtor to help you weigh the pros and cons of the



John Karadsheh

- lots available and make a sound investment.
- 3) A Realtor can help you walk through the model and recommend ideas and options to help you design a home that is best suited to your needs and good for resale. When getting ready to resell their homes, many of my clients have regretted the design choices they made when they chose their options.
 - 4) A Realtor can help you enhance your new home investment. How should you best spend builder incentives to create the greatest value for your home? What is more important to upgrade—cabinets or countertops? Tile or appliances?
 - 5) Your Realtor also will be there to represent you during your building inspections. Experienced Realtors have been on many building sites, and may help you see issues you may miss.
 - 6) Your Realtor is working for you. The salesperson at the new model office is working for the builder—who do you think has your best interest at heart?

My wife and I live in a Blandford home, which we built and customized. I have advocated for my clients through the new-build process in subdivisions from here to Laveen, and to Desert Ridge and back. I have even worked with T.W. Lewis and local developer Amberwood Homes on special investment projects. Even if you have already started with a builder, I am happy to answer any new-build questions you may have. But please... don't go shopping alone. ■

John Karadsheh is the Designated Broker for KOR Properties. He has been a Multi-Million Dollar producing agent for more than 13 years, and is an Accredited Buyers Representative (ABR) and Certified Residential Specialist (CRS). In 2014, John was voted the No. 1 Real Estate Agent in Arizona by Ranking Arizona. You can reach John at (480) 568-8684, or visit his website at KORproperties.com.

KOR Properties is also the creator and one of the founding sponsors of Mesa Food Truck Fridays.



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LOCAL BUSINESS

Deep tissue laser therapy gets results

Submitted by Distinctive Salon and Salt Spa

With more than 80 percent of the U.S. population experiencing some form of back pain over the course of their lifetimes, people want pain relief, and are desperate to improve their quality of life.

A growing number of progressive health care providers are giving them relief by using Class IV high-power deep-tissue laser therapy. Unfortunately, there is a plethora of misinformation regarding laser therapy, such as which type is best, how much to use (dosage), treatment frequency and even proper diagnostic procedures. At Distinctive Salon and Spa, Jason Caldwell, DOM, has been treating his patients with this laser for more than two years, providing unparalleled medical therapy results.

Laser therapy is a modality cleared by the U.S. Food and Drug Administration (FDA). It reduces inflammation and, ultimately, results in pain reduction. Laser therapy is the safest noninvasive and effective treatment option on the market for treating acute pain, chronic conditions and post-op pain. It is safe, painless and fast.

Deep tissue laser therapy treatments are administered in five to 10 minutes. Typically, patients see results after three to five treatment sessions. Deep tissue laser therapy utilizes your body's own healing powers by stimulating cellular activity. Despite fast treatment times, laser therapy treatments initiate a healing process, which continues to actively reduce inflammation for up to 24 hours after treatment.

First theorized by Albert Einstein, in 1916, and invented by Theodore Maiman, in 1960, the laser has become one of the most beneficial inventions used in modern society. In 1967, Dr. Endre Mester, a professor of surgery in Hungary, performed a revolutionary series of experiments, which first documented the healing effect of lasers.

Therapy lasers have been used and researched in Europe for more than 30 years. The FDA approved the



Ashley Hamilton



Jason Caldwell

first low-level Class III laser in 2002 and first Class IV therapy laser in 2003. The most significant clinical and therapeutic difference between Class IV lasers and Class III is the fact IV can produce a primary biostimulative effect on deeper tissues, while also producing substantial secondary and tertiary effects.

Laser therapy aims to photo-biostimulate chemically damaged cells. This therapy actually excites the kinetics energy within cells by transmitting healing energy known as photons. The skin absorbs these photons via a photo-chemical effect, not photo-thermal. Therefore, it does not cause heat damage to the tissues.

Once photons reach the cells of the body, they promote a cascade of cellular activities. It can ignite the production of enzymes, stimulate mitochondria, increase vasodilation and lymphatic drainage, synthesize ATP, and elevate collagen formation substances to prevent the formation of scar tissues. This is a critical step in reducing long-term disabling chronic myofascial pain syndromes and joint hyper-mobility. Other formative cells also are positively influenced. One of the laser therapy's many immune-enhancing effects is an increase in the number of macrophages.

When evaluating outcomes, treatments are most effective when an accurate dose is appropriately delivered. For instance, you wouldn't use a spoon to deliver a medication that should be delivered through a needle. This principle holds true for many types of therapies—just as there are different ways to deliver medicine, there also are different ways to deliver light.

For a medication like aspirin, dosing is largely based on weight and severity of condition. Treatment is generally administered orally over a given period of time, (e.g., two pills every four hours). This type of dosing and delivery is straightforward and well understood. But how is a light-based therapy, like deep tissue laser therapy, dosed and administered?

Laser therapy dosing involves delivering a calculated

amount of energy to a specified area (measured in J/cm2). Dosages are determined situationally based on numerous factors, including acuity, patient absorption characteristics and relative depth of the affected structure within the body.

During treatment, you will feel soothing warmth. This identifies the beginning of an 18- to 24-hour process of modulated cellular activity, leading to decreased pain and inflammation. The treatment length is dependent on the power of the laser, while the number of treatments is typically left up to the clinician's discretion and recommended protocols. ■

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FINANCE

Think About Sending Financial VALENTINES TO LOVED ONES

Submitted by Edward Jones

According to the National Retail Federation, Americans spent nearly \$19 billion in Valentine's Day gifts last year, with much of this money spent on gifts with short shelf lives, such as candy, flowers and restaurant meals (and about \$700 million was spent on gifts for pets).

There's certainly nothing wrong with giving chocolates or roses. But this year, think about going beyond the classic gifts. Instead, use Valentine's Day as an opportunity to determine how you can make gifts with long-lasting impact to your circle of loved ones.

Here are some suggestions:

Carolyn Wright-Ruppert

Bank of New York. Still, college isn't cheap. The average annual cost—tuition, fees, room and board—for a private four-year college, is more than \$42,000, according to the College Board, while the comparable figure for a public four-year school is about \$19,000.

Of course, if financial aid is available, you could get some help. Nonetheless, you may want to start putting away money for college. A popular college savings vehicle is the 529 plan. Your 529 plan contributions may be deductible from your state taxes, and any earnings growth can be withdrawn tax-free, provided it is used for qualified higher education expenses.

However, if you take withdrawals from your 529 plan, and you don't use the money for these higher education expenses, you may be subject to both income tax and a 10 percent penalty on the earnings.

For your parents—If you have elderly parents, you may want to find out if they've got their retirement and estate plans in place. If they've already taken care of everything, you may not need to get involved. If they've left some loose ends, however, your help could be a valuable gift. So, ask them if they have drawn up the necessary legal documents. Do they each have a will? Have they created a durable power of attorney, which allows them to name someone to make financial and health care decisions on their behalf if they become incapacitated? If it appears they have much work to do in these areas, you may want to offer to arrange a consultation for them with a legal advisor and a financial professional.

None of these ideas are traditional Valentine's Day gifts, but all of them can prove of great value to your loved ones. ■

For more information, call Carolyn Wright-Ruppert, financial advisor, at (480) 985-2651. The office is located at 3654 N. Power Road, Suite 169, at the northwest corner of Power and Thomas roads in Mesa.

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EDUCATION

Skyline High School to HOST SCITECH EXPO

Story by Laurie Struna
Photos by Tim Hacker

Teachers and students from Mesa Public Schools are fastidiously preparing for the fourth annual SciTech Expo, Full STEAM Ahead, which takes place on March 5, from 10 a.m. to 2 p.m., at Skyline High School.

The Mesa Public Schools Expo is a signature event of the Arizona SciTech Festival, and is part of a statewide celebration of Science, Technology, Engineering, Arts and Math, or STEAM.

Each year, Mesa educators anticipate the exhibition and how it impacts lives. The events are designed to entertain and inform spectators of all ages by immersing them in exploration and discovery. This includes hands-on exhibitions, such as flight simulations and pop art rockets, computer science coding opportunities, First Lego League displays and science fair projects.

"STEAM is the keystone to evolving the workforce in Arizona," said Sean Enright, director of curriculum.

Students are encouraged to explore career opportunities in the sciences because they have a profound effect on job creation and Arizona's economy. New businesses and industries looking to move to Mesa want to know a workforce is being cultivated.

"Communication, critical thinking and collaborative skills are what STEAM

education provides students," stated Colleen Howard, kindergarten through sixth-grade STEAM coordinator. "It better prepares them for success in future job markets. Can you imagine life as a toy engineer, digital animator or music data journalist? How about a sports statistician, crime scene investigator or LEGOLAND designer? These are the jobs of the 21st century." ■

For more information about this family-friendly event, please visit mpsaz.org/ssrc/scitech-expo.



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LOCAL BUSINESS

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Submitted by Dale R. Thorson, PC

Established in 1988, Dale R. Thorson, PC, is a local law and income tax office, located in Northeast Mesa.

A licensed attorney in Arizona for 34 years and a certified public accountant (CPA) in the state for 43 years, Dale's philosophy is to use his training and many years of experience to explain legal and tax concepts as a means of educating his clients, so they can make informed decisions. His goal is to attain the best possible solutions, with great attention to details, at the lowest possible prices.

He makes every effort to avoid future problems with family or business associates. Included in the practice are the areas of estate planning, trusts, wills, powers of attorney, probate, real estate, marital agreements and business entities, as well as all federal and state tax returns.

Upon graduation, he worked for two of *The Big Eight* CPA firms in order to obtain his CPA license. Dale then worked as a controller for Motorola Credit Union and a private firm prior to attending law school at the University of Arizona.

While obtaining his master's degree in accounting at Illinois State University, he helped author a textbook to prepare CPA candidates for the Business Law portion of the CPA exam. This writing experience influenced his decision to seek a legal



career. Dale has a permanent junior college teaching certificate, and has always been a teacher at heart.

Prior to creating his own firm, Dale worked for two major law firms in Tucson and Mesa. He worked as a production assistant for a local TV company, and traveled the world in the same capacity.

He also owned an interest in a Colorado horse outfitting business. An excellent athlete, Dale played all sports at a high competitive level. Initially, as a means of helping to pay his way through school, he worked as a sports official. For more than 40 years, he has coached many sports teams.

With more than 45 rose bushes surrounding the office building he owns, Dale is an avid gardener. He also has more than 45 citrus trees, along with vegetable, rose and flower gardens, at his home.

His passion is fly fishing, traveling the world, kayaking and exploring the mountains with his fifth wheel camper, complete with his motorcycle strapped on the back while towing his boat behind.

Born and raised in North Central Illinois, he has that strong Midwest work ethic.

Dale has one adopted adult daughter. His adopted son is deceased. ■

For more information, contact Dale R. Thorson, P.C., at (480) 641-3000. The office is located at 31 S. 63rd St., Suite 2.

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HEALTH

Allergies can be responsible for how you feel

By Stuart H. Agren, MD

Allergies can manifest themselves in a host of different ways.

The most common are the hay fever-variety, but there are plenty of other symptoms with their roots in allergy.

Asthma—Asthma is frequently allergy-related. Allergies cause the airways to swell, obstructing normal breathing. The majority of my asthmatic patients show marked symptom relief with allergy treatment.

Eczema/Hives—Most people think these skin problems are a dermatology issue, but they often are caused by allergic inflammation. Eczema sufferers often cycle in vain through multiple dermatologists and prescription creams. However, no amount of topical medication can fix the underlying allergy.

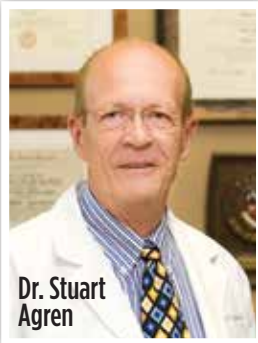
Chronic sinus and ear infections—One or two sinus infections a year may be normal, but more may indicate allergy. Allergy causes the lining of the sinuses and ears to swell, so they don't drain properly. When mucus accumulates, bacteria can flourish.

Chronic cough—Allergies lead to mucus production in the nose and throat (post-nasal drip), which irritates the lining of the airways, causing you to cough. Frequent coughs, or coughs lasting beyond seven to 10 days, can indicate allergy.

Conjunctivitis (pink eye)—Repeated or long-lasting conjunctivitis is a strong indicator of allergies. Allergies cause the eye and eyelid to become inflamed. This can lead to itchy or painful eyes, eye crusting or mucus production.

Gastrointestinal problems—Food allergies can contribute to many of the above symptoms and also to irritable bowel syndrome (IBS) symptoms (gas, diarrhea, bloating, cramps).

Fatigue—Allergy symptoms can interrupt sleep patterns, leading to allergic fatigue. Further, allergy



Dr. Stuart Agren

pills, such as antihistamines or decongestants, can derail regular sleep rhythms. It also is possible that the immune system's internal war to fight off allergens can sap your energy.

Headaches—Many of my patients with obvious allergy symptoms, such as hay fever, also complain of headaches. This may result from sinus pain and pressure. Some scientists think it also could result from allergic inflammation in the neck muscles or blood vessels in the head.

Additionally, I have found a link between allergy and eosinophilic esophagitis (inflamed esophagus) and interstitial cystitis (chronic inflammatory bladder condition).

In short, when the immune system is depleted by constantly fighting off allergens, your health suffers in a variety of ways.

If you suspect you have allergies, talk to your physician about getting allergy treatment—either through shots or through sublingual (under-the-tongue) allergy drops. ■

Stuart H. Agren, MD, opened the Family Allergy Clinic, in the East Valley, in 1985. He has helped more than 15,000 patients overcome food and pollen allergies, using sublingual allergy drops. Peers recently chose him as a Phoenix Magazine Top Doc. His offices can be reached at (480) 827-9945. Visit the website at FamilyAllergyClinic.com.



EVENT

Everyone Is Welcome at Church's Neighborhood BBQ

By Marilyn B. Husted, Communications Committee, Red Mountain United Methodist Church



Mike Zygo



Jillian Zygo

In the spirit of reaching out to the community and welcoming everyone, Red Mountain United Methodist Church invites neighbors and friends to its annual BBQ and Music Festival on Sunday, Feb. 28, from noon to 2 p.m.

The event, free to all guests of the church, will feature a variety of music offerings, activities for all ages and a delicious BBQ lunch.

The picnic-style lunch will include Waldo's BBQ sandwiches, hot dogs, coleslaw, cowboy beans, potato chips, beverages and dessert.

JR McAlexander, organist and keyboardist at the church, and his production company, Showtune Productions, will present New York performers Mike and Jillian Zygo in *You've Got a Friend*, a tribute to the hit songs of Carole King and James Taylor. They will be featured, along with a live band, in the big tent behind the church.

Mike Zygo was last seen on Broadway in the original company of *Once*, winner of eight Tony awards. He starred in the first national tour of *Rock of Ages*, and appeared in the film version of the show. Jillian Zygo starred in *The Wedding Singer* national tour, and appeared regionally as Fanny Brice, in *Funny Girl*, which won the Arizoni Award. She is the founder of the Broadway Child Guardian Union, mentoring young performers in such Broadway shows as *Once*, *Annie* and *Les Miserables*. Other music offerings will be featured throughout the church campus.

There will be many other activities for kids of all ages, including a petting zoo, face painting, games, bounce houses, a sports interactive inflatable and a rock climbing wall. ■

For more information, call the church at (480) 981-3833, or visit the website at rmumc.com. Red Mountain United Methodist Church is located at 2936 N. Power Road, which is just north of McDowell Road, on the west side of Power Road.

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Oral allergy drops are affirmed by the World Health Organization and The Cochrane Collaboration and were featured in Scientific American, the Journal of Allergy and Clinical Immunology, The Wall Street Journal, and The New York Times.

EVENT

Chamber of Commerce Hosts State of the City Breakfast



Submitted by City of Mesa

Mayor John Giles' State of the City Breakfast, hosted by the Mesa Chamber of Commerce, will take place on Thursday, Feb. 4, from 7 to 9 a.m., at the Mesa Convention Center.

Registration is from 7 to 7:30 a.m., and the breakfast is from 7:30 to 8 a.m. The program follows the breakfast, from 8 to 9 a.m.

Mayor Giles will take the stage for the program. He will highlight some of Mesa's successes in 2015, and will talk about his goals for this year. His State of the City topics will include economic development, prosperity and education.

"I enjoy being able to reflect on the previous year, celebrate our successes, and share my NextMesa vision," Mayor Giles said. "It is exciting to show Mesa is an innovative community where businesses and families thrive."

The Mayor's annual State of the City Breakfast is an opportunity for businesses, organizations and residents to connect on those opportunities taking our city to the NextMesa.

Tickets to the breakfast can be purchased online at mesachamber.org. The full program will run on Mesa Channel 11, and will be available to watch online at mesa11.com.

The Mesa Convention Center is located at 201 N. Center St. The breakfast and program will take place in the Main Hall, Building C. ■

For more information about the State of the City Breakfast, call (480) 644-3219.

LOCAL BUSINESS

The independent shop is a good choice for work on your car

Submitted by H and I Automotive

While we all take our vehicles to a repair shop to fix problems and perform routine maintenance, it is not always easy to know where to take it.

There are so many types of facilities from which to choose, and it is very confusing. The dealer may have the most experience with your car, but their pricing is high due to the large overhead. A franchised chain of shops has better pricing, but how do you know the quality of their repairs will be good.

Then, there is your independent shop, located in your neighborhood. This is the biggest gamble because the experience of the employees and the sources they will use for parts are unknown. However, the independent shop, if run professionally, is your best bet.

There is such a shop right here in our local area. H and I Automotive is owned and operated by Las Sendas resident Spencer Doucet. Serving customers since 2009, Spencer is factory-trained in Infiniti, Toyota and Mazda. In addition, he is one of only a handful of General Motors (GM) world-class technicians in the state of Arizona.

Spencer started H and I Automotive after losing his position at one of GM's local dealerships, which shut down during their financial troubles in 2008. Spencer knew he could provide his customers with outstanding service at a great value. RJ Ashley, a customer who was delighted to finally find a repair shop that was not only honest but also showed integrity, suggested the name H and I.

As his business grew, Spencer handpicked other associates in the area to join his team. Today, seven employees are working at H and I Automotive, with a combined 100 years of experience in the automotive field. These include an Infiniti Master Technician, two Automotive Service Excellence certified technicians and a seasoned service consultant.

The H and I shop can perform anything from routine maintenance, to full engine and transmission replace-

ments. We service all makes and models. When it comes to vehicle diagnostics, we have all the latest instruments and software to give an accurate assessment the first time. H and I also has the latest state-of-the-art 3D imaging alignment system from Hunter Engineering.

Performing routine maintenance and having repairs done correctly is the key to your vehicle's longevity. H and I Automotive will perform a 35-point vehicle inspection on every visit. We will show you what is good and what needs attention on your vehicle, using a detailed form, which will include pictures of your actual vehicle. Only repairs critical to your vehicle's safety and reliability will be offered.

All approved repairs will be performed to the highest standards of quality. We believe a repair should last as long, or longer, than the original. We accomplish this by using manufacturer parts, and not cutting any corners during our labor process.

All H and I repairs come with a 24-month/24,000 mile parts and labor warranty. There are even select repairs that carry a nationwide 36-month/36,000-mile warranty.

So, the next time you need to have your car serviced, please give us a call at (480) 985-9279. Our shop is located at 5338 E. Main St., Suite 4. Visit us online at handiautomotive.com. ■



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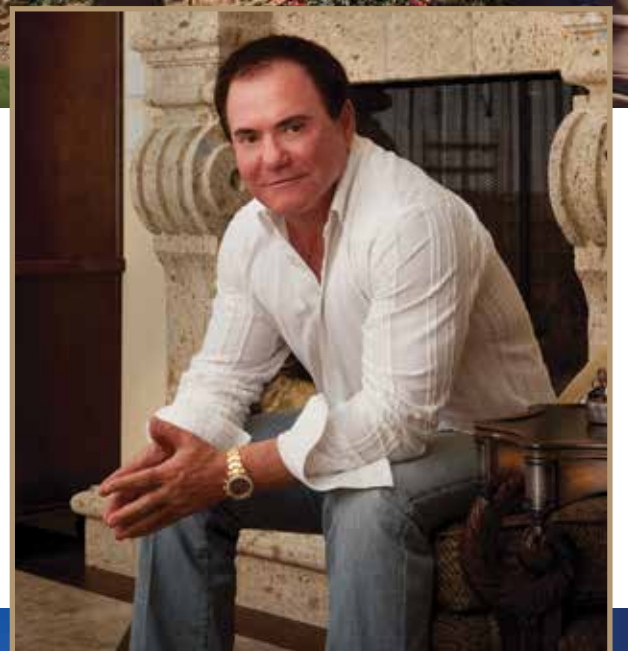
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