

The Groves Up Close



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May 2017

Get Summer Ready with Cosmetic Surgery

By Jamie Killin

Summertime, with temperatures rising (and bathing suits coming out), is the perfect time to look into the cosmetic surgery procedure you've always wanted, and, at Hiatt Plastic Surgery, you can rest assured you're getting the highest quality service in town.

Dr. Karl Hiatt has been practicing cosmetic surgery in Mesa for nearly 30 years, and his extensive training and specialized education speaks for itself. Dr. Hiatt grew up in Mesa and was an Arizona State University graduate before heading to North Carolina for medical school at Duke University and plastic surgery training at the University of North Carolina at Chapel Hill.

He now holds several impressive affiliations, including memberships with the American Board of Plastic Surgery, American Society of Aesthetic Plastic Surgeons, American Society of Plastic Surgeons and the Arizona Society of Plastic Surgeons, to name a few.

Dr. Hiatt specializes in those procedures available to help you look and feel your best this summer, including



Dr. Karl Hiatt

the tummy tuck, liposuction and breast augmentation. Furthermore, he is the medical director of his own nationally certified and licensed surgery center, Turning Pointe Surgery Center.

The center is connected to his office to make the surgery experience as easy and convenient as possible for patients.

For many of these cosmetic surgeries, patients can look forward to being fully healed in just six weeks. Therefore, May is the perfect time for a procedure, leaving the patient healed just in time for summer vacation.

"Spring and summer is cosmetic surgery season," said Dr. Hiatt. "This time of year, we see a lot of breast augmentations and liposuction."

However, cosmetic surgery isn't the only way to have a fun, more confident summer. Dr. Hiatt also offers laser hair removal and MiraDry, a revolutionary treatment developed to safely eliminate sweat, odor and even hair from the underarms.

"One percent of sweat is under your arms," he said. "And it's mostly useless sweating because it doesn't cool you down."

Other treatments usually scheduled during the summer months include kids' procedures, which are much more convenient when they are out of school. Ear pinning is one such procedure.

Dr. Hiatt also has many college graduates visit him as they look to achieve a more professional appearance for career opportunities. One of the most popular procedures

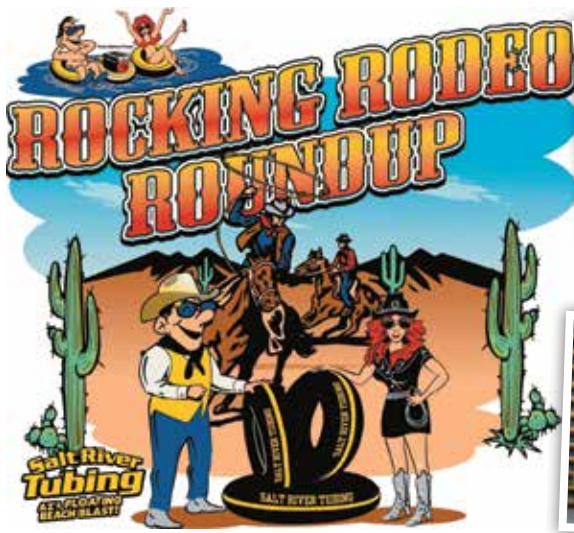
among this group is closing gauged, or stretched ears.

Whether you're hoping to look your best for a summer vacation, you want to feel cooler and more confident in the heat, or you finally have the time for the procedure you've always wanted, Dr. Hiatt has an option for you. ■

For more information, visit dr.hiatt.com, or call (480) 844-1410. Dr. Hiatt's office and surgery center are located at 4540 E. Baseline Road, Suite 117.



ROCKING RODEO ROUNDUP MEANS LASSOING FUN ON THE SALT RIVER



Submitted by Lynda Breault

It's time to kick up your heels with the Rocking Rodeo Roundup event, in celebration of Salt River Tubing's 35th anniversary, on Saturday, May 14, from 9 a.m. to 6:30 p.m.

Cowpokes will jumpstart the summertime tubing season cowboy-style at the annual *More Teens in the Woods* event, which is aligned with the United States Department of Agriculture (USDA) Forest Service's commitment to meeting the challenge of reduced youth involvement in outdoor activities.

The *More Teens in the Woods* event has attracted thousands of buckaroos each year on the Lower Salt River.



The first 1,000 buckaroos will receive a free cowboy bandana.

The event offers live entertainment with the Dry Heat Pickers band, KMLE 107.9 radio, cowboy line dancing, pony races, steer lassoing and free giveaways. If you are looking for a unique, western adventure in the great outdoors, Salt River Tubing's Rocking Rodeo Roundup event embodies the Old West with stagecoach shuttles to and from the Lower Salt River.

Western attire is optional for tubers. However, Salt River Tubing will award \$17 tube rental passes (valid on return visit) for the best cowboy and cowgirl tuber costumes.

Salt River Tubing's 35th anniversary celebration is a momentous occasion for the family-owned company. Since 1981, Salt River Tubing, in partnership with the USDA Forest Service, in Tonto National Forest, has been providing tube rental and shuttle bus transportation to recreationists from May through September each year in the Lower Salt River Recreational Area.

"My family envisioned tubing as a national pastime in 1938, when they opened Terrace Tubes, the first tubing operation in the U.S., on the Apple River in Somerset, Wis.," said President and Chief Executive Officer of Salt River Tubing Henri Breault. "Terrace Tubes was featured in a multitude of publications, including *Life Magazine*

(1941), the *New York Times*, and *National Geographic*," he further stated.

"I continued the family tubing tradition in 1981, in Arizona, when I opened Salt River Recreation, in Tonto National Forest," Henri said. "For decades, our catchy radio commercial jingle has been sung by thousands of radio listeners, even today."

Salt River Tubing's *Floating Beach Blast* is an Arizona tradition, which millions of floaters have enjoyed for more than 34 years. Relax and float on the cool and refreshing mountain-stream waters, and experience the natural wonders of the *mini-Grand Canyon* of Tonto National Forest.

Enjoy the beauty of this recreational paradise, and catch a glimpse of the wild horses crossing mid-stream, blue herons gliding across the water and the majestic mountains as you float by. It's the perfect venue for creating a memorable, enjoyable adventure in the great outdoors.

So, dust off those cowboy hats, and tie on a bandana. Then, head to Salt River Tubing in Northeast Mesa, for the time of your life in the great outdoors of Tonto National Forest. ■

For more information about Salt River Tubing and the Rocking Rodeo Roundup event, please visit the website at saltrivertubing.com, or call (480) 984-3305. Also, check out the website to catch a glimpse of previous rocking great times on the Salt River. Like Us, Follow Us, Float With Us.

Salt River Tubing is located in beautiful Tonto National Forest, just seven minutes from Highway 202 East and Power Road Exit 23A.

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LOCAL BUSINESS

The Cosmos MedSpa FAMILY IS GROWING

By Dawn Abbey

With the popularity of injectable facial fillers and treatments booming, Cosmos Salon and MedSpa has brought on Raeanne (Rae) Moreno, RN, to accommodate the growing list of clients.

"Rae comes to us as an already advanced injector, and, in addition, has been trained by both our own Dr. Amy O'Hara and myself to use the Cosmos standards of care," said Muschi Morga, MedSpa director. "Our mission is to focus on custom results based on what the client wants, and what is truly able to be accomplished with Botox, Dysport and fillers versus surgery."

Cosmos focuses on safety in minimally invasive treatments. As always, consultations are free, too. "We would rather spend some time getting to know you and match you with the procedure or product best suited to your needs, including financial," Muschi explained. "We are building a team of advanced aesthetic injectors, so you, as a customer, will receive personalized treatments and follow-up, and can come to any of us with your aesthetic concerns."

Now a permanent snowbird, Rae moved to Arizona in 2003, after graduating with a business degree from Michigan State University. "I was recruited by Honeywell, in Tempe, where I worked as a quality engineer before deciding to follow my true passion to help people look and feel their best. So, I attended Gateway College, in Phoenix, and earned my RN credentials with a 4.0 GPA," she continued. "I've been working in aesthetics ever since."



Raeanne (Rae) Moreno

I truly love the field. There is always something new to learn. I love the creativity mixed with science, and helping people feel good about themselves," she said.

Rae describes herself as having an artistic eye, being detail-oriented and committed to spending the time needed to consult with clients on their cosmetic concerns, while providing safe, individualized care. She invites those thinking about making some personal changes to come in and meet with her and talk. "I'd like to learn about you and your aspirations," she said.

In return, Rae shared some personal facts about herself. "I was born and raised in a small, rural Michigan community," she said. "My three brothers and I spent summers on the lakes boating, swimming and jet skiing. In winter, we rode ATVs, and went snowmobiling. I also studied ballet with the Cecchetti Council and also danced

modern and jazz competitively."

Rae met her husband of nine years 13 years ago. "We spend our free time with our four-legged fur baby named Jake, whom we adore, visiting with friends, testing out our DIY skills, attending our nephew's baseball games and repurposing old furniture. I love yoga, especially the hot, sweaty kind."

According to Muschi, there are so many new and effective treatments available now. "Why not come in and let us educate you and help you decide what is right for you," she said. "Rae would love to assist you." ■

For more information or a consultation, call (480) 887-0671. Cosmos Salon and MedSpa is located at the northeast corner of Power and McDowell roads.

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LOCAL BUSINESS

Tapestry Insurance Takes THE GUESSWORK OUT OF MEDICARE ENROLLMENT

Submitted by
Tapestry Insurance

While turning 65 and becoming Medicare eligible might make you feel confused, overwhelmed and a bit unsure about what to do, you don't have to make sense of it all on your own.

Lynne Jones is a licensed and trained agent who has taken several years of training to become knowledgeable on the Medicare landscape, and who attends seminars to stay current on the latest information. "It's complicated and there are so many moving parts, so I always think to myself, 'Why would you ever tackle this on your own?'" Lynne said.

Lynne makes one-on-one appointments with each of her clients, so she is able to help identify their needs, and talk them through the process of when to sign up, and what options are available. She also helps ensure they fully understand the options available to them.

Additionally, Lynne reconnects with her clients each year, to ensure their current plan is meeting their needs. "I can't emphasize how important it is to have a



Lynne Jones

local agent," she said.

Lynne's clients find that having the opportunity to speak to an agent who has taken the time to understand their wants and needs in person makes all the difference when it comes to enrolling in Medicare. "There's no one-size-fits-all plan that works for everyone," she said. "I like empowering people. I think they should have knowledge to make

informed decisions."

Tapestry Insurance clients can look forward to knowing they're making the best possible insurance decisions, without being pressured or having to pay a fee. As a licensed agent, Lynne is paid through insurance when she signs up one of her clients. So, her clients don't pay any out-of-pocket fees for her expertise. "People get nervous because they don't want to feel pressured," she said. "I try to help them by informing them about all the options, and then letting them choose what's best for them." ■

For help with your Medicare insurance needs, please contact Lynne Jones at (480) 212-2246.

LOCAL BUSINESS

Ukulele Mania Makes a Comeback

By Marilee Tangen,
Songwriter and
Voice Teacher

The ukulele has made a comeback in a big way, although it's not the voice of Tiny Tim this time around.

Big pop groups, like Twenty One Pilots, are capturing the old familiar sound of ukuleles and writing huge hit songs with them. My voice students are requesting to learn some of these songs.

One of my buddies is a member of a nine-piece ukulele band in Los Angeles called the *Ooks of Hazard*. They have quite a following. Their YouTube video of rock band MGMT's song called *Kids* got millions of views after it was posted. Because of their popularity on the web, the band appeared on the Late Show with David Letterman. They also toured



Marilee Tangen

Europe this summer as the headliners for a huge ukulele festival.

The ukulele has always been a staple at my family reunions since the early 70s. Every time the family got together, my uncle, Wesley, led all 30 of us in a sing along. His favorite tune was *Five Foot Two, Eyes Are Blue*...

So, why has the ukulele become so cool again? Maybe because it's a really convenient instrument that gets the job done. You can carry it anywhere you travel, unlike a piano, and it's an instrument easy with which to play and sing along. It's also great for bringing the family together and having some fun.

Due to this revival, I'm now teaching ukulele workshops to my students and anyone in the community who would like to learn. If you are interested, please check out my website, and send me an email. In the meantime, look up the *Ooks of Hazard* on YouTube. ■

For more information about Marilee Tangen and MT's MusicHouse, visit the website at mtsmusichouse.com, or call (818) 292-2937. You also can send an email to mtsmusichouse@gmail.com.



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- If you are new to the area, you might need to enroll in a new plan.
- If you currently have a Medicare plan, you might be eligible for extra help in paying your Part B costs.

Call me to review your Medicare choices.

Lynne Jones
LICENSED AGENT
jonesdvp@yahoo.com
480-212-2246

EVENT

Celebrate Memorial Day Weekend with a FLOATING PICNIC ON THE SALT RIVER

Submitted by Lynda Breault

Salt River Tubing kicks off the Memorial Day weekend, May 27 through May 29, with its 22nd annual Salt River Heroes = Litter Zero Take Pride in America event, from 8 a.m. to 6:30 p.m. each day.

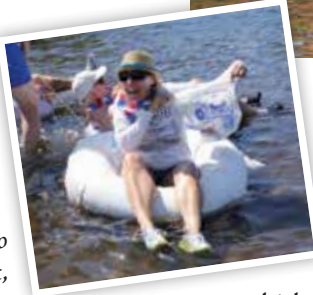
Memorial Day weekend on the Lower Salt river has been a celebration for millions of tubers during the past 35 years. Family reunions, as well as college and high school reunions, have enjoyed a unique Arizona tradition of floating picnics on the refreshing, mountain stream waters of the Lower Salt River. Fun in the sun at Salt River Tubing will include live entertainment, free giveaways, beach line dancing and hula-hoop contests during the holiday weekend.

Thousands of responsible public lands stewards have participated in the phenomenally successful Salt River Heroes = Litter Zero during previous holiday weekends. As a result, the amount of picnic trash on the Lower Salt River has been reduced by 90 percent. In fact, a total of 712 tons of picnic trash has been *stashed and bagged* during the Take Pride in America events.

The Salt River Heroes = Litter Zero event is co-sponsored by iHeart Media (radio stations KNIX 102.5 and KISS 104.7FM). In addition to litter bags, Salt River Tubing employees will be distributing free patriotic leis to the first 1,000 tubers as they prepare to launch a memorable adventure on the Salt River.

"Salt River Tubing is very grateful for the Salt River Heroes who have taken personal responsibility for their picnic trash while floating and have helped to keep the Salt River a clean and beautiful recreational area," said Salt River Tubing President and Chief Executive Officer Henri Breault.

"Experience the great outdoors in Tonto National Forest's mini-Grand Canyon as you leisurely float past the majestic mountains and catch a glimpse of wild horses



crossing mid-stream and blue herons gliding across the water," Henri continued. "Our tube rental doors open at 8 a.m. Saturday through Monday of the Memorial Day holiday weekend. We encourage everyone to be an early bird floater."

The cost is only \$17 per person or tube, which includes tube rental, shuttle bus ride and free customer parking at Salt River Tubing.

Take Pride in America is a national partnership, which aims to inspire a new generation of volunteers to put their love of country to work to improve our national parks, wildlife refuges and public lands, as well as cultural and historic sites, playgrounds and other recreation areas. Salt River Tubing has received a record four National Take Pride in America awards for the company's conservation efforts in Tonto National Forest (1991, 2003, 2006 and 2010).

TUBING TIPS

Shooting the Salt River rapids is great fun, and company officials recommend the following helpful tips to assist tubers in planning their floating beach blasts for the holiday weekend.

- A valid driver's license is required for a tube rental deposit per five tubes rented.

- Children must be at least 8 years or older and 4 feet tall for tubing and shuttle bus service.
 - Life vests are strongly recommended for children, non-swimmers and inexperienced swimmers.
 - Glass containers are prohibited by law in the Salt River Recreational Area and will be confiscated. Ice chests will be inspected for glass containers before boarding shuttle buses. Please use plastic bottles or aluminum cans.
 - Have a great time during your floating beach blasts, but remember that drugs, alcohol and the Salt River do not mix. Responsibly appoint a designated driver before your tubing adventure.
 - Floating picnic ideas include fresh fruit, burritos, fried chicken or sandwiches. Pack picnic items in Ziploc bags to keep dry. Please stash and bag all picnic supplies in litter bags while floating.
 - Ice chest/cooler—Fill with ice, sport drinks, fruit juice and water. One to two bottles of water per hour are recommended while floating to help prevent dehydration.
 - Sun block, tennis shoes, cap or visor should be worn. A minimum 30 SPF is recommended. Tennis shoes or closed toes also are recommended while tubing.
- For more information about Salt River Tubing and Recreation, call (480) 984-3305. Please visit the website at saltrivertubing.com.

The Memorial Day Holiday Weekend operating hours are 8 a.m. to 6:30 p.m., and the latest tube rental is 2 p.m. (weather and water flow conditions permitting). Salt River Tubing operates under permit of the United States Department of Agriculture Forest Service in Tonto National Forest. ■

Salt River Tubing is located in Northeast Mesa, in the Tonto National Forest. The fun is located just minutes from Highway 202 East and Power Road Exit 23A.

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Submitted by No Snow Paddleboard Shop
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This new offering at No Snow Paddleboard Shop is ideal for river runs, sunset or sunrise parties, birthdays, corporate events, stand up paddle boarding, yoga, fitness and team building, as well as Boy Scouts, Girl Guides, church groups, family reunions and Sunday Fundays. The van is provided as a courtesy, with no additional cost to you. ■

For details and to book your event, call (480) 220-5705. You also can visit us online at nosnowsup.com. No Snow Paddleboard Shop is open seven days a week. The shop is located on the northwest corner of Power and Thomas roads, north of Walgreens, at 3654 N. Power Road, Suite 104.



LOCAL BUSINESS

Checklist assures your pool is ready for summer swim season

By Dawn Abbey
If your pool is heated and you've been enjoying it during our mild winter days, it's probably set for summer, but if not, even if you have a weekly pool service, you've probably been ignoring it a bit.

Chris Quam, owner of Arizona Pool Guy Inc., suggests now is the time to take a good look at your pool and deck area to make sure it's ready for the long, hot summer. Here's his checklist:

CHECK CHEMICALS

First, have your pool chemicals checked. If the amount of conditioner is too high, it might be time to drain and refill your pool with fresh water. Conditioner keeps chlorine from depleting too quickly, but too much can have an irritating effect on skin and eyes. In addition, because of our area's hard water, pool water usually needs to be replaced every two to three years.

GREEN MONSTER

If your pool is turning green, get it fixed quickly. A green pool is not only unsightly, but it also can be dangerous, too, as a mosquito-breeding ground.

CLEAN OR REPLACE FILTERS

Cartridge filters and diatomaceous earth filter grids should be cleaned at least once a year and need replacing every three to four years. Because sand filters get backwashed on a regular basis, or whenever the pressure rises, sand only needs changing completely every five to seven years.

BATHTUB RING

Our local hard water not only leaves rings in our bathtubs,



but can also mar a pool's decorative waterline tile. "It's almost impossible to remove it yourself without scratching or damaging your tile," Chris said. "We have a way to remove the buildup without hurting the tile."

PUCKER UP

A lot of plaster pools in our Northeast Mesa neighborhoods built before the year 2000 are due for refinishing. Puckering, large chips and cracks or stains in the finish are all indications it needs to be redone. "Now is the time to restore it with one of the new mini pebble finishes," Chris stated. "They come in great colors and designs and are guaranteed for 10 years. Minor cracks or chips should be fixed as soon as possible, before damage becomes more extensive. We also can repair steps, and repair or remove rolled bond-beam edges."

INSPECT YOUR DECK

After time, the deck finish begins to erode, causing unsightly peeling. Cracks or chips not only look bad, but also can cause cuts or stumbles. "We can apply a colorful, cool-touch finish, which comes in various shades and also can be made to look like flagstone or other surfaces," Chris explained. "Whether your pool or deck needs a complete remodel or you need someone to check out your pool's finish, deck repair or equipment, call us," said Chris. "We are happy to give free estimates on any work needed." ■

For more information, contact Chris Quam at (480) 699-0607. Arizona Pool Guy Inc. is licensed, bonded and insured, ROC #243628.

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THE PATIO AND THE GRILLE



HAPPY HOUR

With the arrival of May, the days grow longer and so does Happy Hour. Join us every day, from 3 to 6 p.m., for Happy Hour in the Grille or on the Cocktail Patio at Las Sendas. We are featuring \$5 Moscow Mules or On Tap Margaritas, made from our signature recipe, a customer favorite.

For lunch or dinner, you can make advance reservations or just drop in and join us for a relaxing day on the Patio. We are serving a full breakfast and lunch menu daily from 7 a.m. to 3 p.m.

Mother's Day is May 14, and the Vistas Pavilion will host an extravagant brunch from 10 a.m. to 1 p.m., with a full buffet, including a seafood display, carving station, live omelet station and so much more. This brunch is not only the best in the East Valley, but it also has the best views in the entire Valley. The brunch sells out quickly, so make your reservations early.

Nightly Dinner Specials include:

Monday: Fried Chicken Dinner—\$16.95.

Wednesday: 40 percent off all bottles of wine under \$100 and weekly Paella special.

Thursday: Best Prime Rib Dinner in the Valley—10-ounce for \$17.95 / 14-ounce for \$21.95.

Friday: Market Fish Special—Market Price.

Sunday: All-You-Can-Eat Pasta Buffet, with Build-Your-Own Pasta Station—\$16.95.

THE VISTAS PAVILION

Our Famous Chef's Table Returns This Summer

The Vistas Pavilion will once again host our famous Chef's Table this summer, featuring our amazing Chef Al Cancellieri.

Our Chef's Table offers culinary selections from around the world, paired with custom cocktails and a presentation with each course on preparation and recipes from Chef Al.

Our Chef's Table is limited to 20 guests and sells out quickly. Be sure to make your reservation early. Check out our website at www.lassendas.com for upcoming dates.

Chef Al Cancellieri, originally from New York City, is of Italian American heritage. He is a graduate of The Culinary Institute of America, and has 37 years of food service and hospitality experience. He has worked in several upscale Italian restaurants during his career.

Since moving to Arizona in 1991, Chef Al has worked in two distinctly different high-end, four-star resorts, which enabled him to focus on superb flavor profiles, presentations and food preparation.



A CLOSER LOOK AT LAS SENDAS GOLF CLUB (CONTINUED)



THE GOLF SHOP

Ping Rental Club Blowout Sale

The Golf Shop at Las Sendas is selling off this year's Ping lightly used rental clubs for both women and men. If you would like to purchase a complete set of nearly new rental clubs, including bag and putter, please call the Golf Shop to make arrangements.

- ♦ Ladies' new Ping Rhapsody sets sell for \$1,750. You can purchase a slightly used set for \$995.
- ♦ Men's new Ping G series sets sell for \$1,900. You can purchase a slightly used set for \$1,175.
- We have a fully stocked Golf Shop, featuring golf and leisure wear for men and women. Check out our May sale and our popular specials. Our new spring lines are still arriving.
- ♦ 20 to 60 percent off men's and women's clothing.
- ♦ 15 percent off golf shoes and golf bags.
- ♦ Mother's Day is Sunday, May 14. Why not give Mom a gift certificate?

May is a great time to plan a round of golf at Las Sendas. The snowbirds have all returned home, and the rates are great.

Beat the Heat with Amazing Golf Rates for May 2017 SUNDAY THROUGH WEDNESDAY

- ♦ Open to 1 p.m.—\$79 plus tax.
- ♦ 1 to 3 p.m.—\$59 plus tax.
- ♦ 3 to 4 p.m.—\$29 plus tax.
- ♦ After 4 p.m.—\$19 plus tax.

THURSDAY THROUGH SATURDAY

- ♦ Open to 1 p.m.—\$89 plus tax.
- ♦ 1 to 3 p.m.—\$69 plus tax.
- ♦ 3 to 4 p.m.—\$39 plus tax.
- ♦ After 4 p.m.—\$29 plus tax.

Residents wishing to play golf at Las Sendas, please go to our website at www.lassendas.com, and scroll down to Book a Tee Time. From there, you can choose the day you want to play and the rate you want to pay.

LAS SENDAS GOLF MEMBERSHIPS

NEW 45 AND UNDER JUNIOR MEMBERSHIP

Las Sendas Golf Club is proud to offer a new membership to grow our amazing member community.

- ♦ \$2,500 initiation fee.
- ♦ Regular dues*—10 percent off in Golf Shop and restaurant.
- ♦ Access to all member events, booking privileges, club storage and lockers.
- ♦ Kids under the age of 12 play free.**
- ♦ Graduate to Fully Refundable Membership at age 50.

*Dues: Single—\$525/month. Family—\$740/month.

**Kids restricted to playing after 3 p.m.—Oct. 1 to May 30.

Restricted to playing after noon—June 1 to Sept. 30.

Ping Junior Interclub Team at Las Sendas

The Las Sendas Junior Ping Team has played three tournaments so far and have taken first place each time. There are two more tournaments remaining, with the fifth one at Las Sendas Golf Course. Our team consists of Britton Liming, Luke Little, Carson Ruedemann, Cameron Barzekoff, Kendall McBean, Nicole Ewing and Sabrina Scaccia.

During practice last week, Nicole Ewing made her first hole-in-one at hole No. 5 at Las Sendas Golf Course. Congratulations Nicole!



HAPPY HOUR at the Grille at Las Sendas

3-6PM DAILY

ALL NEW HAPPY HOUR at the Grille at Las Sendas

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Las Sendas Golf Club
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(480) 396-4000

Mother's Day Brunch

THE VISTAS PAVILION AT LAS SENDAS
SUNDAY, MAY 14TH, 2017 10AM-1PM

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REAL ESTATE

There Are Options When Your Home Doesn't Sell

By Lorraine Ryall
Realtor, CDPE, CSSN
KOR Properties



With several different sellers recently asking the same question about the real estate market, I'm sure there are many more with the same questions or concerns, which prompts a timely topic for this article.

In the past few months, I have had several sellers call me when their homes did not sell and the listing has expired or cancelled. They still need to sell and want to know why their homes haven't sold and what their options are moving forward.

SHOULD YOU RE-LIST OR KEEP YOUR HOME OFF THE MARKET?

So much of this answer will depend on the reasons you are selling your home. If you are moving out of state or have already purchased a new home, waiting might not even be an option. In last month's article, I discussed how waiting to sell in today's market could cost you more. You can read that article on my website under the blog section. Here are some things to consider when deciding if you want to re-list or keep your home off the market.

TIMING

Certain times of the year are better to sell than others, depending on what type of buyer your home appeals to, such as second homebuyers or buyers who are downsizing or moving up. Sometimes, just taking your home off the market for a while and re-listing later can make all the difference. However, right now, we are in our peak selling season, so it's a great time to have your home listed. You don't want to take it off the market just yet.

PRICING

The first thing to look at, and the most obvious is was the home priced too high. Overpricing will prolong the

inevitable and usually costs you more in the long run. Some sellers want to give themselves some cushion, they want \$450,000 for their home but list it at \$475,00 to give themselves negotiation room. By doing so, however, they may be losing out on buyers who are searching only for homes up to \$450,000, as well as others who see the home as overpriced.

IF I RE-LIST WILL THE DAYS ON MARKET GO BACK TO ZERO

The MLS keeps track of how many days a home has been on the market. There are two numbers, which will show on the listing CDOM/ADOM 324/85—Cumulative Days on Market and Agent Days on Market. If your listing was cancelled or it expired, when you re-list your home, the Agent Days On Market will be reset and start from day one again. However, the Cumulative Days on Market shows how many days in total the home has been listed and the new agent's days will just add to the previous agents.

I have been asked, "If my home is off the market for 30 days and then re-listed, will the Cumulative Days on Market go back to zero?" Unfortunately not. The home has to be off the market for 90 days for the Cumulative Days on Market to reset.

BENEFIT OF RE-LISTING

No matter how long your home was listed previously, when you re-list, the Agent Days on Market will start from day one, and it will show in the MLS as a New Listing. Any buyers who have a search set up for homes like yours will automatically be sent your home again as a new listing. A lot of buyers don't actually look at the days on market until they have seen the house and are considering writing an offer.

While most Realtors will do a great job listing your home, there are always those few who couldn't sell a house if it was free (we've all seen their pictures on the Internet). If you

are going to re-list with a new Realtor, now is the time to do your homework and find the right Realtor for you—someone who knows your area, has top notch marketing and proven success in selling homes in your neighborhood.

SPRUCE IT UP

Maybe your home doesn't show as well as it could. A lick of paint or deep cleaning can make a huge difference on how bright, clean and open a home feels. If you read my articles, you will know I talk about staging a lot. That's because it really can make a big difference as to how your home shows and how quickly it sells. You don't have to spend thousands of dollars to have it professionally staged. Most of the time, you can use what you already have. It just needs some *tweaking*. If the home is vacant, just a little goes a long way. Adding a few things, such as pictures, vases, or plants really helps the photographs with added color and focal points instead of just bare rooms.

If your home didn't sell and you are considering your options, please contact me for a free no obligation consultation. ■

Lorraine Ryall has been a Multi-Million Dollar producer for the past nine years. If you are thinking of buying or selling and would like more information or a market analysis, please contact her at Lorraine@Homes2SellAZ.com, or call (602) 571-6799. Visit her website at Homes2SellAZ.com.



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Las Sendas
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Las Sendas
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RELIGION

Join the Journey and Share THE ADVENTURE OF LIFE

By Pastor Paul Frank, Hosanna Lutheran Church

The song says, "Get your motor running. Head out on the highway. Looking for adventure. And whatever comes my way..."

Now, admit it, you started singing that song in your mind some, didn't you? Nothing like a little Steppenwolf reference to remind you that life can seem like a race at times. And the race has some great moments.

It's fun to enjoy God's many blessings, explore His creation, invest in friendships with the people He surrounds you with, and to engage in the ministry He calls us to together. The race can be a great blessing, but sometimes you just feel worn down and weary.

The truth is, I'm a little tired this time of year. We've been running hard for several months. We always enjoy a very busy fall/winter season here at Hosanna. From October through April, we have lots of winter friends in town with us. In that time, we also enjoy Reformation Day, Trunk or Treat, All Saints Day, Thanksgiving, Advent, Christmas, New Year's Day, Epiphany, Lent, Holy Week, Easter Sunday, all the Easter-related activities, school celebrations of all kinds and...whew. I'm tired just remembering everything we've enjoyed in these last several months.

While those seasons are now past, the



race is not yet over. We still have much to celebrate, people to serve, neighbors with whom to share Christ and a summertime full of fun soon to arrive.

The end of the school year brings graduations and parties. Then, we host our summer camp for kids all over the neighborhood. If you need a good summer camp, give Hosanna a call at (480) 984-1414.

There still are classes to enjoy, fellowships to enjoy, worship gatherings to enjoy and outreach events on which to partner together. This race is not over. There still is some ground to cover.

God gave us these words to inspire us onward in the race:

"Let us run with perseverance the race marked out for us. Let us fix our eyes on Jesus, the author and perfecter of our faith..." (Hebrews 12:1-2). Also, (Hebrews 10:24-25) says, "Let us consider how we may spur one another on toward love and good deeds. Let us not give up meeting together, as some are in the habit of doing, but let us encourage one another—and all the more as you see the Day approaching." ■

The journey is not over. And we still share this adventure of life together. Come join the adventure at Hosanna Lutheran Church, located at 9601 E. Brown Road. For more information, call (480) 984-1414.

LOCAL BUSINESS

KNOW BEFORE YOU THROW

By Jon Englund

D downsizing? Determined to get rid of stuff you no longer need? Cleaning out a home or an estate? Stop. Know Before You Throw.



Last month, I talked about Easter collectibles. So, in keeping with the holiday theme, let's talk about our very important May holiday, Mother's Day.

Now, there really isn't anything specific associated with collecting for this holiday. However, there are many things of similar genre that we tend to get for Mom to express our love and never-ending gratitude for bringing us into the world.

Dinner out, or a coupon promising we'll take out the trash or wash the dog, while nice and thoughtful, lacks enduring collector value. The kinds of things I'm talking about are the additions we make to Mom's jewelry or doll collection, or perhaps her collection of figurines.

These collections can sometimes span many years. So, having a progression of items in the collection is probable. This, of course, is if gratitude kicks in at least once a year on your part.

For example, one of the more popular series of collectible figurines is the Hummel. These were produced by W. Goebel Porzellanfabrik (porcelain factory),

of Germany, starting in 1935, with current production handled by Hummel Manufaktur GmbH as of 2009.

Current Hummel figurines can be purchased for as little as \$25 for small, mass-produced pieces, to as much as \$3,000 for a limited edition offering. Online pricing for early Hummels usually is a few hundred dollars. They go up from there, depending on condition and rarity. Careful shopping at local antique malls can sometimes uncover better prices, but always be on the lookout for broken and repaired pieces, as that can compromise their value.

So, is it going to be another I'll wash the dog coupon this year? Or do you really show Mom some love and get her one of those \$3,000 Hummel figurines? Mmmmmmmmm...

Jon Englund has more than 25 years of experience in appraising and liquidating personal property, jewelry, art, collectibles, antiques, furniture, printed items and more. A Midwest transplant, Jon trained at New York University in appraisal studies. ■



For more information, call (480) 699-1567. You also can send an email to Jon@KnowBeforeYouThrow.INFO.

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LOCAL BUSINESS

When values matter to you, they matter to this family business

By C. Andrew John,
John's Refrigeration

My dad started John's Refrigeration Heating and Cooling in 1970, and through him, I learned that what matters most in this business is how we serve our customers.

Dad's business model put serving before selling products and services. What was true then is still true. Whether you call us for an air conditioner repair or service, or you are ready to replace your heating and air conditioning system, you will see the difference in how we take care of our customers.

Our Red Carpet Service starts the minute you call. A live representative will answer, no matter what time of day (or night). We offer Extended Service Hours, Monday through Sunday, from 7 a.m. to 7 p.m., and just in case you need us, our Emergency Service is offered 24/7/365 (even on holidays).

Our team of professionally trained technicians are background checked, drug tested and North American Technician Excellence, or NATE, certified. Each adheres to the high standards of quality you deserve. All team members are clean cut, and will not smoke or swear around you or your family. They will arrive on time, in uniform and carry company identification. By the way, we never use subcontractors. For your peace of mind, we are fully licensed, bonded, insured and are an SRP certified contractor.

Before we start to work, we will put down floor protectors and tarps to protect your home's furnishings. We will present to you options, with a quote to get the job completed (start to finish—nothing will be left out), and we will go over everything, so you can make an informed



C. Andrew John

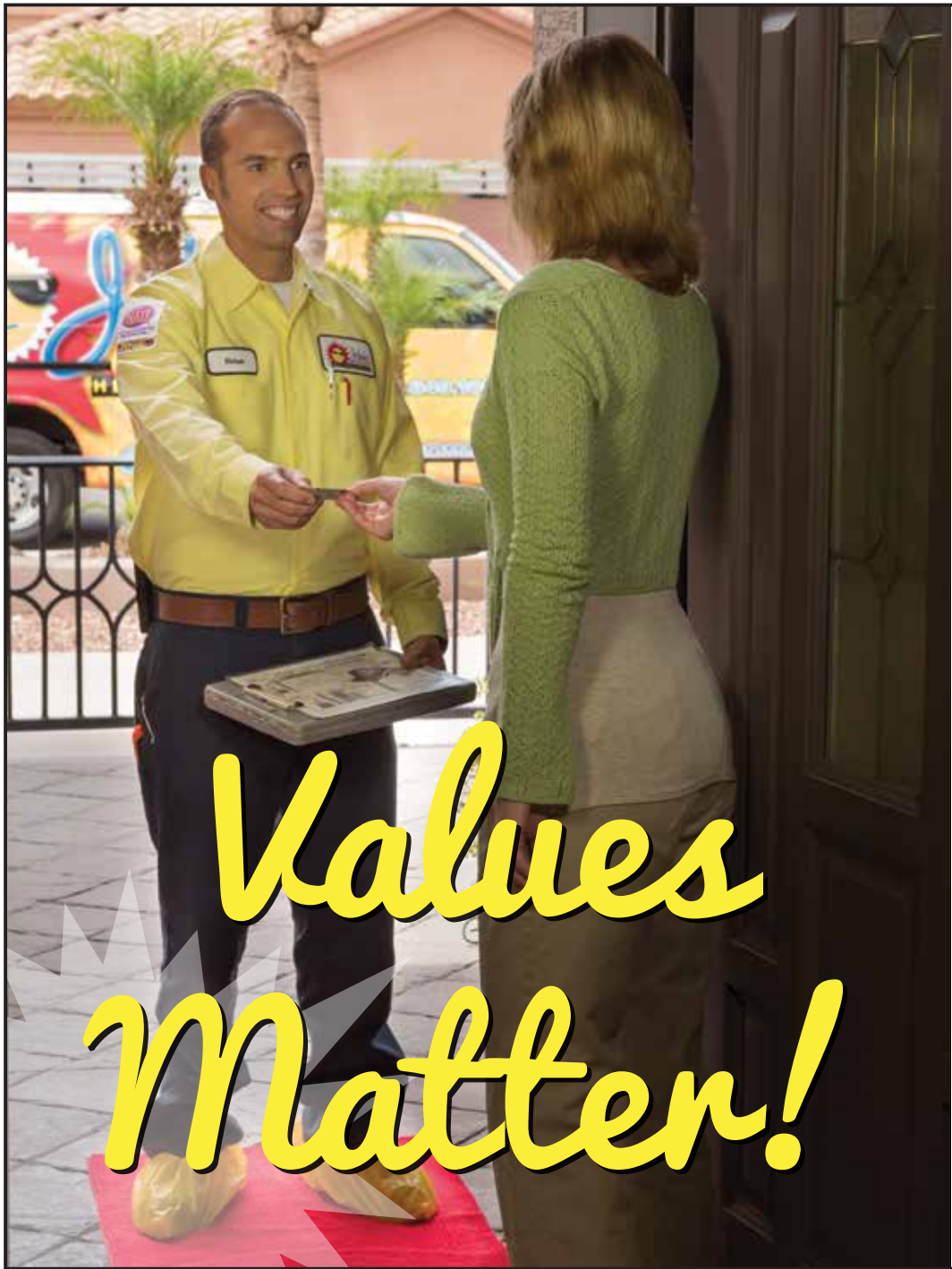
decision. After the work is done, we will clean up, leaving nothing behind.

We cover everything we do with written guarantees, which go beyond the equipment to include your satisfaction and the quality of our workmanship. And we put them in writing. Go to JustCallJohns.com to read them and compare them to what other companies have to offer. We think you will appreciate the way we stand behind our work and protect you and your investment.

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Of course, give us a call if you have questions or need our services. ■

John's Refrigeration Heating and Cooling, located at 211 E. 10th Drive, Suite 2, has been in business since 1970, and we will be here to continue taking care of your comfort needs for years to come. Please visit us at JustCallJohns.com, or give us a call at (480) 648-2505. We can help with any comfort concerns you may have.





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REAL ESTATE

Various Factors Help Find Your Dream Home

By John Karadsheh, KOR Properties

When taking buyers out to find their dream home, I understand we are embarking on a journey, and I want my buyers to not only feel emotionally comfortable with the home they choose, but also confident the home they select is affordable and a good investment in today's market.

So, how do you go about starting to find the right home when there are upward of 20,000 homes on the market? How do you begin to narrow it down and find the house right for you?

For some homebuyers, shopping for a home is neighborhood driven. They want a particular school district or planned community. For others, the combination of features outweighs the area. A three-car garage and a pool may take priority over the cross streets.

I believe finding the perfect home requires a balance of location and features and, just like the buyers on HGTV's *House Hunters*, there will be some compromises to make along the way.

HOW MUCH HOME CAN WE BUY?

The most important thing to do when you start home shopping is to make a list of your priorities. The easiest place to start is with price. Talk to a lender before you start the process to first find out how much home you can afford (check our resources page for a list of lenders with whom we have worked). As interest rates creep upward, be aware that the amount you can qualify for can also change with the rate.

So often, buyers qualify for "x" amount, and they look online at "x" plus 15 percent. In this market, sellers certainly aren't coming down 15 percent or even 5 percent. So, the homes the



John Karadsheh

buyers start looking at are often out of their range. This is a challenge because buyers are then disappointed by what actually is in their price range, as opposed to excited when they find a great house they can afford.

MY NEW HOUSE WILL HAVE...

Rank the five most important elements you would like in your next home, such as neighborhood, square footage, number of bedrooms, number of bathrooms, number of garages, lot size and pool, etc. The top items should all be fixed items. For example, while most buyers prefer granite counters to laminate, counters can be changed, so they shouldn't be a top five priority. On the other hand, adding a garage is not so easy. So, your garage needs to rank toward the top.

IN THE NEXT HOUSE WE WILL...

Most people begin dreaming about their new home before they ever start touring homes. I always think it is incredibly helpful to really envision yourself living in your new home, and try to define how that translates into home features. Do you want to start entertaining? Then, you

may want to focus on finding an open plan with a great patio. Have you always wanted to restore cars? Then, perhaps a three-car garage is something you need to place in your search.

IN FIVE YEARS

As you start your search, it also is very important to weigh your priorities with your future in mind. You may be shopping as newlyweds and looking for a first home. While a great pool may be a priority now, a cul-de-sac lot with a great area out front for tricycle riding might be something you want to consider for the future. Or perhaps you are thinking of downsizing so you can travel more when you retire. You may want to evaluate the landscaping and home maintenance requirements to make sure the home is easy to lock and leave. A little forward planning will help you be happy in your home for years to come.

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John Karadsheh is the Designated Broker for KOR Properties. He has been a Multi-Million Dollar producing agent for more than 15 years, and he 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 a boutique real estate brokerage serving the Valley of the Sun and the creator and founding sponsor of Mesa Food Truck Fridays.



Real Estate

In The Groves

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Groves Area Market Report

Sales over \$300,000 for the Month of March 2017

| Address | Square Feet | Community | Sold Price |
|---------------------------|-------------|-----------------------|------------|
| 3136 E. Nora Cir. | 2,130 | Rancho De Arboleda | \$302,000 |
| 2110 E. Enrose Cir. | 2,203 | Brown Estates | \$305,000 |
| 5231 E. Hanibal St. | 2,397 | Alta Mesa | \$310,000 |
| 953 N. Sunview Cir. | 2,269 | Alta Mesa | \$319,000 |
| 5350 E. Ford Cir. | 1,874 | Apache Wells | \$319,500 |
| 2302 E. Leonora St. | 2,150 | Citrus Del Ray | \$320,000 |
| 1557 N. Robin Lane | 2,740 | Mesa Northgrove | \$335,000 |
| 2263 E. Jacaranda St. | 2,816 | Country Park | \$340,000 |
| 3002 E. Nance St. | 2,749 | Vista Mesa | \$355,500 |
| 1845 E. Sunview | 3,001 | Alta Mesa | \$365,000 |
| 5045 E. Hobart St. | 2,543 | Copper Crest | \$369,990 |
| 3307 E. McDowell Rd. | 2,069 | County Island | \$395,000 |
| 1236 N. 46th St. | 2,681 | County Island | \$415,100 |
| 4527 E. Elmwood St. | 3,656 | Groves East | \$450,000 |
| 3328 E. Fountain St. | 3,276 | The Groves | \$463,000 |
| 3111 E. Fairbrook St. | 3,004 | The Groves | \$470,000 |
| 3132 E. Hale St. | 4,350 | Mesa Northgrove | \$475,000 |
| 5345 E. McLellan Rd. #46 | 3,123 | Alta Mesa | \$480,813 |
| 3219 N. Alba | 3,958 | Lehi Crossing | \$485,500 |
| 3640 E. Ellis St. | 3,862 | Trovita Estates | \$500,000 |
| 3725 E. Preston St. | 3,179 | Lehi Crossing | \$539,000 |
| 2625 N. 24th St. #8 | 3,225 | Estates at Northridge | \$552,500 |
| 3134 E. Fargo Cir. | 3,680 | The Groves | \$561,400 |
| 3740 E. Northridge Cir. | 4,151 | Ladyhawke Estates | \$579,000 |
| 2143 E. Calle Maderas | 5,180 | Las Maderas | \$612,000 |
| 3355 E. Indigo Cir. | 4,145 | Arboleda | \$660,000 |
| 4122 E. McLellan Rd #17 | 4,650 | Highgrove Estates | \$725,000 |
| 3737 E. Palm St. | 4,461 | Val Vista Groves | \$779,000 |
| 5345 E. McLelland Rd. #39 | 5,175 | Alta Mesa | \$789,000 |

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 • KOR Properties www.KORproperties.com

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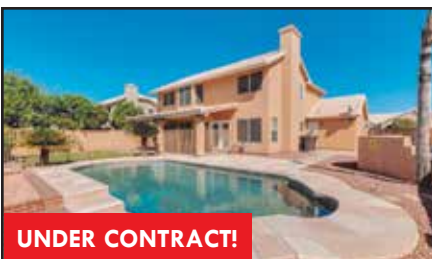
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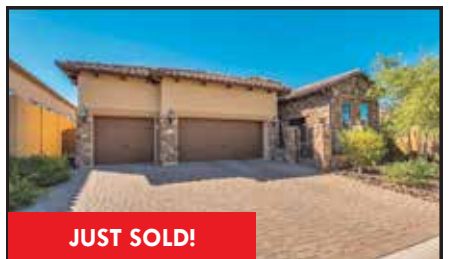
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TRAVEL

Technology is great, but always have a backup plan

Submitted by Sue and Bruce Mitchell

Recently, some airlines have been having computer issues.

It is very convenient to have your boarding pass loaded on your phone, but there is a risk. In case of a computer shutdown or malfunction, it is a good idea to have a paper copy with you just in case.

As you know, stuff happens. The hard copy shows your name, confirmation number and flight information. That can sometimes simplify a problem. With this same thought in mind, always print out your hotel and car confirmations, as well. If you were to arrive at the car rental or hotel and the computers are down, you would have copies of your confirmations.

The other thing I always do is ask the name of the reservation person with whom I am speaking, as well as the phone extension and where the individual is located. This helps if there is any confusion with your reservation.

The airlines always tell you to reconfirm your international reservations prior to traveling. Be aware that hotels, airlines and tour companies overbook. You would hate to show up and be told your reservation is cancelled or they can't find it. The paper copy will help with the issue.



Also, even though we don't change our clocks due to daylight saving time, the airlines do, and sometimes schedule changes occur. You should always double check with the airlines to make sure your flight numbers and departure times have not changed.

Did you know that the airlines close the gate doors 10 minutes prior to the departure time on your ticket? Make sure you allow plenty of time to get to the gate. The gate agents will not reopen that door once it is closed for departure.

Also, you might consider cancellation insurance. Most hotels have a very liberal cancellation policy unless you purchase a nonrefundable room. I always say, if you can afford to lose all or part of your money, don't take insurance. If not, you better take it.

Another little tip is to have the phone numbers of the airlines, hotels and car rental companies with you just in case there is an issue when you travel.

Lastly, double check flight numbers, dates, times, destinations and name spelling, etc. Errors may have been entered in the computer inaccurately. It's easier to correct errors or mistakes before you travel than standing at a counter somewhere in the middle of the night. ■

If you have any questions about travel, please contact Sue or Bruce Mitchell, your Cruise Planners travel specialists. Visit our website at redmountaintravel.com. You may also send an email to smitchell@cruiseplanners.com, or call (480) 396-8084.

EDUCATION

Red Mountain High School Earns National YEARBOOK DESIGN RECOGNITION

Pinnacle yearbook featured in 2017 Jostens Look Book

Submitted by Jan Lemon-Saquella

The Red Mountain High School (RMHS) yearbook Pinnacle has been recognized for excellence and is featured in the 2017 Jostens Look Book, celebrating the best-of-the-best in yearbook design and coverage.

The Jostens Look Book is a collection of spreads and photos from outstanding yearbooks and their creative themes, cool covers, dazzling designs, relevant coverage, storytelling copy and action-packed photography.

Along with design excellence, the annually published Look Book honors the important role well-crafted yearbooks play in helping schools chronicle the experiences, stories and achievements most relevant to students and that academic year.

Editors-in-Chief Jordyn Holman and Jake Baker created the Pinnacle under the direction of Jan Lemon-Saquella, Red Mountain High School yearbook adviser.

"This just further confirms how amazing our 2016 yearbook really was," Jan said. "I am so proud of my students who are so deserving of this recognition."

The RMHS Pinnacle yearbook was one of only 418 yearbooks selected from approximately 3,000. The 2017



panel of judges, comprised of nationally recognized scholastic journalism professionals and award-winning yearbook advisers, selected the best examples of yearbook spreads and covers to make up the 344-page 2017 Look Book.

"Yearbooks are unique, limited edition books created by students to capture the stories and events for all of the school's students, and Jostens is proud to celebrate the yearbook tradition and the 418 yearbooks selected

for the 2017 Jostens Look Book," said editor Gary Lundgren. "Today's yearbooks are very sophisticated in terms of visual presentation and the relevant and inclusive content that is featured."

Jan and her yearbook staff received a copy of the 2017 Jostens Look Book and a certificate from Jostens to recognize their outstanding achievement.

The first Pinnacle yearbook began in the fall of 1989. Throughout the years, the annual has received numerous awards, including a first place for General Excellence in the 2016 Arizona Interscholastic Press Association contest for excellence in journalism. ■

ABOUT JOSTENS

Minneapolis-based Jostens is a provider of products, programs and services that help people tell their stories, celebrate important traditions and recognize achievements.

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EDUCATION

Self Development Academy Provides **EXCELLENT ACADEMIC FOUNDATION**

By Jennifer Salvatori

For 2017, Self Development Academy (SDA) was named the No. 1 Best Charter Elementary School in Arizona and the No. 2 Best Charter Elementary School in America (niche.com).

The SDA school community is quite proud of this accomplishment and recognition, and credits the success to a visionary leader, Dr. Anjum Majeed, dedicated faculty and staff, supportive parents and hardworking, diligent students.

SDA is the only Arizona school consistently ranked among the top 10 schools (ADE) for the past decade. The school also has been the recipient of other prestigious awards, including the Charter School of the Year Award and Academic Excellence Award.

More than 17 years ago, Dr. Majeed founded SDA after much encouragement from parents desiring a continuation of the advanced and high level preschool and kindergarten curriculums offered at Self Development Preschool. Since SDA's opening, the school has grown tremendously, currently consisting of more than 450 students in elementary school and middle school.

At SDA, the students learn a minimum of one grade level ahead of the Arizona state educational standards. Beginning with the kindergarten year, students are academically challenged and high academic expectations are established, all within a nurturing environment.

SDA elementary school students obtain a solid foundation in Language Arts, Mathematics, Science and Social Studies. Students are taught at the mastery level,



the curriculum emphasizes higher level thinking skills, such as critical thinking and problem solving.

By the time SDA students reach middle school, many are prepared to enroll in Algebra I, Advanced Literature and Advanced Science. During middle school, students have the opportunity to complete Pre-Algebra, Algebra I, Geometry and Algebra II, Advanced Literature and Science, including Biology, Chemistry and Physics, Technology and Latin. Many of these courses are not offered until high school.

Students completing eighth grade at SDA are enrolled in Honors and Advanced Placement courses upon entering high school. Additionally, many students receive high school credit for courses completed at SDA. This opportunity enhances their grade point averages, and makes them highly competitive students when applying to colleges and universities.

Besides the academic focus, students have opportunities to develop other skills, such as public speaking, sports and performance skills. Class plays, winter performances and Science Fair are just a few of the many annual in-house activities.

Afterschool activities include Sports Club, Science Olympiad, Dance Club, Choir Club and Student Government. Dr. Majeed and staff support student-initiated projects, as well. The annual talent show, mentoring programs and various donation drives are examples of these projects. SDA is committed to developing well-rounded students who are well prepared for high school and beyond. ■

Please join us when SDA hosts an open house on May 6, from 9 a.m. to noon. For more information, or to schedule a tour, please contact the Front Office at (480) 641-2640. Enrollment for the 2017-2018 has begun, and spaces are filling quickly.



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LOCAL BUSINESS

Gucci Pooch creates well-coiffed canines

By Dawn Abbey

Gucci Pooch, a new pet-grooming establishment on the southeast corner of McKellips and Recker roads, is dedicated to making your pet feel comfortable with its grooming experience.

“The first thing I do is make your pet feel comfortable with the surroundings,” said Lisa Montoya, Gucci Pooch owner. “If they are frightened, I introduce the tools and procedures slowly and carefully. For instance, I might use clippers without the blade, so they get used to the feeling and the noise. I go slowly and reintroduce your baby to the grooming routine as if it were a first-time puppy,” she continued.

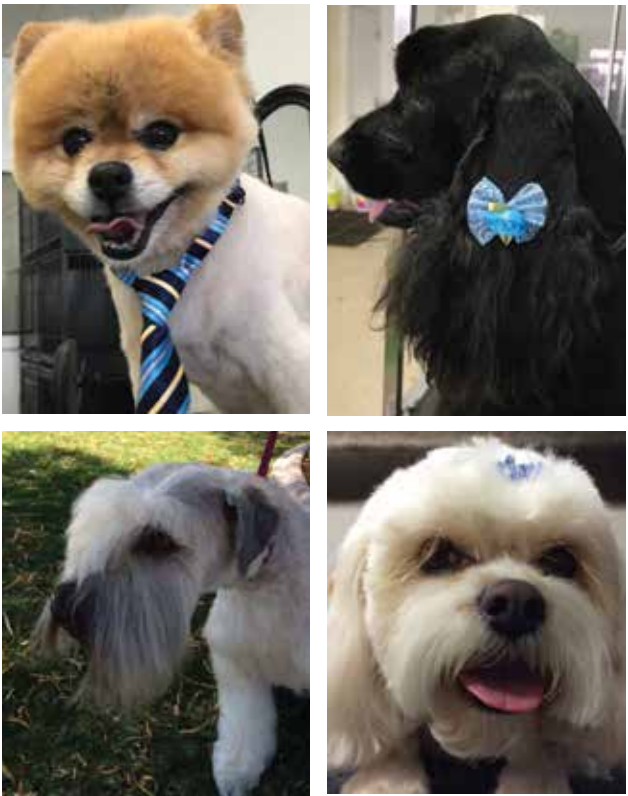
“This is not an assembly line, but, with 30 years’ experience, I am able to work relatively fast, so the animals don’t have to be there any longer than necessary for excellent results,” the pet groomer further explained. “Most cuts take from 45 minutes to an hour, and owners can leave their pets or wait with them.”

Gucci Pooch was created for the more discerning dog owner. “Pet grooming is both a trade and an art form,” said Lisa. “It’s the difference between getting your own hair cut at a franchise shop or styled at one of our local salons. Most dog owners want their dogs to look how their breed is supposed to look, or maybe they want something special or artistic.”

Although most of her clients are canines, Lisa is experienced in grooming cats, and she even works with ferrets, horses and small pigs.

She owned a pet-grooming salon in Vacaville, Calif., near Sacramento, for 21 years before moving to the Valley. Lisa operated a mobile grooming salon for the last three years, but the traffic was getting to her, she said, so she decided to open her shop here. “We live in San Tan Valley now, but we will be moving to the neighborhood soon,” she said. “I’m waiting for my Norwegian Fjord horses to join us, too.”

Styles at Gucci Pooch start at \$40. “My prices are pretty comparable,” Lisa said, “but I use only the top quality everything, from shampoos to conditioner, to Furminator, an amazing product for dogs that shed a lot.



It makes brushing them so much more productive, and that’s important this time of year when winter coats are sloughing off.”

Although her shop is open and operating, Lisa still is in the process of refurbishing the space and decorating. “I’m working and moving in all at the same time,” she explained. “I’m going for an antique boutique look. I might even have to move some walls around, too,” she said with a laugh.

Lisa invites pet owners to come in and meet her and see what makes Gucci Pooch different. ■

For more information, call Lisa at (480) 335-4736. Gucci Pooch is located at 6017 E. McKellips Road, Suite 107, on the southeast corner of McKellips and Recker roads, behind the Circle K.

REAL ESTATE

Realtors offer clients professional and ethical standards

Submitted by Weichert, Realtors

Aaron Stradling, an Arizona native and Arizona State University graduate, with a background in business, construction and building, established Weichert, Realtors—Home Pro Realty, LLC (WR-HPR).



Having been born and raised in the Valley, Aaron knows all that is unique and special about the area.

Aaron started WR-HPR to provide employees unparalleled opportunities for personal and professional development and growth. We service all real estate needs in the Greater Phoenix Area. We have accomplished agents in all facets of real estate. They are dedicated to providing exceptional service to assist you with your needs.

Our mission at WR-HPR is to provide clients with exemplary service, unfailing attention to detail, while developing long-term client relationships and exceeding client expectations. We are dedicated to serving the real estate needs of our clients with the utmost professionalism and ethical standards.

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For more information, contact Chris Baker, Realtor, Weichert, Realtors—Home Pro Realty, at (480) 239-7890. You also can send an email to draftmaster@cox.net, or visit the website at chris.homeprorealty.net.

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COMMUNITY

Charities Benefit from Flancer's Fund-raising Events



Submitted by Flancer's Gourmet Grub

Flancer's Gourmet Grub restaurants recently concluded a fund-raising event, bringing in more than \$30,300 for three deserving charities.

The charities benefitting from Flancer's efforts are:

- **Warfighter Sports**, helping injured vets—disabled-sportsusa.org/programs/warfighter-sports/.
- **Sunshine Acres Children's Home**—sunshineacres.org.
- **Jewish Family and Children's Services**—jfcsc.org.

The event featured a raffle and other donation opportunities. The highlight was a pizza-eating contest. Mirza Selmic ate two large cheese pizzas in 14 minutes and 25 seconds. The reigning Miss Arizona, Katlin Niemiec, crowned Mirza as the contest winner.

"We are so thrilled to be able to have done this in support of our community to help people desperately in need of aid," said owner and chef Jeff Flancer. "I must send a big thank you to our sponsors, staff and customers. These good people helped make this all possible."

For more information, call me at (480) 326-9077, or email me at jeff@flancers.com. For the most recent pictures and story, you also can visit our website at flancers.com. ■

Flancer's Gilbert restaurant is located at 610 N. Gilbert Road. Call (480) 926-9077. The Mesa restaurant is located at 1902 N. Higley Road. Call (480) 396-0077.

LOCAL BUSINESS

DIET IS THE FOUNDATION OF CANCER PREVENTION FOR PETS

Submitted by Pet Planet

The rate of cancer in our animal companions is alarming. With about 50 percent of dogs and 25 percent of cats facing a cancer diagnosis, recognizing the signs that cancer may be present in your pet is the first step in helping combat this deadly disease.

- Here are 10 early warning signs of cancer, which warrant a visit to your veterinarian:
1. Any new swelling, lump or bump, which persists or continues to grow.
 2. A change in size, shape or consistency of an existing lump.
 3. Bleeding or discharge from any body orifice.
 4. Difficulty urinating, bloody urine (also very common with urinary tract infections).
 5. Vomiting, diarrhea (common with many diseases, but symptoms lasting more than 24 hours should be investigated).
 6. Persistent limping, change in gait.
 7. Loss of appetite and weight loss.
 8. Foul breath, excessive drooling, teeth that have moved.
 9. Drainage and odor from ears (also very common with ear infections).
 10. Lethargy and lack of interest in activity and exercise.

When the diagnosis is cancer, loving pet guardians need to know there are options for treatment — both traditional veterinary medicine and complementary therapies. Some traditional treatments include surgery, chemotherapy, radiation therapy and immunotherapy. Complementary therapies can be used on their own or in conjunction with traditional treatments. These include nutrition therapy, massage therapy, acupuncture and chiropractic, to name a few.

PREVENTION

It is important for pet guardians to know what steps they can take to minimize the cancer risk in their companions. There are no guarantees when it comes to the prevention of cancer, but there are some steps you can take to keep your pet as healthy and happy as possible:

- Feed a high-quality pet food—Feeding a fresh, unprocessed, raw food diet is an excellent choice. There also are high-quality kibble diets available containing low-glycemic ingredients.
- Avoid carcinogens—Be conscious of the types of household cleaners, pesticides and fertilizers you use around the house. After using these cleaners, your pets may walk on them and could inadvertently ingest them when they lick their feet. As with humans, secondhand smoke is unhealthy for your pets.
- Contact www.WeAreTheCure.org for the available blood test called VDI-TKcanine+ to assess if cancer might be present when no other symptoms are prevalent.
- Follow a lifestyle or diet that modifies cancer-causing factors. Remember, diet remains the foundation of controllable prevention.

RISK FACTORS

Cancer is becoming as common in domestic animals as it is in humans. The same risk factors apply:

- Poor quality/improper diet resulting in a suppressed immune system.
- Stress.
- Genetics.
- Exposure to chemical or physical carcinogens, such as household cleaners, pesticides, herbicides and secondhand smoke. ■



For more information, call (480) 218-5415, or visit Pet Planet, located at 2910 N. Power Road, Suite 103, in the Bashas' Plaza.

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FINANCE

Financial survival tips help college graduates ENTERING THE WORKING WORLD

Submitted by Thrivent Financial

Despite a turbulent job market and economy, if you are a recent college graduate, there is much to be optimistic about as you leave campus and head out into the real world.

No one ever said life on your own would be easy, but post-graduate financial bliss can be a reality. These six tips from Thrivent Financial offer a starting point for recent graduates who are ready to put their education to work for a secure financial future.

GET REAL ABOUT YOUR PAYCHECK

Compared to the minimum wage jobs you survived on through college, the annual earnings at your first post-graduate job may give you dollar-sign eyes. Don't be fooled though. After taxes, benefits, living expenses and student loan payments, your remaining monthly spending money could amount to less than half of your gross income. Being realistic about your paycheck doesn't mean you can't have any fun, though. That new car may have to wait a while, but with smart budgeting you still can enjoy the finer things in life with a clear conscience.

YOUR CREDIT SCORE MATTERS

Thought you were done worrying about test scores? Think again. Whether you want to get an apartment, mortgage, car or a new job, your credit score says a lot about you and can make or break these important steps. Credit reports are available on many sites on the Internet and can be free or obtained for a small fee. Examine your report regularly for accuracy, and pay off any existing credit card debt as soon as possible. Credit card interest is wasted money, and outstanding debt can hurt your credit score.

LOOK OUT FOR NUMBER ONE

After expenses and taxes, your paycheck may look too slim for comfort, but protecting your assets, health and income



BACK: Pat Buchanan, Jeff Rodemeyer, Jordan Cox
FRONT: Rick Aussprung, Jeff Kolzow, Colton Sheley

is worth the additional cost. If you have an apartment, renter's insurance is a relatively inexpensive way to protect your possessions. Health insurance also is a must, whether you get it through your employer or stay on your parents' plan. Your paycheck is worth protecting, too. Disability income insurance is not just for those with physically demanding jobs, as most claims are from illness, not injury. Preparation for the unexpected comes at a small price considering the costs associated with the alternative.

SAVE FOR THE FUN STUFF

Again, being responsible with your finances doesn't mean you can't have any fun. You have worked hard to start your career and deserve to reward yourself. The best way to spend smartly is simply to spend less than you have. Diligent saving allows for the occasional splurge without having to feel guilty or anxious about your decision to spend. Consider directly depositing a certain amount from your paycheck into a savings account for a fun fund.

SAVE FOR THE GROWN-UP STUFF, TOO

Your parents' nagging may start to quiet now that you've graduated, but their retirement planning advice is worth considering. Start investing now. You won't regret it. As you barely scratch the surface of your career, retirement seems a long way off, but successful investors understand that the longer your assets remain invested, the greater their potential for growth. The cash you forfeit now will pale in comparison to the amount you'll end up getting back at the end of your career if you start as early as possible.

DON'T PASS UP FREE MONEY

Many employers offer pretax savings through their retirement accounts. Because your retirement contributions come out before taxes, your taxable income is decreased, saving you money. For example, a \$100 contribution from your earnings to a pretax retirement account would reduce your paycheck by only \$75 if you are in the 25 percent tax bracket. If your employer matches a percentage of your retirement contributions, it is wise to contribute the maximum amount of their match so as not to pass up on free money.

Money is just one of many aspects of adulthood college graduates must meet head-on to start living independently. Personal finance may seem daunting, but don't be discouraged. The above-mentioned tips boil down to common sense. Spend less than you earn, stay protected through proper insurance, maintain good credit and save for the short and long term, and you will be off to a great financial start in the next chapter of your life. ■

Thrivent Financial is represented in the Red Mountain area by Red Mountain Group, which includes Jeff Kolzow, Pat Buchanan, Jeff Rodemeyer, Rick Aussprung, Colton Sheley and Jordan Cox. The office is located at 2941 N. Power Road, Suite 105. For more information, call (480) 396-5333.

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HEALTH

These Early Signs of Dementia May Surprise You

Submitted by Home Care Assistance

It can be difficult to decipher the difference between natural memory loss due to aging and the signs and symptoms of dementia and Alzheimer's disease. How are you supposed to know if the behaviors you are seeing in an aging loved one are normal or the early signs of cognitive decline? We all know memory loss is a constant thread in aging, dementia and Alzheimer's, but there are others. One symptom doesn't necessarily mean dementia is beginning. However, several may mean your loved one needs to be seen by a neurologist. Here is a list of the top five early signs of dementia. Some may surprise you.

1. VISION PROBLEMS—For some, changes in vision can be one of the earliest signs of dementia. Your loved one may have trouble reading or seeing the differences in color or contrast. He also may begin to experience trouble with judging distances, which may lead to problems driving. You may see your loved one is struggling to resolve spatial relationships of various types—the distance between the table and the chair, or the distance between holding a glass and putting it on the shelf.

2. PROBLEMS WITH WORDS IN SPEAKING OR WRITING—In the early stages of dementia, it begins to be difficult for the sufferer to follow conversations. You may observe your loved one stopping in the middle of a conversation with no idea how to continue. He may struggle to find the right words. We all forget words from time to time and eventually remember them. People with dementia cannot retrieve the word even after trying for a time. Your loved one also may begin to repeat sentences within a conversation or say the same thing repeatedly in a short period of time.

3. POOR JUDGMENT—Dementia changes and decreases one's ability to make good judgments. Your loved one may ask strangers for odd things like a tissue or a quarter.

They may begin to give money to telemarketers or pay less attention to personal grooming.

4. FORGETTING THE SEASONS—If your loved one is in the early stages of dementia, she may not be able to remember what day, date or season it is. People with dementia may think they are in a different year—a time in the past. They may begin to lose the ability to understand that something happened yesterday or will happen tomorrow. Time begins to shrink, and dementia patients only understand what is happening in the here and now. This confusion can extend to an understanding of place. For example, your loved one may be sitting in your living room, but she may think she is in another place entirely—usually another place that is familiar and carries fond memories.

5. WITHDRAWAL FROM WORK OR SOCIAL ACTIVITIES—Your usually outgoing loved one suddenly may stop participating in activities, social gatherings and/or hobbies. Dementia may make it difficult to remember how to interact or conduct a hobby. In the early stages of dementia, people realize the changes they are undergoing and, as a result, may avoid social interactions altogether. The more complicated and noisy the situation, the more difficult it is for him to understand.

If you observe these early signs of dementia in a loved one, talk with his primary care physician, and ask for a



referral to a neurologist for testing. Early diagnosis can lead to treatment and strategies that can make life easier and less frustrating for your loved one. ■

If you need support caring for a loved one suffering from dementia or any other cognitive decline, call us. Our trained caregivers can provide support to fit your schedule and provide you with peace of mind. We understand aging, and we can help your loved one age in a healthy manner.
Caregivers at Home Care Assistance are available for daily and hourly respite care for your loved one to help you protect your health and also focus on yourself.
Contact Certified Dementia Practitioner Amanda Butas, your Mesa client care manager, at (480) 699-4899. See how our caregivers can help your loved one thrive. You also can visit us at our new office next to Bed Bath and Beyond, located on Power and McKellips roads, at 2031 N. Power Road, Suite 103.



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