

Self Development Academy

EXPANDS TO SOUTHEAST MESA

By *Jamie Killin*

It's impossible to deny the impact education has on young students.

With most school-age children spending the majority of their waking hours in the classroom, it's critical that the experience be a constructive one.

The accomplishments of Self Development Academy's graduates speak for themselves, with students going on to high school years ahead of their peers and being accepted into some of the nation's most prestigious colleges.

"Many, many of our students have gone on to elite colleges, including Harvard and Princeton," said founder Dr. Anjum Majeed. "They come back and tell us how we have helped them and given them a strong foundation to grow and become lifelong learners."

However, what's most important at Self Development Academy is right in the name—self development. This critical component has led students and their families to treasure the school so much, helping it to continue its expansion across the Valley.

"The equally important aspect for us is to develop responsible citizens, so they become contributing members of society and their community," said Dr. Anjum.

Now, that growth is bringing Self Development Academy right here to East Mesa.

The school will start in a temporary location. Next year, however, it will move to a brand new location built from the



ground up by Self Development Academy.

While the academy began as a preschool more than 30 years ago, it has grown to a network of academies, with more than 700 students and multiple new locations in the works.

"Our whole philosophy was to have an integrated approach to learning, and we actually had a curriculum in those days," said Dr. Anjum. "Nobody really thought about an integrative, horizontally-aligned, vertically-aligned curriculum for preschools. So, as the students started to grow, the parents saw them go to traditional schools, and then the charter movement came about. So, they put a lot of pressure on us to open a charter school because the students were so advanced."

The nationally recognized school boasts a top ten ranking among all Arizona schools for the amount of curriculum it is able to provide students during the academic year. In addition, the academy teaches a grade level above Arizona standards, and consistently sees its students surpass the Arizona average on standardized testing.

Above and beyond its impressive well-rounded curriculum, the academy even offers a more challenging and accelerated path for its most motivated and gifted students. In middle school, Self Development Academy offers such high school courses as Geometry, Algebra II, Biology, Chemistry, Physics and Advanced Literature.

In addition to academics, Self Development Academy prioritizes shaping its students into well-rounded individuals, with a variety of hands-on learning programs that

go beyond the typical lesson plan. Students have the opportunity to participate in science labs, take percussion lessons and learn about technology integration.

Students also are encouraged to further develop their gifts with leadership opportunities through various clubs and after-school sports programs.

When they leave, students take their Self Development Academy experiences and dedication to the new school with them, sometimes even returning as teachers themselves.

"The students are just amazing," said Dr. Anjum. "By the time they graduate and finish the eighth grade, they consider their group as a family. Even though they are moving on to the next level, they are bonded and very sad to leave," the school founder continued. "Yet they are ready and confident to face the challenges awaiting them. They are so independent." ■

For more information on the new Southeast Mesa location, please call (480) 641-2640, or visit selfdevelopmentacademy.com.

Flancer's Finally Goes to the Dogs

Submitted by Flancer's

Flancer's is proud to announce its first Waggle 5K Run for Charity, set for Saturday, April 13, at 7:30 a.m., at Riparian Preserve at Water Ranch, 2757 E. Guadalupe Road, in Gilbert.

Participants are encouraged to sign up and take part in the Waggle Run with their pooches. Those not wishing to run can choose to walk or skip along with their human friends and those of the furry variety, too.

Pets are not needed for humans to participate, but they are most welcome.

Everyone taking part in this great event for charity will receive a sports performance event logo T-shirt and an after-run Flancer's breakfast burrito. Everyone taking part also will receive the one and only Waggle brand hands-free dog leash for their four-legged friends.

Awards will be presented to the fastest male and

female runners.

Sign up at *Waggle Run Sign Up*. Don't make us hound you. Register today. The entry fee is \$40 through April 12.

The objective of this fun-filled event is to raise money for the following deserving charitable organizations:

- Sunshine Acres Children's Home
- Jewish Family and Children's Services—Max Flancer Fund
- Warfighter Sports
- Friends For Life Animal Rescue

"Last year, Flancer's was instrumental in raising more than \$25,000 for our charities," said Flancer's owner and chef Jeff Flancer. "Since 2000, we have helped raise and present more than \$335,000 to our supported charities. Flancer's is about food, fun and community, while providing help for those in need."



Flancer's has been featuring homemade bread, made from scratch tortillas and desserts, mouthwatering sandwiches and award-winning pizzas at its two East Valley locations since 2000. A classically trained chef, Jeff has created unique cuisine not found anywhere else. From his *Back East* roots come sandwiches like *Steak It To The Limit Philly Cheesesteak*. There's also *The Perfect Prickly Pear Chicken*, with green chile and aioli. Try it in a sandwich or enjoy it on a farm-fresh salad.

Whatever your dietary needs may be, there are delicious options available at Flancer's. ■

Flancer's Gilbert location is at 610 N. Gilbert Road. Call (480) 962-9077. The Mesa location is at 1902 N. Higley Road. Call (480) 396-0077.

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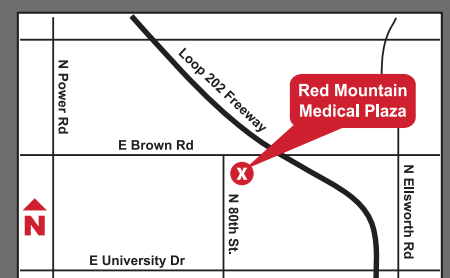
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HEALTH

Trust Skilled Physical Therapy Rather Than Non-Medical Resources

Submitted by Red Mountain Physical Therapy

Due to the high cost of health care and the busy lives that we lead, if physical therapy is prescribed for a soft tissue or post-surgical condition, many people seek resources other than skilled physical or occupational therapy.

Physicians will recommend skilled physical therapy because they trust that the therapist, with six to eight years of specialized training, will be able to evaluate and treat the specific condition with proficiency.

Physical therapists have specialized evaluation



skills that include orthopedic, neurological and sensory motor. They understand the effects of health conditions, such as diabetes. Therapists can treat age ranges from infants to seniors.

Physical therapists utilize specialized manual therapy skills to facilitate or inhibit muscle and nerve functions. They apply treatments, such as dry needling, ultrasound, cupping and electrical modalities, to alleviate pain, inflammation and swelling.

While YouTube, Google and resources that are not highly trained physical therapists readily can be available, without a thorough evaluation of the presenting clinical condition, as well as influencing factors, treatment can be ineffective at best and dangerous at worst.

Physical therapists can provide clinically appropriate exercises, as well as education about the proper mechanics for completion. Recovering from an injury requires a different formula for exercise performance versus the way a personal trainer would provide exercises for strength or conditioning.

When your physician recommends an evaluation by a licensed physical therapist, please listen. The expectation is that you will get better, and if therapy does not fully resolve your symptoms, your physician can continue along the pathway with options for resolution of your condition.

YouTube and Google are great resources, but they do not replace the training and critical thinking a licensed, skilled physical therapist can provide. ■

The physical therapy team at Red Mountain Physical Therapy provides evaluation and treatment of pain, balance/dizziness and strength, as well as post-op care for orthopedic conditions. Our team designs custom treatment programs to return our patients to their life activities, and provides home programs and education to reduce the return of symptoms after therapy.

For further information, we can be reached at rm-medical.com, or call (480) 855-8866.

UpClose

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Self Development Academy

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SDA EXPANDS TO MEET DEMAND

TWO NEW LOCATIONS: EAST MESA AND GLENDALE

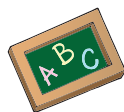


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Red Mountain Ranch Country Club Offers GREAT AMENITIES



**By Scott Bunker, Director of Golf
Red Mountain Ranch Country Club**

Red Mountain Ranch Country Club delivers an inspiring golf experience each and every time you play the spectacular Pete Dye designed 18-hole championship course.

The 6,863-yard par 72 design features signature mounding bunkers reinforced with railroad ties, island green par 3s, wide fairways and contouring greens. The native desert-designed layout, combined with stately saguaros, mesquite trees and breathtaking rock formations, captivates players from beginning to end.

In addition to the 18-hole championship golf course, our members and guests can enjoy our state-of-the-art learning center and practice facilities, full service golf shop, with PGA golf instruction, as well as six lighted tennis courts, a complete fitness center and a Junior Olympic swimming pool with spa.

Our spacious clubhouse offers a variety of dining, meeting and event venues, from casual to elegant, along with

a full slate of member events and activities guaranteed to appeal to your sense of fun.

Our golf professional staff offers golf instruction that can be tailored to meet your specific needs. This can be individual lessons, group instruction or lesson series. In the month of June, we offer weeklong junior instructional clinics to help all kids from ages 5 through 17 of all ability levels.

We believe in giving back to our local community. Each year, we host the Red Mountain High School girls and boys golf practices and tournaments, as well as Scottsdale Community College men's and women's practices.

Many of these players have come from these instructional clinics, starting at a very young age.

If you would like more information on playing our golf course, golf instruction, junior clinics or pro shop, please visit our website at rmrcc.com, or call our pro shop at (480) 985-0285.

We look forward to you coming out to see us and making Red Mountain Ranch Country Club your new golfing home. ■

COUNTRY CLUB DEBUTS Trial Membership, Affordable Event Options

By Jamie Killin

Red Mountain Ranch Country Club is inviting the community to experience its beautiful Pete Dye golf course with its one-year Trial Golf Membership, which includes unlimited access to 18 championship holes with fantastic elevations and contours, as well as the course's breathtaking panoramic views.

In addition, the membership includes amenities such as unlimited golf cart use, access to the driving range and practice facilities, and a fitness center. At the fitness center, guests will enjoy daily classes led by Stephana Doumenti-Kirts, a junior Olympic pool and spa, as well as access to tennis courts, tennis leagues and pickle ball, led by tennis pro Ray Kheshvadjian.

The Red Mountain Ranch Country Club is also offering two new membership options—the Junior Membership, for those 45 years old or younger; and weekday golf, for those who want to play Monday through Thursday.

Red Mountain Ranch Country Club also offers a variety of additional memberships to meet everyone's needs.

"One of the best features of belonging to Red Mountain Ranch Country Club is the family atmosphere, where you can make life-long friendships," said Red Mountain Ranch Country Club's Director of Sales Lorie Davis.

In addition to memberships and golf opportunities, Red Mountain Ranch Country Club is the perfect venue for weddings and other special events. Its impressive Overlook Room provides

parties with a panoramic view of the Valley's city lights and amazing Arizona sunsets, as well as a wraparound patio and full-size dance floor.

Red Mountain Ranch Country Club also can cater events with delicious food made directly from the Overlook kitchen, making event planning easy.

This year, the Country Club is also offering wedding specials to provide brides-to-be and grooms-to-be with the wedding of their dreams for an affordable price. A number of benefits are included, such as wedding coordinator, wedding rehearsal, and a bride and groom get ready room, complete with complimentary cheese, crackers and champagne. Also included are the wedding ceremony, wedding arches, chairs, water station, all setups, reception room, upgraded linens, house centerpiece, dinner buffet, champagne toast and cash bar.

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Red Mountain Ranch Country Club is located at 6425 E. Teton Circle, in Mesa. To learn more about memberships, golf and event specials, contact Lorie Davis at (480) 396-7503.



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CHEF PONDER'S ORIGIN OF EASTER EGGS

Easter Sunday, April 21, is fast approaching.

"Here at Las Sendas, we have been preparing for a wonderful Easter Day by writing menus and testing recipes for our spectacular Easter Brunch," said Las Sendas Executive Chef Josh Nylin.

While researching Easter traditions, Chef Josh shared some interesting information he discovered about Easter:

- Easter is a religious holiday celebrating Christ's rising, but some Easter customs, such as the Easter egg, are most likely derived from pagan traditions. While, for Christians, the egg is symbolic of the resurrection of Jesus Christ, representing his emergence from the tomb, the egg has been a symbol since before Christians even began celebrating Jesus' resurrection.
- The Easter egg has become synonymous with spring's arrival.
- Another reason eggs became a symbol of Easter is that early on, Christians not only abstained from eating meat, but also eliminated eggs during Lent. Therefore, Easter was the first chance to enjoy eggs and meat after the long abstinence.
- Besides eggs, Easter is filled with images of bunnies, baby chicks and lily flowers because they all are symbols of rebirth. The Easter Bunny originally was used as a symbol of fertility, due to the rapid reproduction habits of rabbits.

"So, for our Easter Brunch, we will be preparing some delicious egg creations at our Omelet Station, as well as popular egg dishes and breakfast staples," said Chef Josh. "Our menu also will feature a Carving Station, with glazed ham and top round, Seafood Display, Waffles, Vanilla French Toast and a variety of pastries, desserts and fruit, as well as a kid's menu with all their favorites. I hope to see you on that great day of celebration."



THE VISTAS PAVILION KIDS CAN PLAY WITH THEIR FOOD

Beginning in June, The Vistas Pavilion will let kids, ages 8 to 13, *play with their food* as they join our *Kids in the Kitchen Cooking Class*. Each class will run for four days, two hours a day, and includes lunch, as well as learning kitchen safety, how to become a mini chef and much more. Cost is \$250 plus tax per class per child. Space is limited, so reserve your spot by calling Jolyn at (480) 396-4000, ext. 222, or send an email to events@lassendas.com. Credit card reservations required.

Dates for *Kids in the Kitchen Cooking Classes*:
June 10-13, June 24-27, July 8-11, July 22-25, Aug. 5-8

GROWN-UPS CAN PLAY, TOO

Grown-ups can play, too, with Chef Jason, Chef Al and Chef Josh, as they take you on a magical and delicious journey with a variety of cuisines—and a glass of wine, too. Maximum seating is 10 guests per class. Classes are on Thursdays, from 6:30 to 8:30 p.m. Cost is \$75 per person plus tax. Credit card reservations required. Call Jolyn or Jess at (480) 396-4000, ext. 222, or send an email to events@lassendas.com.

Dates for *Adult Cooking Classes*:
June 6, June 20, July 18, Aug. 1, Aug. 8 and Aug. 22

STAY COOL EVENTS

Las Sendas Golf Club has a lineup of upcoming spring and summer events inside our *Stay Cool Vistas Pavilion*. Save the dates:

- Thursday, April 4—Delille Wine Dinner
- Sunday, April 21—Easter Brunch
- Sunday, May 12—Mothers' Day Brunch
- June, July and August—*Kids in the Kitchen* and *Adult Cooking Classes*
- Wednesday, Aug. 14—Flying Blind Chef's Dinner
- August—Paint and Wine
- Saturday, Sept. 14—Family Night. Movie on the Range

For more information on spring and summer events, call (480) 396-4000, ext. 222, or send an email to events@lassendas.com. Stay cool this summer, and enjoy our indoor events.

HUNT FOR SOME EGGSEPTIONAL DEALS AT THE GOLF SHOP EASTER SALE

Spring is just around the corner, so hop on over to Las Sendas Golf Shop for some great Easter savings this month. All men's and women's apparel and Foot Joy and Skechers golf shoes are 15 percent off.

Women, update your spring leisure wardrobe with our new colorful shorts and polos from many top designers. Our styles are not just for golf. They're perfect for everyday wear.

For men, we have Travis Mathew polos and hats—the hottest selling casual and golf line direct from California. There's always great pricing at Las Sendas Golf Shop, and we always have a sale on.

Las Sendas residents and the public are always welcome to shop and dine at Las Sendas Golf Club. Gift certificates are available in any denomination for Golf Shop merchandise, rounds of golf, or dining in our restaurants. Come check out the best facility in Mesa—right in your own neighborhood.

Las Sendas Golf Club driving range is open to the public. We offer a *Daily Rate* to practice at our facility. For \$20, you can enjoy unlimited range balls and use of our putting green, chipping green and sand bunker. Juniors under 14 get 50 percent off.



GOLF RATES FOR APRIL

Monday through Wednesday—99/79/39

Thursday through Sunday—109/79/39

Rates are before noon, noon to 2 p.m. and after 2 p.m.

Residents who want to play at Las Sendas, please go to our website, 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. There always are last-minute deals on the website, and it's free to book tee times.

JOIN LAS SENDAS GOLF CLUB NOW! PLAY FREE FOR FOUR MONTHS

Winter Golf Season is just about over. What a great time to join Las Sendas Golf Club and enjoy one of the Valley's premiere true desert golf courses, designed by Robert Trent Jones, Jr. Our new 2020 Initiation Price is going up, so you can **save \$5,000** on your initiation fee, if you join now.

Plus—If you join before the end of April and purchase a Non-Refundable or a Fully Refundable membership, you receive a bonus: the principle player plays free for July, August, September and October. That's four full months free dues and cart included.

LAS SENDAS GOLF CLUB MEMBERSHIP OPPORTUNITIES

All of our membership programs are open to residents of Las Sendas, Red Mountain Ranch, Mountain Bridge and surrounding areas. We have a fun and diverse membership that hails from all over North America. It's fun, challenging and social. Our facilities are continually gaining national acclaim.

For all inquiries and questions, please contact Wayne McBean, at Las Sendas Golf Club. Contact Information: wmcbean@lassendas.com, cell (480) 323-9364.



OUR MEMBERSHIP OPTIONS ARE AS FOLLOWS:

SOCIAL MEMBERSHIP—2019 PRICING ONLY \$1,999

Social members pay just \$500 per year in dues and have Full Membership privileges. Receive 10 golf passes annually and 10 percent discount in Golf Shop and restaurants. Booking privileges on the Patio, tee times and access to our Members Lounge. Charging privileges, recorded handicap and access to our limo services.

JUNIOR MEMBERSHIP (AGE 45 AND UNDER)—NEW ONLY \$2,500

Junior members pay monthly dues and have Full Membership privileges. Unlimited golf and 10 percent discount in Golf Shop and restaurants. Use of practice facilities, lockers, club storage and participation in all member events.

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EDUCATION

Mesa Public Schools PE teachers score a **WINNING GOAL WITH THE ARIZONA COYOTES**

Story by Laurie Struna
Photos by Tim Hacker

Elementary students throughout Mesa Public Schools are learning street hockey skills, thanks to the Arizona Coyotes.

The team provided training and equipment for physical education teachers.

The district received a Coyotes-branded equipment package worth \$80,000 to launch the program, part of a partnership with the National Hockey League, National Hockey League Players' Association and the Industry Growth Fund League. Last November, Matt Shott, Coyotes director of amateur hockey development, trained 80 district elementary PE teachers on the curriculum and equipment.

"We provide the tools to make teaching hockey easier," Matt said. "Teachers know their students better than we do, and it is cool to see how teachers tailor the curriculum to fit their classes."

Mesa Public Schools is one of the first districts to participate in the Coyotes Street Hockey Program, which the team hopes to expand to 700 schools statewide.

"The curriculum impacts 56 district elementary schools, reaching students in kindergarten to sixth grade," stated Deb Pangrazi, district elementary PE specialist. "This generous program provides Mesa with the most top-notch equipment in Arizona."

Equipment for each school includes 50 hockey sticks and balls, 50 scrimmage vests, two nets, a stick bag and Coyotes *Raise the Pack* banners. Teachers received a gift backpack, including flash drives with curriculum and videos for quality lessons, and booklets with overviews of teaching points, drills and game ideas. For PE teachers and students in fourth through sixth grades, the Coyotes provided free passes to see the team in action.

Teachers launched Coyotes Street Hockey in January.



According to Rich Peace, a veteran PE teacher at Hermosa Vista Elementary School, hockey teaches students about collaboration and sportsmanship while having fun.

Rich enjoyed the quality lessons taught in training.

"I played new games, and got a fresh approach to teaching skills and drills," he said. "Of course, I love the new equipment. The kids like the new balls because they move quickly and are easy to control. The hockey nets are awesome because they simulate a real hockey game feel." ■

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EDUCATION

Become Mindful Parents to Encourage Mindful Children

By Sami Majeed, J.D., Chief of Schools
Self Development Academy

You are reading right now. You are facing this page and your eyes are gazing at these letters and these... There is nothing inherently fantastic about this moment, but because I've engaged a bit of intentional situation awareness, reading seems to have more character. Let's continue. Feel your feet in your socks, on the ground. Become aware of your breath, its simplicity and its flow. Feel the texture of the page. Capture the tones of colors in your periphery. Tune in to the sounds and squeaks of the environment around you. You are enlivening your senses until your mind is full. You are being mindful.

WHAT ISN'T MINDFULNESS?

You've certainly seen the image on magazines. An attractive person in yoga clothes tucked away neatly into a protective cocoon of a glowing halo, safely guarded from bills, taxes, teenagers and flash floods. This is not mindfulness. This is escapism.

WHAT IS MINDFULNESS?

Mindfulness, by its nature, is reality-based. Did you come home and notice that the dishes you had asked your teenage child to clean and put away were still there—in the sink. With more dishes added audaciously? Mindfulness isn't escaping to your happy place. It is recognizing the valid frustration attendant to this experience but not letting that frustration make the situation worse. While there are a million articles, each with millions of components to being mindful, we have narrowed them down to four essential mindfulness skills.

1. **Observing the Environment**—Mindfulness is about observing your environment like a video camera, engaging in wordless watching. Merely notice the body sensations but do not respond to the action urges. If you feel an itch or pain, simply notice it. You can even tell yourself, *sensing*. Observing the environment means paying attention on purpose to the present moment. It also means controlling your attention, pushing away nothing and clinging onto nothing.



2. **Participate with Reality**—Completely, wholeheartedly and 100 percent throw yourself into the activities of the current moment. Whatever that may be. Talking to a friend, playing football, even just driving. Become one with whatever you may be doing. Go with the flow.

3. **Nonjudgmentally**—Observe the environment, the events, the emotions, the facts of life, but don't evaluate them as good or bad. Just the facts, ma'am. This probably is the hardest skill. We humans are judgment machines. We are built to draw conclusions about the world. Resist this natural inclination, and become a video camera. Take in raw data and understand that you are part of the viewfinder. Record your own reactions and thought patterns, but don't judge them.

4. **One-mindfully**—Humans, by our nature, obsess over the past and worry about the future. It's a survival mechanism, but it really can take us from savoring the love we have surrounding us when we come home from work. To this end, commit yourself to being only here. Right here. If you find yourself thinking about the past or future, you can just say *thinking*. Let go of distractions like other action urges or thoughts and come back to what you are doing over and over.

WHEN TO PRACTICE MINDFULNESS

Quite possibly one of the best ways to practice mindfulness is while spending time with your children. And,

of course, there are clear benefits for your child, as well. Mindfulness can help your child regulate his own emotions, develop coping skills, even increase his attention span. Mindfulness can decrease screen time and increase enjoyment in a wide variety of activities. Here are some ideas to practice with your children:

1. **Share a three-breath hug**—Hug your child. While hugging, you and your child take three intentional breaths together. Inhale and expand your bellies against each other. Hold at the top for a second. Exhale, dropping your shoulders and relaxing all of your muscles, letting go of all tension in your bodies. Repeat two more times.

2. **Share your sensations, thoughts and feelings**—Have your child share about them, too. Pretend to be like a detective or a doctor, finding out what our brain is telling us. What our body wants us to do. What are we feeling exactly? Sad, or despondent? Angry or annoyed?

3. **Mindfulness Practice**—You also can schedule time to engage in mindfulness practice. Close your eyes and pay attention to your breath. Imagine your thoughts as clouds. Coming and going. Watch them come and go, but don't latch on to any one thought.

4. **Name five things that are giving you comfort**—Trade off with your child in naming five mundane things that are making you comfortable right now. For me, it's the taste of Sprite in my mouth, which I can still taste from lunch. It's comfy socks I chose to wear today. It's that I am sitting cross-legged at a desk. It's the slight smile I have while I am typing.

Mindfulness is really the act of savoring each moment, finding a secret indulgence often overlooked. What better time to practice than with the one with whom your time spent feels the most decadent—your children? ■

Self Development Academy (SDA) is a top-ranked charter school with two locations in Northeast Mesa and Central Phoenix. SDA is opening two new schools for fall of 2019. The locations are in Southeast Mesa and North Phoenix. For more details, please call (480) 641-2640.

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HEALTH

LEARN WHAT TO DO WHEN TURNING 65

Submitted by Tapestry Insurance

While with a friend at lunch recently, she mentioned she was turning 65 in a couple of years but really wished she understood Medicare.

She asked me if it was too early to be thinking about it. My reply was, "Absolutely not."

For most people, turning 65 means you're eligible for Original Medicare, Part A and Part B. This federal program provides hospital insurance and some medical insurance to Americans 65 and older and those under 65 with certain disabilities.

There usually are many questions associated with receiving Medicare. You may wonder when you need to start the process, how to enroll, whether you should continue to work, and whether it would be wise to stay on your spouse's insurance.

You may also question if you should delay enrolling in part B, and what the benefits to Medicare are. It also is important to learn what Medicare plans cover, and how to avoid penalties. You may benefit from help choosing the plan that is right for you.

Each person's situation is unique, and the Medicare solutions are different for each person. It is advisable to have someone assist you in this process. Even if you have a year or so before your 65th birthday, it's not too early to learn and understand your options.

I would love to help you make sense of Medicare, understand the process, and choose a plan that is best for you. ■

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COMMUNITY

Featured Speaker Discusses Value OF FRIENDS OF TONTO VOLUNTEERS

Submitted by Kay Campbell
Red Mountain Ranch Social Club

Red Mountain Ranch Social Club's March guest speaker was Patti Fenner, executive director of the volunteer group, Friends of Tonto National Forest (FOTNF).

During her 33-year career with Tonto National Forest, Patti worked as a range conservationist, then as a noxious weed program manager during her last 10 years. Upon retiring five years ago, she founded the non-profit organization Friends of the Tonto National Forest.

This organization assists the forest in its critical mission to sustain and manage our natural desert and cultural resources for future generations. Friends of Tonto National Forest Volunteers organize and participate in community outreach, projects and outings to promote this worthy cause.

Tonto is the seventh largest national forest in the United States. Vegetation communities range from Sonoran Desert, to grasslands, to ponderosa pine forest. Resources managed on the Tonto include wildlife habitat, archaeological sites, rangelands used for permitted domestic livestock grazing, recreation, wilderness and minerals.

The forest holds unparalleled opportunities for hiking, horseback riding, hunting, fishing and exploration. Most important, it's right outside your back door. Roosevelt Dam, which was completed in 1911, was the reason Tonto National Forest was created by President Theodore Roosevelt.

Weeds spread very rapidly throughout the desert and crowd out native plants. Presently, two South African plants, Fountaingrass and Buffelgrass are threatening the long-term survival of many Arizona Sonoran Desert species, including our saguaro.

Fountaingrass is a close relative of Buffelgrass, the most problematic invasive species in Saguaro National Park. Fountaingrass is present in much of the western United States and is a big problem in Arizona.

Regrettably, Fountaingrass has escaped to Tonto National Forest. Moving rapidly, dangerous Fountaingrass and Buffelgrass fires burn at 1,400 degrees.

These plants alter the fire cycle to the detriment of native plants and animal species. During wet winters, invasive annual grasses flourish. Desert summer begins and the grass dries. When lightning strikes the Sonoran Desert, devastating fires have resulted from these dry invasive grasses.

FOTNF have been mapping out areas of non-native dangerous plants. Volunteers remove grass by digging it out. Additionally, the Tonto uses contractors who are certified to apply herbicides to control larger infestations.

If you notice any Fountaingrass in the desert and would like to help map, Friends of the Tonto use a smart-phone app that can be downloaded for free, called *Collector*. If you would like to help with mapping these two invasive grasses in Central Arizona, contact Friends of the Tonto at friendssoftontof@gmail.com.

They can provide brief training, so you are able to definitively identify Fountaingrass and Buffelgrass, download and use the *Collector* app on your phone, and provide passwords to be able to contribute to their electronic maps.

Every fall, volunteers restore the monarch butterfly habitat.

In addition to this project, there are several more that are helping Tonto National Forest in its mission, including:

- Riparian photo point monitoring of more than 1,000 sites forest wide.
- Range and wildlife water development inventory.
- Adopt-a-Trail and Adopt-a-Site.

Patti encouraged anyone to become a member of FOTNF by checking out friendssoftonto.org, a 501 (c)(3) organization.

Because of the increase in fires, limited budget and reduced staffing, Tonto National Forest highly values this volunteer organization to aid in the conservation of our natural resources. ■

RMRSC extends a warm welcome to anyone who would like to attend our next meeting on Thursday, April 11, at 9:30 a.m., at Red Mountain Ranch Country Club, 6425 E. Teton Circle. Information about RMRSC and events can be searched at rmrsc.com.



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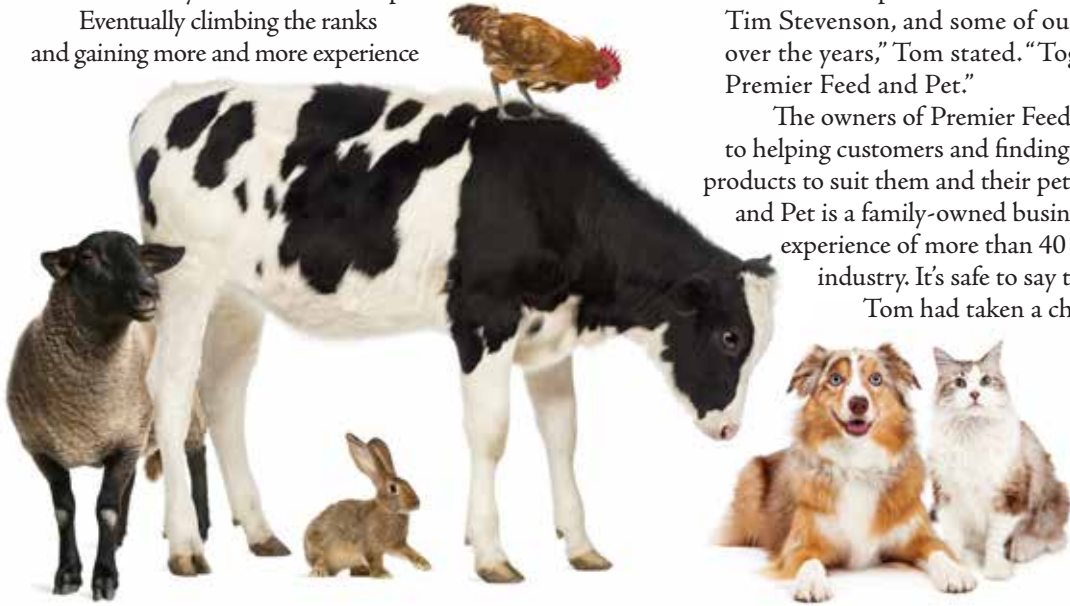
By Mercy Rivera

Many people have one or more animals for whom they lovingly care, but sometimes it's a hassle to go to multiple pet stores for all related needs. The simple solution is Premier Feed and Pet, the new one-stop shop for everything your pets might need. Brands offered cater to almost every type of pet—dogs, cats, horses, livestock, poultry, birds and other small animals. With the wide range of animals served, the thought of having to stop at multiple stores is no more. One of the pet store owners, Tom McClintock, has nearly 20 years of experience working in the feed and pet industry. In the year 2000, he began working in the industry. At Superstition Feed, he served as a yard employee, with the dream of building a better future for his son. Tim Noland, the son of Carol Noland, the woman who had hired him, passed on his knowledge of life and the feed and pet industry. This led to Tom's immense love for the industry and the drive to open his own store. Eventually climbing the ranks and gaining more and more experience

and love for the feed and pet industry, Tom worked alongside people with a common passion for animals. Working at Superstition Feed eventually evolved into Tom managing the entire store for about eight years, until 2013, when he began running a Pet Club location on his own. Within three short months of his management, Tom grew the location's business by 30 percent. All was well and good until 2017, when new owners took over Pet Club, and Tom saw the integrity of the brand deteriorate. As he saw the failing of the store for which he cared so many years, he came up with the idea of creating his own store that would focus on customers and good deals for good products. Tom wanted to offer as much as possible without throwing quality out the window. He believed in the perfect balance of quantity and quality to meet the needs of animal owners. It was his desire to give customers what he knew they deserved. "I teamed up with an investor, my good friend, Tim Stevenson, and some of our best employees from over the years," Tom stated. "Together, we've created Premier Feed and Pet." The owners of Premier Feed and Pet are dedicated to helping customers and finding the most helpful products to suit them and their pets' needs. Premier Feed and Pet is a family-owned business with a combined experience of more than 40 years in the feed and pet industry. It's safe to say they know their stuff. Tom had taken a chance on offering the best of the best to animal owners. "I saw a huge potential in opening up a new store, offering the quality products, variety, customer service and

prices I knew our customers deserved," Tom said. "With the help of longtime friends and former co-workers with experience in the pet and feed industry, I was able to make my dream a reality." The new store offers competitive pricing and the best quality, as well as many options from which to choose. An assortment of bunnies, chicks and much more also is available. On top of that, they offer delivery service for bigger orders, and will order products if customers can't quite find what they want for their pets. For dog lovers, Premier Feed and Pet carries Breeder's Choice Pet Food products. These products are most popular and helpful for dogs. Pinnacle and Avoderm brands are also available, which claim to be very good products, even presenting frequent-buyer programs. For example, they have a buy 10, get one free offer. Even Tom recommends the brands. "The quality of ingredients can assist in addressing your dog's skin irritation, coat thickening and digestion," he stated. "These brands also are helpful for dogs with allergies." Premier Feed and Pet is an amazing new store, complete with tons of knowledge and great prices to match. Its family-owned-and-operated reputation shows a sense of pride in the community. The way they operate things is something very special. There is a sincerity in the interest store owners show in meeting the needs of customers and their pets. The business owners have their eyes on nothing less than providing quality products and services, securing additional locations and growing their company. The objective is to help more animal owners with their specific needs. For a local store, they have all the makings of an amazing business all pet owners should experience. ■

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REAL ESTATE

Sellers Often Make Seven Mistakes When Showing Their Homes

By Lorraine Ryall
Associate Broker, CDPE,
CSSN, CNE
KOR Properties



As soon as it is listed, you anxiously await the showings to start flooding in for your home. The first couple of weeks usually are the busiest for a new listing. So, don't be surprised if showings quiet down a little after the initial week or two. You should have a professional photographer take excellent pictures that will showcase your home on the Internet. This is the first place buyers will look, and those pictures will determine if the buyer takes the next step to set up an appointment to view your home.

The last thing you want to do is have the buyer come to the house and say, "It doesn't look anything like the pictures." The photographs showcased your home, but now it's your turn. How you handle showings can have a big impact on how quickly you sell and for how much you sell. When I take my clients to view homes, we often are amazed at some of the things we find. Many are things that have a negative impact on the buyer, but can easily be avoided. The buyer's first impression is so important and will set the stage for the rest of the showing.

MISTAKE NO. 1
BAD SMELL

This can be pet odor, house odor or scents that just are too strong. If buyers walk into a house to pet odor, chances are they will turn around and walk right back out. A musky or stale house smell can be remedied easily with a good cleaning and airing of the home. While using scents, such as plug-ins, air diffusers or candles, is a good idea make sure it's subtle and not overpowering. Apart from the fact some buyers may be bothered by strong scents, it also can make them wonder if they are covering up something else.

MISTAKE NO. 2
TOO MUCH CLUTTER

Buyers need to be able to see themselves and their family living in your home, but that's hard to do if it's full of clutter. You want your home to look as spacious and open as possible. So, now is a great time to get a head start on your packing and the boxing up of all your knick-knacks and personal items. A home with clutter makes it feel messy and smaller than it is.

MISTAKE NO. 3
LEAVING LOTS OF FAMILY PICTURES OUT

I am not a believer that all photos need to be removed. Having some family pictures shows it is a family home with happy memories. However, if you have a wall with lots of pictures, take down all but a couple, and don't forget to patch up the holes left behind.

MISTAKE NO. 4
YOUR HOME ISN'T CLEAN AND TIDY

Think about a model home, the way it makes you feel when you enter. It's clean and bright, with everything having its place. That's the feel you want your home to have when buyers walk in. Make sure all the beds are made, clothes are put away and the dishes are done. Keep your kitchen countertops clean and free of appliances, too. The same applies for the bathrooms. Keep the countertops and showers clean and free from personal items. One of the simplest ways to do this is to have all your shower and bathroom items in a bin. That way, when there is a showing, you just pick it up and stash it under the sink or in a closet. The same can be done with kids' toys and other items. Have one or two laundry baskets ready to grab. If you have to leave in a rush, you can just sweep the house, picking up anything that has been left out and put it in the laundry basket. Stash it in a closet or in the garage. You even can put it in the back of your car for the showing.

MISTAKE NO. 5
HOME IS TOO DARK

Open the blinds or shutters to let in light and turn lights on, especially side lamps that can give your home a soft warm glow. You may not want to open all the blinds if you are selling in the summer. So, open the blinds on the windows that don't get all the sun, and make sure to turn on the lights. You also can crack the blinds enough to let in the light but not the direct sun.

MISTAKE NO. 6
FORGETTING TO CHECK THE OUTSIDE

You can spend so much time getting ready on the inside that you forget the outside. Make sure you keep up with the landscaping and curb appeal. It is so important and the first impression a buyer gets of your home. Check the backyard, and pick up anything that has been left out from the weekend BBQ or family pool party. A quick way to help brighten up the yard is planting annuals in pots and replacing faded chair cushions with new bright ones. If you have pets, don't forget to pick up the poop before the showing. That's the last thing you want a buyer to have to deal with.

MISTAKE NO. 7
NOT LEAVING DURING SHOWINGS

There is nothing more awkward than showing a home to buyers when the seller doesn't leave. The buyer feels uncomfortable and doesn't want to make any comments or ask questions, knowing the seller may overhear. Instead of taking their time to go through the home and appreciate everything your home has to offer, they will rush through, so they don't inconvenience the seller anymore. The last thing you want to do is make a buyer rush or feel uncomfortable in your home. ■

If you would like more information on how to get your home ready to list or ready to show, please contact me directly. I will be more than happy to help. Please contact me at Lorraine@Homes2SellAZ.com, or call (602) 571-6799. Visit my website at Homes2SellAZ.com.

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5831 E. Inca St.	2,006	Alta Mesa	\$318,000
2509 E. Ivy St.	1,943	Russell Manor	\$320,000
5033 E. Hobart St.	1,865	Copper Crest	\$337,500
5040 E. Hobart St.	1,971	Higley Heights	\$340,000
2906 E. Nora St.	2,100	Rancho de Arboleda	\$345,000
3153 E. Leonora St.	1,960	Rancho de Arboleda	\$345,000
5024 E. Fox Cir.	2,070	Northpointe	\$350,000
3018 E. Mallory St.	2,390	Vista Mesa	\$358,000
2132 E. Laurel St.	2,490	Citrus del Ray	\$384,500
2054 N. Ashbrook	3,004	Southwest Groves	\$385,000
1312 N. Gentry Rd.	3,389	Scot Manor	\$390,000
2040 E. Kenwood Cir.	3,220	Orange Blossom Estates	\$399,900
3054 E. Norwood St.	2,217	Vista Mesa	\$456,000
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1047 N. Quinn	3,177	The Grove at Valencia	\$718,411
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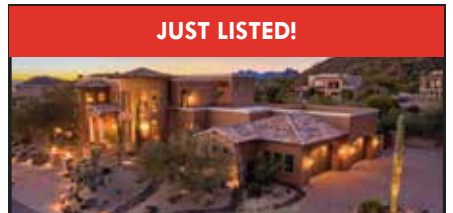
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HEALTH

Prepare the Body to Make the Swing

By Ryan Bell, Physical Therapist Assistant (PTA), Functional Golf Specialist (FGS)

As spring nears, many will get back into the swing of things and enjoy the lovely greens the Valley of the Sun has to offer, while realizing one of the beauties of golf is the mere fact you can spend a lifetime playing and perfecting the game.

Golf requires a great deal of skill and perseverance to truly excel. Unfortunately, most golfers typically will experience some injury during their time spent playing the game. The extent of the injury and severity varies from small nagging injuries to a debilitating injury that could keep you from loving the game.

Typical injuries that can be seen from golf are due to mechanical impairments of the body and overuse that can result in pain and tend to affect the desired swing.

You may have heard about a golfer suffering from an injury explain how he has changed his swing to avoid symptoms. However, he cannot drive the ball down the fairway quite as far now. The body is resilient in its attempts to create compensations to resolve pain, but this also compromises the performance.

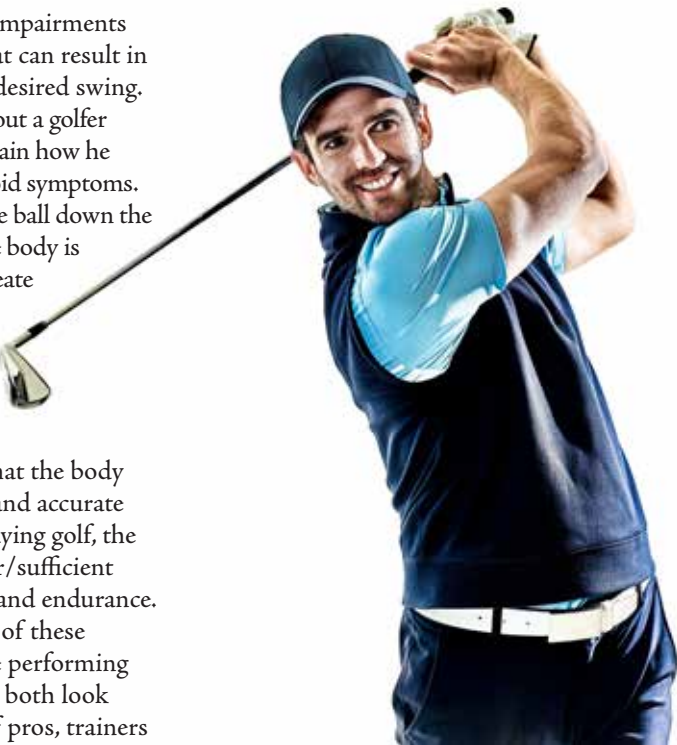
Oftentimes, the decrease in performance is due to a lack of resources that the body needs to create a powerful and accurate swing. Essentially, when playing golf, the body has to have the proper/sufficient mobility, stability, strength and endurance.

It is important that all of these aspects are addressed while performing exercises and activities that both look and feel like golf. Local golf pros, trainers

and physical therapists trained in golf performance are an important piece of improving your golf game.

Here at Spooner Physical Therapy, we have qualified physical therapists to help you rehab your preexisting golf injuries. We also have a certified functional golf specialist (FGS) who can help you develop/tailor an exercise program that is authentic to the game. Our goal is to address the mechanical deficits to enhance movement and allow the player to make the desired swing. ■

Spooner Physical Therapy, in North Mesa, is located at 6824 E. Brown Road. To learn more, call (480) 924-5514, or visit spoonerpt.com/locations/north-mesa.



LOCAL BUSINESS

Disinfect Your Home to Fight Illness

By Gina Bring

If this season of coughing, sneezing and sick days has you looking for a primer on how to disinfect your home, we have answers.

A clean home can be one more weapon in your arsenal to fight sickness.

FAUCETS MAY MAKE CLEAN HANDS BUT THEY HOLD GERMS, TOO

While we want to wash our hands often during cold and flu season, what about those faucets that get touched by germny hands? Germs can stay around for the next person to pick up. A great idea has become a home for the germs you were trying to avoid.

Be sure to disinfect faucets to prevent germ sharing. Faucets can get especially icky in shared bathrooms when someone is sick. Blow your nose, wash your hands... repeat. This keeps germs lingering for everyone to share.

HOW TO DISINFECT YOUR HOME BY CLEANING FAMILY AREAS

Family areas, such as kitchens and living rooms, are germ hangouts. Sick family members are drinking lots of water, eating chicken soup, and resting on the couch cuddled under a throw with the TV remote in their hands. All of those places need to be disinfected.

It's good practice year round to clean these shared surfaces, but it becomes even more important to fight illness. Wipe down surfaces frequently, including kitchen counters and fridge handles, microwave and oven. Clean off remote controls and game controllers, as well. Once the sickness passes, be sure to wash throws,

pillows and slipcovers. If you have leather furniture, wipe those areas down, too.

KNOBS AND SWITCHES HARBINGERS OF GERMS

Some places we overlook, even during routine cleaning, are doorknobs and light switches. Multiple times each day, someone is flipping lights on and off or going through a door—especially the bathroom and front door.

TOILETS HOLD LOTS OF GERMS

When considering how to disinfect your home, consider all parts of the bathrooms. You already know about the faucets, but the toilets need to be cleaned, too. Clean the inside and outside of the bowl, as well as the seat, lid and handle.

Remember that germs actually spray out of the toilet bowl and land on surfaces when you flush. Train everyone to put the lid down first, and take precautions by cleaning all bathroom surfaces, including the floor.

STAY AHEAD OF FLU SEASONS WITH A CLEAN HOME

If you're the primary housecleaner and you're sick, much of these tips for disinfecting your home probably aren't getting done. So, keep Carnation Home Cleaning in your back pocket. We will clean your home regularly, using only eco-friendly products safe for your family (including pets) and the environment. ■

For a free estimate, contact Carnation Home Cleaning at (480) 924-2096, or visit CarnationHomeCleaningInc.com.



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LOCAL BUSINESS

Many Factors Contribute to **QUALITY AUTO GLASS REPAIR**

By **Jeremy Solheim**
Auto Glass Expert

Replacing a windshield is a common thing here in Arizona.

Why is that? Think about the landscape. The highways and hillsides are decorated with colorful rock and gravel. A brief drive into this gravel can kick rock up onto roadways. A tiny rock easily can get flipped up onto vehicles at a high speed, resulting in a glass chip. In extreme heat, this chip can fracture into a long crack in a matter of minutes.

Originally, a windshield was placed on a car to shield from rain and wind. Since then, glass has taken on a much bigger function. Some examples include the windshield acts as a backboard for the airbag to deploy. The glass helps prevent ejection from the vehicle. Today, 60 percent of a car's integrity is dependent on the glass.

So, the next time you hear that sharp click on the windshield and it leaves a chip, don't procrastinate the chip repair too long. Take your windshield to a professional for an assessment.

Chip repairs are only as good as the technician, tools and products used. An experienced technician can improve the cosmetic look 80 percent to 90 percent. It will never disappear, but just will look better.

In the chip, loose tiny glass shards are embedded. These extra pieces need to be cleaned out. This can be very tedious. The right kind of pressure must occur while slowly filling the hole with resin. This must be done carefully to keep the air bubbles out and the repair clean.

Unfortunately, this repair can be \$50 to \$130 per chip, depending on your auto insurance coverage. Price fixing, done by big national brands, inflates those prices. Shop around. Some windshield replacement companies will do the first chip repair for free. ■

For more information, call (480) 892-7633. Advantage Auto Glass is located at 1810 N. Rosemont, Suite 103.





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|| SPIRITUALITY

EASTER CELEBRATES THE Core of Christian Faith



By Pastor Paul Frank
Hosanna Lutheran Church

Welcome to the month of April. Have you ever wondered why the month is called April? The name originates from the ancient Roman or Greek word Aprillis, which means to open. It's thought to be a reference to the way so many things open up in the month of April. The flowers open. While seeds lie dormant through winter months, they finally open and new crops begin to emerge.

In some places of the country, it's also the time when golf courses open up for the season. I'm glad our courses never really close.

April also is the time when Christians celebrate the way a tomb in ancient Israel was left open, as well.

This month, we celebrate Easter again—the celebration of the real heart and core of what the Christian faith is all about. Jesus from Nazareth turned out to be God in flesh and blood, God who had come into His creation to live the perfect life we sinful broken people could not live. He then died in sacrifice to atone for all our sins.

His lifeless body was sealed up in a tomb when a large stone was rolled to the entrance. Everything seemed lost in that

moment. But... and everything changes after the but...

Everything seemed lost, but then, on the third day, just as He said He would, Jesus rose up in new life. He stepped forth victorious from the grave. He left that tomb opened and empty.

April is a great name for the month in which we celebrate what is opened for us all. You see, in Jesus Christ we have been redeemed. Because of His sacrifice in that death upon the cross, our sins have been atoned for and our souls are washed clean. And because He rose from the grave and left the tomb standing opened, we have been raised up in new life by faith, and we have the hope of eternal life to come.

Our graves also will be left opened. Christ has opened up the gates of heaven for all who trust in Him. Christ has opened up His eternal home for all who trust in Him.

Come join us at Hosanna Lutheran Church, on Easter morning, as we celebrate the new life He gave to us on that day when His grave was opened. And join us every Sunday as we live this new life by faith in Him. The church is located at 9601 E. Brown Road. ■

|| COMMUNITY

Enjoy the Celebrate Mesa Event WITH FAMILY AND FRIENDS

By David Luna,
District 5
Councilmember

The Mesa Parks, Recreation and Community Facilities Department offers a wide variety of opportunities to our residents.



The department is best known for offering quality recreation activities and programs at a great value.

As we approach the end of the school year, I want to remind everyone that registration for summer activities begins in early April. You can visit mesaparks.com to explore all the activities, programs, camps and lessons offered.

At this time, I would like to highlight the following upcoming flagship event for the City of Mesa.

dren will enjoy the Tot Spot Toddler area. Fun for older children includes carnival rides. For \$5, wristbands can be purchased for unlimited rides.

Celebrate Mesa participants will have the opportunity to explore the Living Green Village and learn how to celebrate Earth Day every day by recycling and reducing waste.

Pioneer Park is newly renovated with a state-of-the-art playground, which includes a water wall and splash pad.

For more information about Celebrate Mesa, visit the website at celebratemesa.com.

I hope you take advantage of the great programming provided by the Mesa Parks, Recreation and Community Facilities Department and attend Celebrate Mesa. ■

If I can be of service to you, or you wish to speak with me, I can be reached via email at district5@mesaaz.gov, or by phone at (480) 644-3771.

CELEBRATE MESA 2019

Celebrate Mesa is a free community event commemorating the amazing parks Mesa has to offer, while showcasing City departments and services to our residents in a fun and entertaining environment. I invite you to join in on the festivities.

Celebrate Mesa takes place on Saturday, April 13, from 10 a.m. to 2 p.m., at Pioneer Park, 526 E. Main St.

The free admission event features live entertainment, a petting zoo, food trucks, contests and giveaways. There also will be a KidZone with bounce houses and kids' games. Younger chil-



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EDUCATION

Health Care Career Opportunities Expand AT MCC RED MOUNTAIN CAMPUS

Submitted by Mesa Community College

Mesa Community College (MCC) is expanding its health care career education opportunities with the relocation of the Nurse Assisting Program to its Red Mountain Campus.

A new, 1,646-square-foot facility is being created by a renovation of the Acacia Village building, which will feature a 10-bed laboratory for student training. Although the new facility is based on the best aspects of the former nursing assistant teaching space on the Southern and Dobson Campus, federal Carl Perkins funds are being used at the Red Mountain site to provide all new, state-of-the-art equipment and media.

“In addition to this new facility, we have restructured our former full-semester program into eight weeks so we will be able to serve more students interested in this in-demand occupation,” said Diane Dietz, Nursing Department chair. “The course includes lectures, lab and clinical experience to prepare students for the State of Arizona exam to become a certified nursing assistant (CNA) or licensed nursing assistant (LNA).”

NURSING ASSISTANTS IN DEMAND

According to the Bureau of Labor Statistics, the need for nursing assistants is expected to continue to increase at a much faster pace than most occupations. Nursing assistants provide basic care to young and old patients under the direction of nursing staff. Diane added that the MCC program is highly regarded and extremely affordable compared to for-profit colleges.

The Nurse Assisting Program often is where many students begin their journey to becoming a registered nurse (RN). The MCC Nursing Program is ranked No.1 in the RegisteredNursing.org list of 2019 Best RN Programs in Arizona. The ranking is based on analysis of National Council Licensure Examination (NCLEX) RN pass rates, comparing the percentage of graduates who pass the exam on the first attempt among the 27 RN programs in the state.



Pending site evaluation and approval by the Arizona State Board of Nursing, the Nurse Assisting Program at the Red Mountain campus is scheduled to begin in the Fall 2019 semester. For registration information about the Nurse Assisting Program, contact Tamara Lawrence, nursing administrative specialist-senior, at tamara.lawrence@mesacc.edu.

MCC RED MOUNTAIN CAMPUS

The MCC Red Mountain Campus is known for its stunning desert environment, undergraduate research opportunities and STEM education. Dedicated to sustainability and the environment, the campus has been an important partner with AZGFD, U.S. Fish and Wildlife Service, the Phoenix Zoo and Desert Botanical Garden in protecting threatened wildlife species.

Transfer agreements with MCC university partners can put students on the most direct path for those pursuing bachelor's degrees. At MCC, students pay 75 percent less than at most four-year institutions and save on free services, which quickly can add up on other campuses, such as admission, parking, tutoring, placement testing, career advising, counseling and help finding a job. ■

Find out more about the MCC Red Mountain Campus at mesacc.edu/red-mountain, or go to mesacc.edu for details about becoming an MCC student, including financial aid and registration.

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The Maricopa County Community College District does not discriminate on the basis of race, color, national origin, sex, disability or age in its programs or activities. For Title IX/504 concerns, call the following number to reach the appointed coordinator: (480) 731-8499. For additional information, as well as a listing of all coordinators within the Maricopa College system, visit <http://www.maricopa.edu/non-discrimination>.



**MESA
COMMUNITY COLLEGE**
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Red Mountain Campus

LOCAL BUSINESS

KNOW BEFORE YOU THROW

By Jon Englund

Just about the time you read this article, we'll be winding down the famed NCAA Final Four Tournament and National Championship game for men's Division 1 college basketball.



Jon Englund and Donna Luger

The tournament has a long and storied history dating back to 1939, at which time only eight teams participated. It has been held every year since and now involves 68 teams over a period of 19 days. With that amount of national participation and exposure, it has turned into one of our nation's premier sports events.

So, while college sports collectibles don't necessarily command the prices that professional sports collectibles do, there still is a good deal of interest in the genre.

Within the genre are three primary groups of collectibles. They are memorabilia, equipment and uniforms. Memorabilia would include things like trophies and medals, pendants, photographs and ephemera (paper items not meant to last long, such as programs, postcards and tickets). Equipment would include basketballs and nets. Uniforms would, of course, include clothing and shoes.

Value is impacted by factors such as condition, scarcity, event and player recognition, as well as provenance or the documented history of an item.

Some interesting items recently spotted for sale online include:

- A John Wooden signed official NCAA Final Four game basketball for \$1,850.
- A Dean Smith signed North Carolina

- Tar Heels NCAA game basketball, also \$1,850.
- A Mike Krzyzewski signed Duke Blue Devils basketball jersey for \$1,015.
- A Wisconsin Badgers team-issued practice jersey for \$300.
- A Michael Jordan autographed University of North Carolina Player of the Year *Sporting News* magazine, \$1,300.



What is one of the priciest items? Michael Jordan's North Carolina Tar Heels autographed and framed jersey with photos and authentication by sports memorabilia company Upper Deck. A cool \$4,000 and it's yours.

So what's in your locker? ■

Jon Englund has more than 30 years of experience in appraising and liquidating personal property, jewelry, art, collectibles, antiques, furniture, printed items and more, as well as more than 15 years of experience in real estate. A Midwest transplant, Jon trained at New York University in appraisal studies.

Donna Luger has assisted during that time, and is a veteran Associate Broker and Realtor with HomeSmart Realty—Elite Group.

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

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REAL ESTATE

Downsizing Can Be A Daunting Process

By John Karadsheh

If you've thought about downsizing, you're not alone.

We always have a steady stream of clients looking to scale back the size of their homes, simplify their home maintenance, and reduce their expenses by downsizing their primary properties.

Unless you have just watched a marathon of Marie Kondo's *Tidying Up* on Netflix, downsizing feels like a daunting task. Deciding what to keep and what to get rid of can be overwhelming and paralyzing. Moreover, rethinking how you want to live your life in a smaller space requires recrafting what already may feel perfectly comfortable. However, with some forward thought and planning, the process can be both positive and liberating.

The first thing to do when considering a downsize move is to establish why you want to do so. Maybe downsizing allows you to work less or retire earlier. Perhaps the move will allow more time for family or resources for travel. Maybe the change will simply provide peace of mind.

Our clients who have established their goals and focused on them have found happiness in the downsizing process. Moving because you think you *should* is never as inspiring as moving because you want to have the capacity to do something more.

Secondly, think about how you are going to use your home in the next five to 10 years, and then prioritize your wants and needs. Perhaps you love to restore cars and a three-car garage is a priority. For someone else, a gated community, with included yard maintenance, is key because they desire to travel more. Another person may just want to eliminate the mortgage to have more financial freedom.

The challenge with downsizing is that most clients



John Karadsheh

have everything they want in their current home. So, the process of giving something up feels uncomfortable.

Next, evaluate the costs. If you are downsizing to reduce expenses, carefully consider your current home expenses. Run scenarios for what costs might be associated with a move and establishing your next home (we can help with this).

Perhaps your idea is to move from a single-family home into a condo. This sounds like a great idea. However, will it really be less expensive? HOA fees in condo communities normally are much higher than traditional HOA fees. So, it is worth taking the numbers into account.

Also, smaller homes are in demand, so sometimes it costs the same amount to move into a smaller, newer home than it would to stay in your existing home. Because of this, many clients who start out with the intention of downsizing have found that it makes more financial sense to stay put, do a remodel and hire a maintenance service.



After answering the why, how and where questions associated with your situation, we recommend starting with a *pre-move* to prioritize what items in your home you wish to keep. When downsizing, it usually is not possible to take all the items from a 3,500-square-foot, three-car garage home and comfortably fit them into a 1,600-square-foot condo with a two-car garage.

We will admit this part of downsizing can be a difficult process, but try to focus on keeping the things you love and will use every day and not as much on the items you might need one day or *should* keep.

One of our clients, who recently downsized, told us that she got rid of her everyday dishes and decided that from now on she would just use her Waterford glasses, fine china and sterling silver. "With our luck, our kids will just donate the lot to Goodwill," she said. "So, we may as well enjoy our beautiful things every day starting now."

In addition to slowly starting the *pre-move*, it is critically important to get out and start looking at what type of housing options are available. We find that clients often need six months to a year to wrap their heads around what they are looking for and what compromises they are willing to make, and blend that with what actually is available in the marketplace and within their budget.

While it all sounds daunting, we are here to help. Don't hesitate to contact us at (480) 568-8680, and let us help you talk through the downsizing process and make a plan. ■

John Karadsheh is the Designated Broker for KOR Properties. He has been a Multi-Million Dollar producing agent for more than 16 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.

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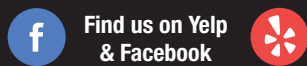
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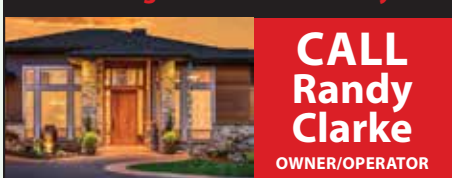
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