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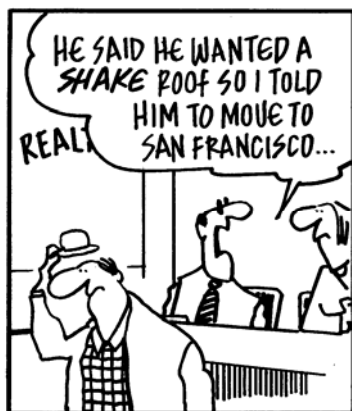
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# Vicky & Mitchell Pogue

YOUR PERSONAL PROFESSIONAL REAL ESTATE PARTNERS

## Life Touch Connections!®

*"Insider Tips For Healthier, Wealthier, More Blessed You!"*

## Five Surefire Ways To Spot A Liar...

Do you remember the old joke: "How can you tell if a politician is lying? Answer: Their lips are moving!"

Well, almost *everyone* lies at sometime, according to Dr. Robert Galatzer-Levy of the University of Chicago. In fact, research has shown that people lie in one-fourth of their daily social interactions." White lies, little kid lies, vicious lies, lies of infidelity...and infamous 'presidential' lies! There can be severe penalties for lying. If you lie in court and get caught, you can go to prison. Most liars usually give themselves away with their body language or their words. Here are five surefire ways for becoming an expert 'liar detective':

- 1. Shifty Eyes.** Shifty eyes are the hallmark of a liar, according to a recent study of people polled in 75 countries. Looking away or lack of eye contact are non-verbal signs that may indicate the person is lying.
  - 2. Body Language Giveaways.** Look at body movements. Is the person fidgeting? Is their body stiffening? Watch their hands, fingers, legs, and feet. Also, look at their emotional facial expressions. Watch for small, brief expressions that run counter to the person's facial gestures.
  - 3. Verbal Clues.** Liars tend to hesitate, stammer, or stutter when speaking. Watch for slow speech, pauses, and a higher-pitched voice.
  - 4. Inconsistencies.** If a "liar" tells you something that doesn't add up, ask for an explanation. Then watch for clues. Are they defensive? Do they give you too much information and go overboard with a lie?
  - 5. Intuition.** Pay attention to clues. Listen to what a person is saying (and how they're saying it). Look at what a person is telling you with their body and gestures. Does the person say they're glad to see you, but then moves away...or gives you a tepid handshake?
- The chance a person is lying increases when their words and gestures don't match. Asking questions is the best way of getting to the truth.

### How Much Of Your Personal Net Worth Is Sitting In Your Home?

You might be shocked to learn how much your net worth has automatically increased and is sitting idle in your home. Don't leave your financial well-being up to just anyone. Call us at

**434-258-6655**

or

**434-660-6471**

and we'll give you all the facts, based on valid, real-world home sales history. Call now!

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## Word Of The Month...

Studies have shown that your income and wealth is directly related to the size and depth of your vocabulary. Here is this month's word, so you can impress your friends. You may even be able to fatten your wallet!

**quiddity** • \KWID-uh-tee\; noun

**Meaning:** the essence of a thing

**Example Sentence:** Although the new owners plan to renovate the building, they also want to preserve the **quiddity** of the original restaurant.

## No More Colds...

Researchers at Acadia University in Nova Scotia found that people who lifted weights for 30 minutes three times a week have a stronger immune system and fewer colds.

## Running On Empty?

Here's some great recipe substitutions...for when your cupboard is bare...

- For a cup of fresh bread crumbs, use 3/4 cup crushed plain crackers.
- For 1 cup buttermilk, use 1 cup cream, half-and-half, or milk, plus 1 tablespoon lemon juice or vinegar.
- For a teaspoon of lemon juice, use 1/2 teaspoon vinegar.

## California Dreamin'...

You know you live in California when:

- You make over \$250,000 a year and still can't afford a house.
- Your child's 3<sup>rd</sup> grade teacher has purple hair, a nose ring, and is named Breeze.
- A family of four owns six vehicles.
- A really great parking space can move you to tears.

## Quotes Live By...

Somewhere, something incredible is waiting to be known.

Carl Sagan

If A is success in life, then A equals X plus Y plus Z. Work is X; Y is play; and Z is keeping your mouth shut.

Albert Einstein

If opportunity doesn't knock, build a door.

Milton Berle

# Secrets Of Female Millionaires

Did you know there are more women millionaires today than at any time in history? It's true. Thomas Stanley, author of *The Millionaire Woman Next Door*, has come up with some interesting facts. The average female millionaire is 49 years old, married, a mother, spends 3-4 hours a week at the gym, and works a 50-hour week.

Stanley found three themes that stood out. Female millionaires were responsible for budgeting and financial planning in their households and had a detailed method of tracking expenses. Second, female millionaires focused selling their skills rather than merchandise. Service businesses enabled the women to do what they liked, and work a reasonable schedule.

Third, female millionaires viewed themselves as leaders. Four out of five women millionaires focused their attention on the future...and not what had happened in the past. The millionaire women were proactive, and believed it was their responsibility to move situations forward.

## Please Welcome Our Newest Clients And Friends!

We're thrilled to welcome our newest clients and friends into our real estate family. Thanks so much for thinking of us with your referrals when you, your family or friends need a caring and competent REALTOR®:

*Matt & Gaylyn Pantana, Jim & Linda Crosby,  
Jeff & Alicia Galino, Dan & Robyn Finley,  
Gene & Joyce Dorr, and Betsy Dyson*

## How to Reduce Your Risk of Colon Cancer...

You can reduce your risk of colorectal cancer by 15 percent just by drinking one glass of milk a day! Researchers at Harvard Medical School found that by drinking milk and taking calcium supplements (1,000 mg) daily you can reduce your risk of colon cancer by 24%.

The study analyzed the calcium intake of over 500,000 men and women, and colorectal cancer and was published by the *Journal of the National Cancer Institute*. Researchers recommended eating lots of fruits, vegetables and whole grain, while reducing your fat intake. They also recommended exercising regularly and getting a regular colon-screening test to reduce your risk of colon cancer.

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## Brain Teaser...

What are the next two letters in the following series and why?

W A T N T L I T F S  
(The answer is on page 4.)

## Did He Really Say That?

Here's why some athletes can't have real jobs:

-- Boxing promoter Dan Duva on Mike Tyson hooking up again with promoter Don King: "Why would anyone expect him to come out smarter? He went to *prison* for three years, not Princeton."

-- Frank Layden, Utah Jazz president, on a former player: "I told him, 'Son, what is it with you? Is it ignorance or apathy?' He said, 'Coach, I don't know and I don't care.'"

-- New Orleans Saint RB George Rogers when asked about the upcoming season: "I want to rush for 1,000 or 1,500 yards, whichever comes first."

## How Things Have Changed Since The Year 1900...

- The average life expectancy in the U.S. was about 48 years.
- For every 1,000 births, six to nine women died.
- Fewer than 15 percent of the homes in the U.S. had a bathtub in 1900.
- The 3 leading causes of death in the U.S. were pneumonia and influenza, tuberculosis, and diarrhea.
- 10% of U.S. adults couldn't read or write.

## A Dog Lover's Story!

Upon entering a little country store, the stranger noticed a sign saying, "DANGER! BEWARE OF DOG!" posted on the door. Inside, he noticed a harmless old hound dog asleep on the floor near the cash register. He asked the store's owner, "Is that the dog folks are supposed to be beware of?" Yes," the proprietor answered. "That's him." The stranger couldn't help being amused. "That certainly doesn't look like a dangerous dog to me," he chuckled. "Why in the world did you decide to post that sign?" "Because," the owner replied. "Before I posted that sign, people kept tripping over him."

# Preventing Head Injuries

Did you know that up to 85% of head injuries to bicyclists can be prevented just by wearing a helmet? With more and more people riding bicycles for exercise and fun, it's a sport that's not just for kids anymore. Here are four important tips that can help make your next ride a safe one.

1) Your bicycle helmet should have a snug fit, but feel comfortable. Select a helmet that is recommended by the National Standards Institute, [www.ansi.org](http://www.ansi.org). 2) Wear appropriate clothing. Clothing should be light and close fitting to avoid being caught in the bicycle's moving parts. 3) Make sure your bike is adjusted properly. Check that all parts are secure and working. The handlebars should be firmly in place and turn easily. The wheels should be straight and secure. 4) Check tires for proper pressure and make sure there are no bulges or cracks. For more information on bicycling and bike safety, go to [www.bicyclinginfo.org](http://www.bicyclinginfo.org)

## A Fun Summer Recipe from Vicky's Kitchen...

### ■ Knox Blocks ■

*Mix 4 small envelopes unflavored Knox Gelatin with 1 cup cold water, and set aside.*

*Mix together 4 cups boiling water with 3 - 3oz boxes Jello any flavor.*

*Stir 2 mixes together, pour in 9x13 inch pan. Chill until firm. Cut into blocks or fun summer shapes using cookie cutters.*

# Help Your Kids Deal with Bullies

Bullies are among the top fears school age children expressed in a recent study. Here are six strategies for dealing with bullies in school:

1. **Listen to your children.** Encourage your kids to talk about school and other kids, so that you can hear if they are having any problems.
2. **Take your child's complaints of bullying seriously.** A minor complaint may actually uncover a more serious problem.
3. **Report bullying behavior to school officials.** They can stop the problem at the source. If it's happening to your child, chances are it's probably happening to other children.
4. **Help your child learn the social skills they need to make friends.** A confident child who has friends is less likely to be bullied.
5. **Teach your child non violent ways to resolve arguments.** Teach your child self-protection skills, staying alert and verbal assertiveness.
6. **Teach your child that they can walk away from a bully.**

For more information on how to protect your children from bullies, go to [www.mcgruff.org](http://www.mcgruff.org).

Log on to our personal web site at: [www.VickyPogue.com](http://www.VickyPogue.com)

## Is The Doctor In?

These quotes were taken from actual medical records dictated by physicians:

- Patient has chest pain if she lies on her left side for over a year.
- The patient has been depressed ever since she began seeing me in 1983.
- She has had no rigors or shaking chills, but her husband states she was very hot in bed last night.

## Brain Teaser Answer:

A and W. The pattern is the first letter of every word in the sentence.

## A Fast Fact About Life!

- ✓ Wearing headphones for just an hour will increase the bacteria in your ear by 700 times.

## Who Gets The House?

It appears the birds do! There's an emerging trend in divorce settlements: the children stay in the family residence while the parents alternate living and caring for them. They call it Bird-nesting! The "new conventional" thinking...the kids will have a more stable home life. Yes, but the parents will be nuts!

### THANK YOU for reading our *Life Touch Connections!*<sup>®</sup>

personal newsletter. We wanted to produce a newsletter that has great content and is fun and valuable to you. Your constructive feedback is always welcome.

**AND...**whether you're thinking of buying, selling, or financing real estate, or just want to stop by and say "Hi," We'd love to hear from you...

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# “Who Else Wants To A Gift Certificate”?

*Your chances to win are better than you think!*

Sorry, No winner this month. No one guessed the man who always wore lots of diamonds on his hands, Liberace.

What entertainer responded to criticism by saying,

“I cried all the way to the bank?”

- a) Don Ho      b) Jack Benny      c) Bing Crosby      d) Liberace

The answer is “D,” Liberace. So let's move on to this month's trivia question...

What actress won an Academy Award for her work in

“As Good As It Gets?”

- a) Helen Hunt, b) Charlize Theron, c) Bette Midler, d) Cher

Call us with the correct answer and maybe your name will be drawn for the gift certificate!      **434-258-6655 or 434-660-6471.**

## Real Estate Corner...

**Q. We are planning to sell our home soon. What room should we focus our main attention when getting our house ready for sale?**

**A.** Focus on the kitchen. The kitchen is a major consideration in most sales. For many people, the kitchen is the most important room in a house. If you have an outdated kitchen and plan to sell your home, a kitchen remodel usually doesn't make sense. However, a kitchen makeover can work magic in brightening your home. Here are a few tips to liven up a tired kitchen without taxing your pocketbook:

- 1) **A New Coat Of Paint.** A fresh coat of paint can work wonders in brightening any room. Focus on neutral colors.
- 2) **Clean Up The Clutter.** Put away any extra appliances, cookbooks, and other messy items that take up counter space.
- 3) **Clean, Clean, Clean.** Make sure everything sparkles...from the windows, appliances, counters, to the floor.
- 4) **Out With The Old, In With The New.** If your countertop tile is outdated, old, or grungy. replace it with new tile. Remember to keep the colors neutral. If you have an old stainless steel faucet replace it with a new one. These improvements can be completed inexpensively, and will increase the value and appeal of your home.
- 5) **Replace Outdated Hardware.** If you have old, outdated hardware on your kitchen cabinets, look for a new, stylish replacement.
- 6) **Lighting.** Make sure there is light shining in the kitchen when you show your house. You want your kitchen to look bright and spotless.

If you are in the market for a buying or selling a home and need competent and caring representation, please call us at **434-258-6655 or 434-660-6471.**

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