

# Don's Senior's News

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## Older Americans Pole Vault Across Digital Divide

60 PLUS ASSOCIATION

February 1, 2013

*All indications show seniors are embracing new technology like never before.*

(Alexandria, Virginia) – A recent online survey of senior citizens conducted by the 60 Plus Association corroborates a growing body of data concluding that older Americans are now well integrated into the mainstream of today's digital and wireless culture. Of more than 2,000 survey respondents, 1,080 seniors stated they make regular use of cell phones, and 904 more use smart phones and take advantage of their advanced features.

Far more Bluetooth than blue hair, America's seniors are now the fastest growing segment of Facebook users with over 14 million logging on regularly to enjoy the benefits of connecting with friends and family, and staying current on news, investments and entertainment. While grandparents may still enjoy their rocking chairs, survey data suggests many are doing so while rocking out on their Twitter account, using a tablet or smart phone, synced to a wireless printer and Roku.

60 Plus has offered testimony in the past to legislatures on the importance of legislation that supports advancing technologies in the life and health of America's elderly. Aside from regular use of social media and smart devices, seniors are benefitting from such things as wireless communication and telehealth, which allows doctors to provide top care at an affordable price when travel is difficult. Follow link to continue

<http://bit.ly/XYZw9g>

## What is a Seniors Real Estate Specialist (SRES)

- Is a designation awarded by the National Association of Realtors SRES<sup>®</sup> Council, to those members who have successfully completed its education program.
- By earning the SRES<sup>®</sup> Designation, a REALTOR<sup>®</sup> has demonstrated the necessary knowledge and expertise to counsel clients age 50+ through major financial and lifestyle transitions involved in relocating, refinancing, or selling the family home.
- An SRES<sup>®</sup> has received special training, gets regular updates, and is prepared to offer the options and information needed in making life-changing decisions.

## New Excise Tax Affects Mostly Seniors

In a Wall Street Journal article by Christopher Weaver entitled "Why A New Healthcare Tax Is Making Its Way To Hospitals, And Patients," he explains the impact on seniors.

(This tax would have added over \$1,800 to the cost of my Pacemaker)

Small medical-device makers have little choice but to pass their new 2.3% excise tax— meant to pay for the health law —on to hospitals and other customers, said the chief executive of one manufacturer that began surcharging hospitals for its wares on Jan. 1.

"The government thinks we're just going to absorb these costs, but for a company like us, it's a lot of money," said Kevin Rudolph, the chief executive of the family-run respiratory valve maker, Hans Rudolph Inc. Instead, he said, device makers will be raising prices or adding surcharges to bills— just like other companies that faced excise taxes in the past.

In a December letter to several thousand hospital customers, Mr. Rudolph told hospitals his company would add a new line item for the tax beginning on Jan. 1. Hospitals and group-purchasing organizations began protesting last week as [similar warnings from other device makers began piling up](#), the Wall Street Journal reported Saturday.

To Continue: [WSJ Blogs - Why A New Healthcare Tax Is Making Its Way To Hospitals, And Patients - Corporate Intelligence](#)

# Are You Lying? Researchers Say the Nose Knows

We've heard about the "telltale" signs of lying: eyes darting to the left, sweaty palms, no eye contact, the ever-lengthening nose belonging to storybook character Pinocchio.

But is there some scientific way to find out when someone is lying?

According to researchers at the University of Granada in Spain, there is.

The scientists combined psychology and thermography to discover that when people lie they experience a slight increase in temperature in the area around the nose and near the orbital muscle located at the corner of the eye.

This may be hard to test without sophisticated instruments, so experts who use lie-detecting techniques in their jobs offer some simpler tips on how to spot the frequent fibber:

- Assess their tone. If someone's tone changes from the way they normally speak (for example, their pitch rises), it could be a sign that they are lying.
- Watch to see if the subject avoids the word "I." When people lie about themselves, they tend to use the words "I" and "me" less frequently. This helps keep them at a psychological distance from the lie.
- Is the individual quick with an answer? When someone responds with no hesitation, the answer may have been rehearsed and the person lying.
- Is the person fidgeting? Random physical actions could mean someone is lying, especially when the lie is directed toward someone he or she loves.

## Quick Quiz

Each month I'll give you a new question.

Just email me at [donzahnle@gmail.com](mailto:donzahnle@gmail.com) for the answer.

### The sun is how old?

## Why Not Pass Me to a Friend?

If you have enjoyed this newsletter and found its information useful, please pass it to a neighbor, friend or co-worker.

If you have any comments about it, don't forget to give me a call or send me an email!

## Are You Wondering How Much Your Home Is Worth?

Do you want to know how the price of your home has changed in today's market? Do you want to know for how much other homes in your neighborhood are selling?

If you're wondering what's happening to prices in your area, or you're thinking about selling your house, I can help.

Either call 404-939-1309 or [email](mailto:donzahnle@gmail.com) me for a no-obligation, professional evaluation.

I won't pressure you into listing with me or waste your time. [Read about how I feel about pressure!](#) I'll just give you the honest facts about your home and its value.

I'll also give you the "inside scoop" on what's happening in the housing market near where you live!

Call me at 404-939-1309 or email me at [donzahnle@gmail.com](mailto:donzahnle@gmail.com) and we will arrange a time to get together.

## Worth Reading

### Obamacare rule could hike grocer costs by \$1 billion

*Washington Times*

New Food and Drug Administration rules to be imposed under Obamacare could lead to higher food prices, according to grocery store executives who are casting wary eyes on the looming mandate. The mandate could boost grocery owners' costs by \$1 billion in its first year, Fox News reports. And that means higher food costs to consumers.

<http://bit.ly/VJIQaU>

### Keystone XL Pipeline Delay Siphons Money from Seniors' Pockets

*60 Plus Association*

Despite broad bi-partisan support for the Keystone pipeline, the President insists on vetoing jobs and energy independence because he agrees with the far left environmental radicals who oppose every attempt to expand America's supply of oil. His policy opposing this energy bonanza is a tragedy that weakens our nation, takes food off the plates of hard working Americans, and keeps energy costs high for all of us.

<http://bit.ly/Wi0aR6>

### The debt limit must not be raised until Washington fixes its spending problem.

*The Path to Balance*

Real spending cuts now. No tax hikes. Real entitlement reforms. No budget gimmicks. Only these policies will fix the spending problem that is the cause of our runaway debt. Any increase in the national debt limit must be accompanied by a ten-year path to balance.

<http://thepathbalance.com/>

# Seniors Lose when Unions Defend the Worst of the Worst

By: Jillian Kay Melchior  
National Review

When hundreds of Connecticut nursing-home workers went on strike this summer, some committed “alarming, malicious events of apparent sabotage . . . that placed the health of many residents in immediate danger,” according to legal testimony to the United States District Court of Connecticut.

Some of the workers even endangered the lives of elderly patients, but now, their union allies are fighting to get them their old jobs back. This case is no exception: In both the private and the public sector, unions protect the jobs of all their members, even those who have done something wrong, inappropriate, dangerous, or criminal.

The trouble in Connecticut began last year, when Healthbridge Management tried to negotiate a new contract with employees at five of their nursing homes, where all workers are members of the **Service Employees International Union**. These workers wanted the company to contribute more toward their pensions, and they demanded free health care for their entire families. Those demands were “pretty significant,” and if Healthbridge had given the union workers everything they wanted, it might have been forced to go out of business, said Zach Janowski, an investigative reporter for the Connecticut-based Yankee Institute who has been following the story closely.

<http://bit.ly/ZNIAJy>

## Alzheimer Camera Captures Daily Life in 2,000 Images

Usually when it comes to cameras, the photographer is the one controlling what and when something is photographed. That is not the case with a recent invention by a former Microsoft employee.

The Autographed camera is the world’s first wearable smart camera. It’s hands-free and uses sensors informed by algorithms to determine the right moments to take photos. It can capture the wearer’s day in 2,000 unique images, which can then be replayed in about five minutes.

The camera’s predecessor – the SenseCam – was developed for use in the medical field, mainly for people suffering from Alzheimer’s disease as a way of showing their physicians the progress of their daily lives.

For people such as law enforcement workers and parking officers, the Autographer’s images could settle disputes in which one person’s memory is pitted against another’s.

But most important for the rest of us, the Autographer could be a lot of fun in everyday life, capturing photos of our world without our even noticing.

## Travel Safely This Spring with a GPS

Looking to make your spring travels smoother and safer? Consider a global positioning system (GPS) for your vehicle. More than a direction finder, your GPS can include hands-free calling and point you to the closest gas station.

It’s safer, too. Your GPS eliminates the distraction of looking for street signs, and it indicates the correct lane in advance. Best of all, there are no folding maps to pore over.

To maximize your GPS’s safety potential, use it properly. Because the GPS gives audio commands, make a habit of listening to the verbal directions. If you need the map, a quick glance at the screen will show you all you need to know; treat it as you would a speedometer.

Worth noting: never program it while the car is moving.

## Ask the Agent: This Month’s Question

*How does inventory affect my home search?*

Buying a home causes stress no matter what, and it’s even more difficult when choice is limited thanks to a low inventory of homes.

The inventory – or number of homes currently on the market – is a measure of demand. A low inventory usually means greater competition and less choice for buyers.

Housing inventory is measured as a seasonally adjusted number of homes that are available for purchase at month end. The “months of inventory” figure (sometimes called “months of supply”) is based on how long it would take to sell all available properties at the current rate of sales activity.

If you’re looking for a certain home type in a certain area, low inventory in this category may be a problem.

Talk to your real estate agent, who can explain more about inventory and suggest ways to broaden your search or change your parameters.

# NEWS YOU CAN USE

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				8		1		
	6		9		1			7
8	3				2			5
	1					3	7	
4	9						1	2
	2	7					4	
1			2				3	4
3			4		5		9	
		2		1				

**Sudoku instructions:** Complete the 9x9 grid so that each row, each column and each of the nine 3x3 boxes contains the digits 1 through 9. Contact me for the solution!

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## Recipe: Citrusy Quinoa with Grilled Asparagus

Serves 5

1 cup quinoa, rinsed and drained  
 2 oranges and 1 lime  
 1 teaspoon cinnamon  
 1/4 tsp salt  
 2 cups water  
 1-2 tablespoons finely chopped parsley  
 1 tablespoon finely chopped mint  
 2 pounds green asparagus, woody ends snapped off  
 2 tablespoons olive oil  
 Salt to taste

Zest 1 orange and 1 lime; reserve lime. In a medium saucepan, combine quinoa, zest, cinnamon, salt and water.

Bring to a boil, cover and reduce heat to low. Cook for 20 minutes. Remove from heat, leaving the lid on. Steam for 10 minutes. Fluff with a fork. Squeeze lime and add juice, chopped parsley and mint. Slice orange into half-moons.

Preheat the grill or broiler; brush asparagus with olive oil. Sprinkle with salt. Broil or grill, turning occasionally, until the asparagus can be pierced easily with a knife and is bright green, about 5 to 10 minutes.

Serve asparagus spears with the quinoa and orange slices.

*Don's Senior's News* is brought to you free by:

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