

# Don's Home News

Brought to you by: Don Zahnle, SRES, ABR  
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## Be Good to Yourself: Celebrate Even Small Wins

When was the last time you celebrated? We're not talking about birthdays or anniversaries. Not even a major event like a new job or a new baby. What we're asking is: Have you celebrated any small victories lately? Today?

Although it's great to celebrate major occasions, it's also important to acknowledge the little things. Research has shown that little celebrations for small accomplishments are huge. They motivate us, strengthen relationships and make our lives better overall. How?

- **Work:** Studies have shown that employees who celebrate successes are more productive and happier.
- **Relationships:** Couples who focus on celebrating the good things rather than trying to fix the bad are more likely to have a flourishing relationship that lasts.
- **Personal happiness:** When you allow yourself to celebrate small victories and express this happiness, the joy multiplies.
- **Motivation:** When you reward your behavior with a celebration, it reinforces the action, making you more likely to repeat it.

This last point is key, because it relates back to other areas of life. Celebrating small wins helps us feel more satisfied with any situation. If our focus is always on the big victories ("I'll celebrate when I write a bestseller;" "I'll be happy when I make partner,") we are less motivated than if we celebrate small victories along the way. ("I finished a project. Let's go out to dinner." "I exercised. I deserve that new active wear outfit!") End these moments with celebration. As we look back, we'll have a more positive outlook on our lives.

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**For timely information and helpful tips about home ownership, please check out my [Facebook Page: Don Zahnle, Realtor](#)**

**If you like what you see, please like my page while you are there.**

## Decorating For Today: If it Works for You...it Works

From the shag carpets of the 70s to the neons of the 80s, each era brings its own styles and designs. But today's trend is actually a non-trend: It's a celebration of the beauty (and functionality) inherent in personal taste: if it works for you; it works.

Decorating today is about expressing your personality in your home. If you like those shag carpets from the 70s, get one. If Pantone's pastel colors of the year leave you cold, warm up with lemon yellow or tangerine orange.

While coming to terms with your own decorating personality is liberating, it can also be scary. Here are some ideas; make them yours:

**Remember "flower power?"** If you love flowers, you'll find floral prints on pillows, rugs, drapes and furniture. You can be subtle – add a floral cushion or two – or create an all-out garden in your space.

**Oversized art** – Fill a focus wall with a big painting or print that you love to look at. Large, bold pieces look great and don't have to cost the earth. Some people are opting for stick-on photo art murals instead of wallpaper to give your room that very personal feel.

**Make it shine** – Today's metal accents are subtle (think brushed brass, copper or soft rose-gold) – but if it's glitzy you want, there are still lots of shiny things around.

**Go bohemian...in a modern way** – The modern boho trend encourages you to break all the rules. Combine vintage finds, antiques, personal accessories and modern furniture to create a style that shouts – ME!

# Espresso Book Machines: Just What the Bookworm Ordered

While these days, newspapers are mostly online, some enterprising book stores are still managing to hang on. In a recent CITYLAB article, Eillie Anzilotti, writes: "An old shop in Paris is holding onto its place in the city by embracing new technology." As strange as it sounds, that shop is a book store without books.

A new wave of book stores are banking on technology to keep them relevant; the so-called Espresso Book Machine is a print-on-demand device that lets buyers choose from potentially millions of books and sip coffee while waiting for their selection to be printed. The process takes minutes.

According to Anzilotti's article, Can On-Demand Printing Bolster Bookstores? The first Espresso Book Machine dates back to 2007, when one was installed in the New York Public Library. "Since

then, the printers have cropped up in a handful of libraries and stores in cities throughout the world," Anzilotti notes.

Book stores have been struggling to remain profitable over the last decade. Initially, big box book stores squeezed out many of the independents. Then it was competition from e-commerce. The latest fear is that people simply don't read any more.

And, in fact, many book stores of note have failed despite adding coffee shops, stationery departments and e-readers to their offerings.

For those individuals who still enjoy reading on paper, the Espresso Book Machine may be just what the bookworm ordered. It's a future-forward solution that enables book stores and libraries to stay relevant in a high-tech world. Readers rejoice!

## 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.

Sloths are called the Mona Lisas of the animal world. Why?

## Thanks for All Your Referrals!

I succeed when people like you refer me to your friends, neighbors and loved ones. It's the best kind of feedback I can receive.

So thanks for continuing to pass this newsletter on to people you care about.

## 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

### The End of Reflection

By *Teddy Wayne*

*The New York Times*

Author Teddy Wayne reflects on our society's seeming inability to be still, our endless opportunities for distraction. It's not new ground; he cites debates about multitasking, and diminished patience ("slow," in the land of Google, now means 2/5 of a second.) The solution? Spend more time reflecting on the importance of reflection. Especially in a world dominated by tweets and selfies.

**More:** <http://tinyurl.com/On-Thinking1>

### Getting Smarter

By *Jeffrey M. Zacks*

*Aeon*

Read this before you buy the latest app designed to make you smarter. Little scientific evidence, if any, supports companies' claims that their products can increase intelligence. Some medications may work, but their long-term effects, especially on children with developing brains, are unclear. Zacks suggests simple, proven techniques: Practice what you want to improve. And, yes, physical fitness does keep your mind fit.

**More:** <http://tinyurl.com/On-Thinking2>

### The Seven Sins of Memory

By *Daniel Schacter*

*Psychology Today*

Memory fails. That's not always bad. In this book adaptation, Daniel Schacter outlines "the seven deadly sins of memory." Three sins of omission – transience, blocking and absentmindedness – which happen when we can't remember something – and misattribution, suggestibility, bias and persistence, which are sins of commission (when memories are wrong.) But doesn't this prove memory's strength? Maybe we're meant to forget some things to make room for others! **More:**

<http://tinyurl.com/On-Thinking3>

# Fall Remodeling? Don't Start Without Reading This

As temperatures cool down, and we prepare for a season of shorter, darker days, it's time to think about the inside of your home – how to make it as glorious on gloomy days as it was during the brilliant sunshine of summer. Oh good: Projects!

But wait. Don't let the excitement of improving your home get in the way of proper planning. Rushing your project list can lead to unnecessary spending and less-than-thrilling final results. Here's what you need to consider before picking up a hammer or swiping a credit card:

- Decide on your budget and schedule. You'll need to know exactly how much money you have available for your
- remodeling projects and how much time you want to dedicate to it. You absolutely need to have these figures decided before starting anything!
- Make a list of what needs to be done and what would be nice to have done. It may turn out that your budget and schedule can only accommodate half your needs, or maybe you'll find you have the time and money to cover your needs and at least one "want." Look at your list, prioritize and decide which projects to tackle now.
- Don't let Pinterest get the better of you; just like a celebrity hairstyle, what looks

good in a photo might not work for your space (or your head.) Be realistic about what can be achieved in your home, based on its current "bones" and your budget.

- For financial reasons, it can be tempting to try to Do It Yourself. But unless you're extra handy, turn to the experts to make your project dreams come true. An experienced, reputable contractor will find any flaws in your plans, make suggestions and produce a final product that not only looks good, but is secure, safe and strong.

## How's Your Portion Perception?

It may not surprise anyone to hear that portion sizes in North America have ballooned over the last few decades.

Whether food marketers are to blame or whether it's because our plates, mugs and bowls have also increased in size, there's no question we're eating more now than ever before.

A recent article published by The Guardian proved just how out of whack our portion perceptions can be. It provides illustrations of recommended serving sizes. See a sampling below. How do your portion sizes compare?

- **A serving of cheese** should be the size equivalent of a matchbox.
- **A portion of lean meat** (like chicken breast) should have the dimensions of a deck of cards.
- **A snack of potato chips** should fit nicely in a regular size coffee mug.
- **What about baked or roasted potatoes?** Try, about the size of your computer mouse.
- **A helping of pasta or rice** shouldn't be bigger than a tennis ball.

## Binge Listening is Having a (Long) Moment

If you're craving ghost stories or tales of murder and romance, there's likely a podcast for that.

Binge-listening – catching multiple episodes of the same podcast in a short amount of time – is becoming more popular. Many credit the true-crime podcast, Serial, which debuted in 2014, for establishing this trend. Serial uses weekly episodes to tell a single story; if listeners miss an episode they can catch

up on the web archive.

Podcasting is rooted in the old days of radio. (Perhaps now it's the new days of radio.) Creators of Serial hail from This American Life, a weekly public radio show now boasting 2.2 million listeners.

According to Bridge Ratings, more people are listening to podcasts – on average for 33 minutes a session: Seems people still love a good story.

## Ask the Agent: This Month's Question

**What do buyers need to know about my home?**

Sharing your knowledge will help – and impress – future buyers. Arm yourself with the following information to make your home buyer-friendly:

The information should include the age of the home and dates of any major rebuilding projects, as well as the costs of gas, electricity and water, according to Suzanne De Vita, writing in RISMedia.

Also tell buyers what you want to take or leave. Include everything from the kids' sandbox and swings to fixtures and ceiling fans. And do consider throwing in window coverings and appliances.

You may want to have an inspection done and share the information with buyers. But discuss this with your agent. With price wars in many areas, buyers are filing offers without any contingencies, such as home inspections, to make the offer more appealing, and gain an edge. Be guided by your agent.

To search for listings online click [here](#)

[www.DonZahnle.com](http://www.DonZahnle.com)

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

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## Broccoli and Shredded Chicken Salad

### Serves 6

1 large head of raw broccoli  
 2 cups shredded rotisserie chicken  
 1/3 cup toasted sliced almonds  
 6-8 slices cooked bacon, roughly chopped  
 1 1/2 cups chopped celery  
 1 1/2 cups halved green seedless grapes  
 1 bunch spring onions, chopped  
 1 cup raisins

### Dressing

3/4 cup mayonnaise  
 3/4 cup plain yogurt  
 1/2 cup sugar  
 2 tablespoons white vinegar

### Directions

Break broccoli down into even sized florets and add to a serving bowl with chicken, almonds, bacon, onion, grapes, celery and raisins.

In a smaller bowl whisk together mayonnaise, yogurt, sugar and vinegar. Add to serving bowl and toss to coat evenly. Season to taste with salt and pepper.

Can be kept refrigerated for up to four hours before serving.

