

# Mario's Home News

News To Help You Save Time And Money

Winter 2019

## With Experience Comes Wisdom

Lumbering is a dangerous occupation, but one instructor became famous for training novices to bring down the tallest pines with the fewest injuries.

One day a group of instructors arrived to learn his methods. He was willing to demonstrate and had everyone follow him to where the tall trees were being cut. The instructor sent some novices high into the pines to trim branches before felling the trees. However, as soon as they all were high in the treetops, he surprised the observers by taking a nap while the class worked above him.

It was only when the rookies had worked their way down about 20 feet above ground that he awoke. He began to watch them very carefully and warn them to watch their footing, test their weight before venturing onto a branch, and



so on. One of the observers asked him why he'd waited so long to stress safety.

The instructor said, "When the novices are high up, their fear makes them learn to watch every step. But when they've learned a little, accomplished a little, and descended to what they think is a safe height, they tend to get careless—and that's when they need extra warnings about caution." He taught the observers what experienced leaders everywhere know — anticipate the dangers of expertise and overconfidence, as much as ignorance and fear.

~ Adapted from Leadership...with a Human Touch, leadership-mag.com

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### INSIDE THIS ISSUE

- With Experience Comes Wisdom
- The Invention Of January
- January Quiz Question
- Other January Firsts
- Weird Words
- Is Cash Losing Its Cachet?
- Lead With Positive Attributes
- Often A Hug Beats A Fight
- Good Medicine
- The Best Pets For Young Children
- Effect Of Non-Violent Video Games
- Expect Caffeine Withdrawal

**Mario A Quintero  
NMLS 334737**

# The Invention Of January

Happy January, the traditional first month of the year! January is named for Janus, the Roman god of the doorway or the gatekeeper, which is appropriate as January is the doorway of the year.

But how did January get to be the first month of the year?



January 1 became the first day of the New Year in 45 B.C.E. when Julius Caesar reorganized the current calendar, making it solar rather than lunar.

Until that point, March 25 — the spring equinox — was generally considered the logical start of the New Year.

Caesar's Julian Calendar was the predominant calendar in the Roman world, most of Europe, and in European settlements in the Americas and elsewhere, until it was replaced by the Gregorian calendar, disseminated in 1582 by Pope Gregory XIII.

## Other January Firsts

Aside from New Year's Day, here are more interesting and notable January remembrances and celebrations:

- 1913 – US Patent #1,049,667 was granted to William Burton for the manufacture of gasoline.
- 1930 – The Mickey Mouse cartoon first appeared in newspapers.
- 1922 – Insulin was first used in the treatment of diabetes. Insulin was discovered by Sir Frederick G Banting, Charles H Best and JJR Macleod at the University of Toronto and purified by James B. Collip.
- 1880 – US Patent #223,898 was granted to Thomas A. Edison, for "an electric lamp for giving light by incandescence."



**RE/Max Quintero Team**

### **Real Estate Services**

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## Weird Words

English is an amazing language, filled with unusual and obscure words. Here are a few to drop into the conversation when you want to show off.

**Erinaceous (adj.)** Of, pertaining to, or resembling a hedgehog. “He told me I looked stunningly erinaceous, but I’m not sure it was a compliment.”

**Kakorrhaphiophobia (n.)** Abnormal fear of failure. “Bernard learned how to read in kindergarten, but his kakorrhaphiophobia prevented him from ever reading aloud.”

**Macrosmatic (adj.)** Having a good sense of smell. “Vernon’s macrosomatic powers enabled him to trail the suspect by following the scent of anchovies on her breath from a pizza she’d eaten yesterday.”

**Bodkin (n.)** A small tool used for lacing the cord through a drawstring closure. “Sonia used a bodkin to replace the elastic on her favorite pair of pants.”

**Zoanthropy (n.)** A mental disorder in which one believes oneself to be an animal. “Bruce had to sleep upside down because in his extreme zoanthropy he believed he was a bat, an affliction which eventually led to his becoming a caped vigilante.”

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*“When you are courting a nice girl, an hour seems like a second.  
When you sit on a red-hot cinder, a second seems like an hour.  
That’s relativity.” ~ Albert Einstein*

## Is Cash Losing Its Cachet?

On the road towards a cashless society, paying with plastic is the preferred way to go.

A survey from CreditCard.com found that 51% of adults under 30 will use a credit or debit card for purchases under \$5, while 77% of people 50 or older prefer to pay cash when buying something for \$5 or less.

Debit cards are more popular than credit cards among the younger generation by a 3-to-1 margin, and they hold a 2-to-1 margin among users of all ages.

What’s more, electronic transfer apps like Venmo are gaining in popularity, to the point that even debit cards may someday be as rare as having spare change in your pocket.

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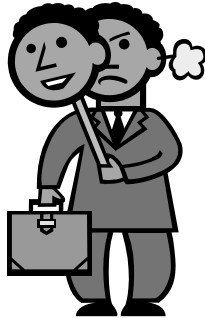
### **Free Newsletter Subscription!**

**See page 7**

# Lead With Positive Attributes

The success of any team (not to mention your own family!) depends on the positive attitudes of its members and its leaders. Demonstrate—and reinforce—these important personal guidelines:

- **Ego control.** Can you and the rest of your team put your group's priorities first? Push aside your individual ambitions and focus on the goals of the team.
- **Admitting mistakes.** Be willing to honestly concede any errors that you make so that the team can recover and move on to larger success.
- **Constructive disagreement.** Hiding your expertise to avoid conflict won't help the team achieve its goals. Everyone has to be willing to stand up for their ideas and to listen respectfully to other points of view.



- **Positive spin.** Instead of saying, "You're being stubborn," say, "I notice you're very determined right now." You'll have better results trying to get things done.
- **Accept responsibility.** Sometimes the situation is your fault. If you notice the same problems coming up repeatedly, ask yourself if there's something about *you* that's getting in the way here.

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*Accept the things to which fate binds you and love the people with whom fate brings you together, but do so with all your heart. ~Marcus Aurelius*

## A Hug Beats A Fight

The next time your small child throws a temper tantrum, try giving a hug instead of a lecture. You might be surprised at how effective a hug can be in quieting a child in the midst of a meltdown.

Hugs can defuse a child's hurt or anger, making it easier for him or her to listen to what you have to say.

Once calm, your child can take part in a larger discussion about the problem and his or her behavior. Children do better when they feel secure and loved, no matter what.



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## Good Medicine

"I don't know what it is, doc," the nervous young man said. "I just don't feel good."

The doctor examined him and ran some tests. After consulting with her nurse, she came back into the examination room with three large bottles of different-colored pills.

"OK," the doctor said. "I want you to take one blue pill with a large glass of water every two hours. Also, go ahead and take one green pill with a large glass of water every three hours. Finally, take one of the yellow pills, with a large glass of water, every four hours."

"Geez, that's a lot of pills," the patient said. "What's the matter with me?"

"You're not drinking enough water."

### WELCOME NEW CLIENTS

Here are some of the new clients who became members of our "Real Estate Family" this past month. I'd like to welcome you!

Francy Gonzales-Miami

Gus & Maribel Robayna-Miami

David KuhnAngela Kuhn-Homestead

Jose Moreno-Miami

Dr. Pablo Fonseca-Kendall

Alejandro & Claudia Garcia-Miami

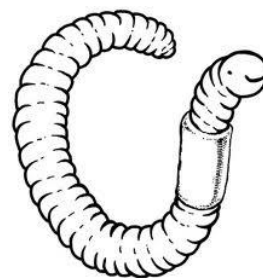
Michael & Alyssa Hernandez-Miami

We love recognizing our wonderful new friends and existing clients who are kind enough to introduce their friends, family and neighbors to us.

## The Best Pets For Young Children

Taking care of a pet can be a valuable learning experience for children. Just be sure to choose the right pet for your child and your family. Dogs and cats aren't the only possibilities. Here's a look at some other options for animal companionship:

- Fish. Perhaps one of the easiest pets to take care of, fish don't take much beyond cleaning their tanks and feeding them. They don't require much interaction and are a popular starter pet for most children.
- Ants/earthworms. If you and your child aren't easily grossed out, ants or earthworms could be a good choice. Ideal for outdoorsy and science-oriented kids, ants are quite capable of taking care of themselves. Just don't leave the lid off the container or let it get knocked over. As for earthworms, they're low-maintenance and can be moved to your garden if your child loses interest.
- Rodents. Small mammals such as mice, rats, hamsters, and guinea pigs are excellent pets for those who do not have a great deal of living space. Handle them with care when feeding and exercising them, and clean their cages often.
- Birds. Birds such as parakeets or finches can make excellent pets if you make the commitment. Selecting the right kind of bird is key, as their temperament and level of activity should be matched to the family. It can take time to train them, and they can live for several years, so be sure that a bird really fits with your family.



# The Effect Of Non-Violent Video Games

Playing action-packed video games may make people more violent, but is the reverse true? Can playing calm, peaceful games help create a relaxed feeling of serenity?

Maybe so, according to experiments conducted by researchers at Ohio State University.

They took a group of 150 college students and randomly assigned them to play in one of three scenarios: with a “violent” game like Resident Evil 4, with a “neutral” game like Mario Galaxy, or with the “peaceful” game called Endless Ocean, which simulates scuba diving and peaceful underwater exploration.

After the games, the students were asked to participate in a test of reaction times against another player (who didn’t actually exist). The stakes: Winners would receive a small amount of money for pressing a button faster than their competitor; losers got blasted with a loud noise through headphones. The amount of money and noise were up to the students.

Those who’d played the violent game tended to be more aggressive in the test, inflicting louder and longer blasts on their nonexistent opponents. Players of the peaceful game granted their adversaries more money for beating them than their violent counterparts.

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*It is not the horse that draws the cart, but the oats. ~Anonymous*

## Expect Caffeine Withdrawal

Planning on giving up coffee for the health benefits?

If you’re pregnant, prone to anxiety attacks, or worried about being addicted to caffeine, giving it up may be a good idea— just watch for the symptoms of withdrawal. Symptoms can include headache, fatigue, drowsiness, and difficulty concentrating.

Withdrawal symptoms can arise quickly. Medical experts say they generally begin 12–24 hours after your last cup of coffee (or whatever form you regularly take your caffeine in), and can last up to two weeks. So be prepared (and warn those around you as well).



### Client of the Month

Congratulations to our Client of the Month:

**Ovi Garcia**

**Miami FL**

As always, the Client of the Month receives a free dinner for four at the El Rinconcito Latino Restaurant.

Take family or friends out for the evening—our treat.

**Call me to find out how you can become Client of the Month!**



# Smart Advice for You and the People You Care About

When You Have a Thought about Living in a New Home



The 5 Biggest  
Mistakes  
Home Sellers  
Make



Making the  
Move Easy  
on Kids



How to Stop  
Wasting  
Money on  
Rent



How Home  
Sellers Price  
Their  
Homes



How to Sell  
Your Home  
for the Most  
Money



The 5 Biggest  
Mistakes  
Home Buyers  
Make

**Avoid Buyer's Remorse and Seller's Regret  
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