

The KING Team's...

Service For Life!®

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- **Real Estate Q&A: What Advice Do You Have for First-Time Homebuyers?**

If you're not already a subscriber to my free e-newsletter [email me to sign-up](#)



The KING Team

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Hi Folks...

Nobody wants to think about it, but violent crime can happen to anyone. In today's *Service For Life!*® Free consumer newsletter, you'll get tips to prevent looking like an easy target and things you can do to reduce your risk of an attack.

You'll also learn the types of music to listen to relax or be more productive, the best websites for news stories, plus fun facts, a trivia challenge, and lots more. But first...

Let's seriously discuss the Real Estate Market! It is crazy out there. If you are remotely considering selling your current home PLEASE give Mike (937-645-0447) or Ashleigh (937-537-1722) a call ASAP. It is, once again, a Seller's Market. Buyers are out there and there's nothing for them to purchase!! Mike's

even gone to someone's door and asked if they would consider selling. Found a home for his Buyer and Sold a \$290,000 and \$450,000 property.

On a personal note, I would like to thank everyone for their prayers and well wishes concerning my recent thyroid surgery. It is greatly appreciated.

Hope to talk to you soon! (If you've spoken to me recently - you'll understand this :)

Kim for The KING Team

Mike, Ashleigh & Kim

Keller Williams Consultants

P.S. When you notice people talking about real estate in the next few weeks, can you tell them about the free consumer information we provide?

They may be people who are moving out of town this summer and need to sell their home before they go. Help them out in a big way by getting our easy checklist of inexpensive ways to make buyers instantly attracted to a home. It's all included in our Free Consumer Report **"Make Your Home Show Like A Model Without Breaking The Bank"**. To request a copy for a friend, simply email us by [clicking here](#).

Today's Brain Teaser . . .

What is put on the table and cut, but never eaten?

(see answer below)

How To Avoid Violent Crime

Incidence of personal violence has dropped to its lowest levels in decades, but you should still know how to protect yourself. According to the National Crime Prevention Council, there are several strategies to stay safe. Here are the most useful tips organized around four common life situations:

In your car:

- Keep your doors locked and windows rolled up in stop-and-go traffic and at stoplights.
- Leave space between you and the car ahead when stopped so you can escape the line of traffic if necessary.

Walking around:

- Don't look like a victim. Criminals often decide on victims based on body language. Make direct

eye contact with people around you, keep your head up, and your phone in your pocket or purse.

- If you think someone is following you, cross the street. If a person is following you, quickly go into an open store or restaurant. Don't be afraid to yell for help.

When exercising:

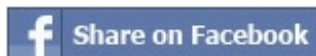
- Don't walk or jog alone early in the morning or late at night when the streets are deserted.
- If you do exercise alone, let a "safe buddy" know where you're going, and to alert authorities if you don't check back in at a pre-appointed time.

At night:

- Of course you should park in a well-lit area close to exits, but also have your key out and ready as you approach your car door or house.
- Carry a bright flashlight, pepper spray, or a personal alarm/whistle. Websites like www.womenonguard.com and www.tbotech.com sell these types of inexpensive devices to help you stay safe.

If someone tries to rob you, give up your property and not your life. If you are robbed or assaulted, report the crime to the police. Try to give a detailed description of the attacker to help prevent someone else from becoming a victim.

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Warning Before You Sell Your Home...

Don't put your home on the market without our Free Consumer Guide titled, "***How To Avoid 7 Costly Mistakes When Selling Your Home.***" Our exclusive report will give you all the facts for a fast, top dollar sale. To request your copy, email us by [clicking here](#).

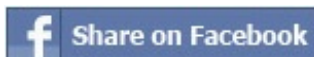
Change Your Life With Music

Music is an important part of life for many people, but did you know it can affect everything from eating to productivity? Choose your playlist wisely – you don't want to accidentally listen to "sleeptime" music when you're completing a big project for work! The tempo, or beats per minute (BPM) of music can affect your heart rate and brain waves. Find the BPM of songs you like at <https://songbpm.com>. Here are the best types to listen to if you are –

- **Eating** – Happy songs without lyrics in a slower tempo, according to a study by psychologists, will help you eat at a slower pace and actually take fewer bites per minute, to help you digest and prevent overeating (BPM varies – try around 60).

- **Relaxing** – Classical, not jazz or electronic, tends to affect your brain waves to help you relax and slow down, and can even lower blood pressure. Try listening to music by the composer Vivaldi (about 90 BPM). Look for music that relaxes you, then check the BPM. That's the number that works best for you.
- **Improving performance** – Whether you're working out or cleaning the house, play your favorite music. Studies say your favorite music makes you happier, can boost distance/time of workout (or cleaning time), and make the task more enjoyable (try songs over 100 BPM).
- **Waking up/staying awake** – Not surprisingly, faster songs can help you wake up or stay awake. Very fast songs are great for staying awake during long car rides. Think techno or swing jazz (150 BPM and higher is perfect).
- **Saving a life** – “Stayin’ Alive” by the BeeGees is a song almost everyone knows, and it’s the perfect tempo for correct CPR compressions! If you’re ever called upon to perform this life-saving procedure, just sing this song to yourself and time compressions to the rhythm (120 BPM).

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Thank You! Thank You! Thank You! Thank You! Thank You!

Thanks to all of our clients and friends who support our practice and graciously referred us to your friends and neighbors! Rather than pester people with unwanted calls and visits, We build our business based on the positive comments and referrals from people just like you. We couldn't do it without you!

This month we would like to thank **MIKE & KATHY ELLINGTON** for referring **BRANDON & CAROLYN RICKETTS**. We'll do our best!!

Fun Facts and Laughs

Cholesterol Myths Revealed . . .

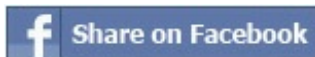
There's a lot of talk about keeping your diet low in cholesterol, but it's a misunderstood diet component. **For example, did you know...**

- Fat-free and low-fat items are not always best for you and your cholesterol levels. Your body

needs good fats found in foods like avocado, salmon, and nuts. Those low-fat labels may be hiding extra sugar or preservatives.

- If you take medication for cholesterol, that doesn't mean you can eat anything you want. Your liver makes cholesterol, and drugs to lower cholesterol just lower how much your liver makes. If you're eating lots of food with cholesterol, you're working against your prescription drugs.
- You may have heard seafood is high in fat – it's actually high in fatty acids that help raise the good cholesterol in your body.

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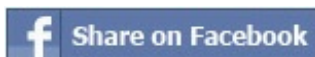
Websites To Keep You Informed. . .

www.techmeme.com - Read the latest news about technology from all over the web, all in one spot.

www.slate.com - Get a quick roundup of national news, interesting stories, and editorials.

www.npr.org - Listen to news from around the world from a listener-supported organization.

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Odd Hobbies . . .

Pooktre art is a way of shaping trees into sculptures as they grow .

Hikaru dorodango is a hobby that entails polishing...dirt!

Extreme dog grooming has been all the range in China where dogs are clipped to look like tigers, buffalo and even dragons.

Geocaching is a worldwide hobby where you find caches (hidden treasures) by locating their GPS coordinates.

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Have A Laugh — Just Kidding . . .

At the end of a job interview, the Human Resources representative asks a young engineer fresh out of college, “And what starting salary are you looking for?”

The engineer replies, “Around \$100,000 a year, plus benefits of course.”

The interviewer asks, “Well, what would you say to that plus 6 weeks of paid vacation, 14 paid holidays, full medical and dental, company matching retirement fund to 50% of salary, and a company car leased every two years. How does a BMW sound?”

The engineer gets a big smile on his face and says, “Wow! Are you kidding?”

The interviewer replies, “Sure, but you started it.”

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FREE Consumer Help Is Just A Phone Call Away!

Learn valuable secrets for saving thousands and avoiding costly mistakes when buying, selling or refinancing a home. Best of all, it's FREE. Ask about our ***“Insider’s Free Resources”*** by calling Mike at: **937-645-0447**.

Get closer to us at: www.the-kingteam.com

Check out the local MLS, see our listings, develop your own personal searches, get up close with the real estate KING Team and jump to the KING Racing page to see what we do to relax.

Brain Teaser Answer:

Thanks For Thinking of Us!

Did you know we can help you or any of your friends or family save time and money when buying or selling a home? Thanks for keeping us in mind with your referrals...and spreading the word about our services.

Real Estate Q & A . . .

Q. What advice can you give to first-time homebuyers?

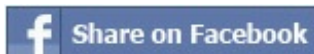
A. The best advice is to learn from the mistakes of others. Here are three common examples:

1. **Not knowing what you can afford.** Examine your budget, get a copy of your credit report, and sit down with a qualified lender to determine how much of a loan you can afford. Feel free to ask me for a list of lender recommendations, then make sure you comparison shop for a mortgage.
2. **Forgetting to consider the overall costs of home ownership.** You can make the monthly payment, but remember to add in the cost for homeowners' insurance, property taxes, utility costs, plus maintenance.
3. **Paying too much for a beautifully staged home.** The home looks *perfect*, but will it look that way when you move in *your* furniture?

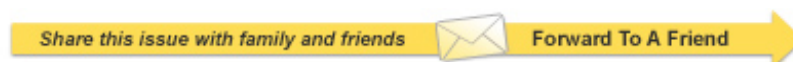
If you're buying a home for the first time, you should have a copy of our Free Consumer Report called, "**Top 10 First-Time Homebuyer Mistakes To Avoid.**" Call us and we'll send a copy out to you.

Do you have a real estate question you want answered? Feel free to call **Mike at 937-645-0447**, **Ashleigh at 937-537-1722** or email us by [clicking here](#). Perhaps we'll feature it in our next issue!

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