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The KING Team's...

Service For Life!®

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- What Should I Keep In Mind During Negotiations With A Buyer?



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Hi Folks...

Well, looks like we've all made it another year. Hopefully the frigid weather will warm up enough so that we can all get outside and avoid 'cabin fever'. I guess it all depends on your 'cabin'. Soooo if you want to find a new 'cabin' give us a call and we'll be glad to discuss the real estate process with you.

You can be more successful in everything you do by increasing your likability. In today's Service For Life!® Free consumer newsletter, you'll learn that in addition to being genuine and sincere, you can do some things that give you a psychological advantage and result in people liking you even more.

You'll also learn how you can make your home safer in case of an emergency, things you can do to improve your bad "teeth habits," some possibilities for legitimate work-at-home jobs— plus fun facts and lots more.

Mike & Ashleigh

The KING Team, REALTOR®s
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 us provide?

They may be people looking to buy a home and you can mention our Free Consumer Report: "**8 Secrets For Saving Thousands When Finding, Buying and Financing Your Next Home.**" They'll be so grateful for this help, and you can give them Mike's phone number - **937-645-0447**, Ashleigh's at **937-537-1722** or request a copy by clicking this box.

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Today's Brain Teaser . . .

They bring back the past, make us laugh, make us young, born in an instant, yet last a lifetime. What are they?

(see answer below)

How To Get Ahead By Increasing Your "Likability"

Being liked puts you on the fast track to success in everything you do. You are naturally likable by being genuine and sincere, but here are some simple tips that can give you a psychological advantage and result in people liking you even more:

- Like Yourself First.

Be confident in your strengths. Your likability increases as you increase your ability to like yourself. Smiling and sharing your positivity will bring out the same in others.

- Maintain eye contact during conversations but keep it in balance (about 60 percent of the time).

Nod your head when you're speaking and people will be inclined to agree with you.

- **Demonstrate that you like people.** Remember their names and use them. (One trick to remembering names is to say the name to someone else.) If you ask a question, give the person time to respond. Remaining silent and waiting for an answer can be especially useful in negotiations.

- **Learn active listening.**

Do this by a) paying attention; b) using body language to show you're interested; c) giving feedback, such as rephrasing what a person says to you to show that you understood them; d) asking questions, but not interrupting; and e) giving your opinion respectfully. If you disagree with someone, look for ways to find common ground.

- **Don't overdo it.**

You don't need everyone to like you to be successful. Aim to increase your likability factor to the people who matter to you (and your success) most.

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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. Just push the bottom below,

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Safety Features Your Home May Not Have

Start off the new year by taking a look at the safety features of your home. Are you well-protected in case of an emergency? Here are some things you can add to ensure it's even safer. You can buy most of them at a hardware store, Home Depot, Lowe's, or Amazon.

- **An "emergency" ladder.** That's the kind you drop outside of an upstairs window in case you need to escape a fire. Price: about \$35.

- **Motion-sensor lights.** Consider installing these near your front door, backyard and garage. The instant motion-activated light will scare off nighttime intruders and also light your way when you go outside in the dark. Price: \$30 to \$70.
- **High-tech door lock.** Pricier than your average deadbolt, but now your smartphone or iPad can be your front-door key. Shop Amazon or big-box stores for a variety of products from \$70 for a simple keypad to \$180 for one you control with your phone.
- **Fire extinguisher.** This is a must-have in your kitchen, as well as your basement and garage. Put it in a convenient place and learn how to use it. It's best to go with a rechargeable multi-purpose A-B-C. Check the pressure once a month to make sure it's charge. Price: \$40 to \$85.
- **Emergency radio.** If your electricity goes out, you need one of these to get weather alerts. They run on batteries, hand-crank, or solar power. Prices start at \$40 on Amazon but the \$60 version will even recharge your smartphone.

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Would You Like To Know How Much Your Neighbor's Home Listed Or Sold For?

Maybe you're just curious. Or maybe you want to know how much your home is worth. Either way, we can help...with no "sales pitches" or run-arounds. Call Mike at **937-645-0447** or Ashleigh at **937-537-1722** and we'll give you all the facts.

Fun Facts and Laughs

Be Kind To Your Teeth...

Do you want to spend *more* time at the dentist's office? Change these bad "teeth habits."

Avoid: Chewing on ice. Ice cubes can chip or crack teeth.

Fix: Drink ice-less beverages or drink through a straw. Chew sugarless gum instead if you need an alternate "chewing" activity.

Avoid: Using teeth as tools. They're meant for chewing, not opening small packages.

Fix: Find the right tool to get the job done.

Avoid: Nail-biting. It causes stress on your jaw from holding it in an unnatural position.

Fix: Use bitter-tasting nail polishes and keep your hands busy doing something else.

Avoid: Grinding or clenching teeth, which wears them down.

Fix: Wear a mouth-guard to bed (purchase one at a drugstore). Practice relaxation techniques before bed (Search LiveStrong.com for "jaw relaxation exercises").

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DNA Testing Websites. . .

People are learning more about their ancestry and even their own risk for certain diseases through these websites:

www.23andme.com – Discover your origins and if you carry a specific copy of a mutated gene for 40-plus health conditions. Price: ancestry \$99; health and ancestry \$199.

www.familytreedna.com – In-depth DNA analysis of your family roots. Price: \$89 to \$556, depending on complexity.

www.pathway.com – FiT iQ gives insight into how your DNA influences your body's response to diet and exercise; Skin iQ gives understanding into genetic predisposition for skin conditions. Price: each starts at \$124.

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Work-at-Home Possibilities. . .

If it's right for you, working from home can be profitable, but there are scams out there to entice you into a job that may not be legitimate. Look for an established company that asks for references and has an interview process. Here are some popular jobs:

Customer service representative – Amazon is one of the leaders in "telework." Check "Hiring" on their website.

Virtual assistant – Learn more about the job from the International Virtual Assistants Association at ivaa.org.

Teacher – With more online students, there's a need for more online teachers. Take a look at GetEducated.com. Go to Resources, then Online Teaching Jobs.

Coding/programmer/web developer – If you don't have the skills, you can take some courses first. Check out CodeAcademy.com and learn for free.

For more ideas, check out a site like Upwork.com.



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How To Know If Your Collectible Is Valuable. . .

According to AARP.org, these factors are most important in determining if something you have in your attic is really worth money.

- **Timing** – Pop collectibles peak in value about 30 years after their time.
- **Rarity** – Better if it was a prototype before the item was mass-produced.
- **Condition** – Must be in good shape.
- **Age** – Old is good. A thousand-year-old bowl? You've got a winner! Yes, it has happened.
- **Authenticity** – Best if you can document where it came from.



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Please Welcome New Clients And Good Friends Into Our Real Estate Family...

We'd like to take a moment to personally introduce and welcome a few of our newest clients and good friends who have supported our business over the years. And special thanks to everyone who thought of us with your referrals!

David Demming

Karen Walls and Dave Miller

Johnie and Crystal Kise



Brain Teaser Answer:

Memories!

Real Estate Q & A . . .

Q. What do I need to know about negotiating when I sell my home?

A. Revealing too much information to buyers when you're negotiating the sale of your home is a common, costly mistake. Here's how to avoid it.

1. Know what you want from the sale and try to determine what your buyers want, so you will make a deal that benefits you both. A professional REALTOR® knows the questions to ask potential buyers to determine their motivations for buying and what price they can afford.

2. Don't mention the 'appraisal' value of your home at a showing to try to convince a buyer to pay more for it.

3. If you're at a showing, don't tell the buyer why you're selling, (especially if you need to sell quickly). Just say your housing needs have changed.

You can learn more about six more costly mistakes in our Free Consumer Report called "***How To Avoid 7 Costly Mistakes When Selling Your Home.***" Call us, we'll send a copy right to you.

Do you have a real estate question you want answered? Feel free to call Mike at **937-645-0447** or email us. Perhaps we'll feature it in our next issue!

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