

Happy New Year!



Interest rates are great! Now may be a great time to buy or sell! Give me a call. I offer a no pressure consultation. Buying or selling, referrals are always appreciated!



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Debra Higgins' ...



Service For Life!®

"Insider Tips For Healthy, Wealthy & Happy Living..."

Things That Might Get You Flagged At The Airport



Flying can be stressful, especially when you have to jump through a number of security hoops while trying to get to your flight on time. Even if you do abide by all the security guidelines, there is still a risk you will be flagged for extra-special screening (and delays). Here are a few types of things to think about that security officers have been trained to watch out for—and you may not be aware of:

1. **Do not talk about weapons.** Even if you are being friendly with a TSA officer, they will be suspicious if you discuss firearms and the like. Don't.
2. **Be aware of all liquids.** You may have removed all visible liquids like toiletries, but in some countries (the UK, for example) they classify an asthma inhaler as a liquid even though it is in a tiny aerosol container. If unsure, put it with other liquids.
3. **Don't try to outsmart the system.** You may think that there is no logical reason to take out your laptop or camera, but if TSA agents see you are trying to game the system you will likely suffer the consequences, which can be pretty serious and could even include jail time.
4. **Avoid packing coffee.** Coffee has been used to smuggle other items as its aroma can mask strong-smelling substances like marijuana. It's best to avoid bringing back a bag of your favorite coffee from vacation.
5. **Don't change places in line.** Once you've stepped in line for the security checkpoint, don't change lanes unless asked to do so by a TSA agent. Otherwise, they may find it suspicious that you're changing lines and think you're trying to avoid certain scanners and detection devices.
6. **Check your batteries.** Some toothbrushes contain lithium batteries that have been known to explode. Like certain cellphones, these types of batteries are prohibited in the cabin.

It's best to expect that TSA rules in every airport may vary, so do your research before your trip. Some ways to move faster through security or have priority boarding can include: flying business class, checking all of your items, and signing up for TSA PreCheck, a program that promises to speed up your check-in ([tsa.gov/precheck](https://www.tsa.gov/precheck)).

Thanks in advance for your help!

Listing inventory is *extremely* low. If you or anyone you know are thinking about selling a home, please get in touch with me. I offer a Free, no pressure, Comparative Market Analysis to determine the value in today's market.

Houses are selling fast!



Visit www.DebraHiggins.com

Word of the Month...

Studies have shown your income and wealth are directly related to the size and depth of your vocabulary. Here is this month's word, so you can impress your friends (and maybe even fatten your wallet!)...

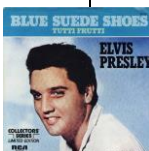
Doxing (doc-zing) noun

Meaning: The act of publishing private information online with the goal of exposure

Sample Sentence: Mr. Smith was doxed by his students because they didn't like his grading methods.

Did You Know?

Do you recall the song Blue Suede Shoes that Elvis famously sang? It sold over one million copies! Well, here's a fun fact: it wasn't written by Elvis. Musician Carl Perkins from Tennessee wrote the tune, and Johnny Cash reportedly gave him the idea.



6 Things To Pack To Make Your Flight More Enjoyable

- Noise cancelling headphones to provide a more peaceful flight
- Snacks, especially on long-haul flights
- Hand sanitizer to keep the germs away
- Podcasts: Download the latest episodes of your favorite podcast before getting on your flight
- Sneakers or slippers

Mom Joke

Did you hear about the fire in northeastern France at a cheese factory? When firefighters arrived, there was nothing left but de Brie!

Quotes To Live By...

"The way I see it, if you want the rainbow, you gotta put up with the rain."

—Dolly Parton, Singer

"It's the little details that are vital. Little things make big things happen."

—John Wooden, Basketball Coach

"Gentleman, you can't fight in here. This is the war room."

—President Merkin Muffley (Peter Sellers), Dr Strangelove

Job Hunting & Social Media



When competition for jobs is steep, there are ways to get a leg up on other applicants by using social media in smart ways. LinkedIn (www.linkedin.com) is a great business networking platform that can help you make connections, Twitter (www.twitter.com) and Facebook (www.facebook.com) are great to keep up-to-date with industry news, and all are sites which allow you to find employment opportunities. Think of it as a virtual networking breakfast or lunch but from the comfort of your own home. For job searching, experts recommend:

- **Signing up for LinkedIn Premium.** Not only will it avoid leaving footprint marks of profiles you check (so profile owners can see you visited them), but it also shows that you mean business.
- **Utilizing the search function,** research the profiles of people who have the kind of role you are looking for (you can do this on LinkedIn and Facebook). Then look at their connections within the organization. This will give you a great insight into what that organization is looking for skills-wise, and how they like career information presented.
- **Sending connection requests** to and following industry peers, potential recruiters, and organizations that you're interested in working for. Follow up with a note asking if they have ten minutes to hop on a networking call, where you can sell your skills and experience to fill any potential vacancies.
- **Sharing industry news** on Twitter. As you grow your connections you'll be seen as someone who has a finger on the pulse in your industry.



Thank You! Thank You! Thank You!

I would like to thank all of my clients for their business in 2021 and a special thanks to those who referred me to their friends and family. Your business and referrals were greatly appreciated. I would like to wish everyone a

Happy, Healthy and Prosperous 2022!



Create A Multipurpose Garage

A garage may seem like the space to dump miscellaneous items, tools, and garbage/recycling. "It's not cluttering up the house, so why does it matter?!" you might think to yourself. Here's the thing, though: you could be losing an opportunity to use it for storage *and* a new functional space. Some good ways to make it a dual-purpose room include:

- **Install an attic lift** to gain additional storage for items you only use one season a year, like camping stuff.
- **Store bikes on hanging racks** that are flush with the wall.
- **Consider installing a livable floor coating,** like epoxy or polished concrete. Then you could portion off a part of the garage to use as a media room, den, or creative space.
- **Speak to your electrician about adding outlets and lighting** so that the space can be used at all times of day.
- **Add drywall and insulation** to keep the space warm in winter time and give it a more home-like feeling.
- **Use storage systems** like shelving racks and give each rack a job. For example, store similar items together like tools, which you can keep separate from gardening stuff, or use a rack for overflow storage for the kitchen.

Brain Teaser...

Without it, I am dead. If I am not it, I am behind. What is it?

(See page 4 for the answer.)



Social Media Guide

It's hard to keep up with all of the different social media platforms and what they do. Here's a quick reference:

-Facebook helps people connect with friends and family. Users interact through posts, groups, and making "friend" requests. Mostly used for personal reasons but can be used for business to engage customers.

-Twitter: think of it as a one-line way to make a statement. Can be used personally or professionally.

-LinkedIn is a great way to network with peers, make potential job connections, and keep up-to-date with industry news.

-TikTok is a personal 30-second fun video platform. To be used among friends, but also can contain a lot of helpful life tips and tricks.

Audiobook Websites

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www.audible.com – Buy and download books straight to your phone or device. The most well-known audiobook app, with a monthly token system.

www.scribd.com – Cheaper than Audible, without a credit system, and unlimited magazines and news.

www.play.google.com – Search for audiobooks that don't require a monthly subscription.



Ditch Anger For Good



Anger can be a tricky emotion to handle: it's not particularly nice to witness or to feel. Experts say it's not always just the anger itself we should be concerned about, though. Often anger can be a warning sign that we might need to look a little deeper.

Anger might come from a sense that an injustice happened, someone has crossed a personal boundary, or an event has occurred in which a person felt threatened. Anger is often a response to something in life feeling not quite right, or unfair.

Left unattended, anger can manifest as resentment and unhelpful feelings toward a person or event, or even lead to depression and anxiety. Processed and acknowledged, though, anger can help us to identify personal boundaries and assert those with others. If you are having difficulty with anger, try these expert tips to better manage your feelings:

- Strike while the iron is cold. In other words, do not respond to someone when angry. You may say something you later regret.
- Find a way for the body to release the stress hormones associated with anger. Go for a walk, head to the gym, or go for a swim. Get your body moving.
- Ask for a timeout. If you're feeling anger in a heated discussion with a loved one it's perfectly OK to ask for a timeout. You can park the topic and circle back to it once you both have calmed down and have a different perspective.
- Meditate. This may sound like the last thing you'd want to do when you're angry, but meditation can actually help deescalate the stress your body is feeling and provide a sense of calm and relaxation. That's just what the body needs when experiencing anger.

January - This Month in



1/1/1908 The ball was first dropped at Times Square in New York City.

1/1/1878 [Emma M. Nutt](#) becomes the first woman telephone operator.

1/3/1870 Construction began on the Brooklyn Bridge.

1/6/1838 Samuel Morse demonstrates the telegraph.

1/14/1990 The Simpsons debut on television. Will TV ever be the same!

1/17/1984 The U.S. Supreme court rules that taping on home VCRs does not violate copyright laws.

1/26/1875 The Dental Drill was patented.

1/28/1986 U.S. space shuttle Challenger explodes 72 seconds after liftoff, killing the seven crew members. Among the crew was school teacher Christa McAuliffe.



Thanks For Thinking of Me!

"Debra was very good at communicating how things were going. She worked out the issues for us calmly throughout. She was positive & reassuring when things were not working. She coordinated everything well. I couldn't be there and she got it done. Thanks,"

Dr George & Bethanne Hankowycz

Brain Teaser Answer:

A head!

5 Ways To Boost Your Winter Mood

Winter, especially January, can be a tough time of year mentally. Here are 5 ways to naturally boost your mood:

1. Go for a walk outside
2. Pet your dog or cat (or visit a pet shop)
3. Take a warm bath
4. Workout for 20 minutes and raise your heart rate.
5. Make social plans and get out of the house!



Did You Know...?

You can use willow bark to relieve pain, instead of aspirin? It contains salicyl which converts to salicylic acid – a precursor and metabolite of aspirin – that works with other plant compounds to effectively relieve pain! Find it at local drugstores.

THANK YOU for reading my Service For Life.[®] personal newsletter. I wanted to produce a newsletter that has great content and is fun and valuable to you. Your constructive feedback is always welcome.

AND... whether you're thinking of buying, selling or financing real estate, or just want to stop by and say "Hi," I'd love to hear from you...

Debra Higgins, CRS, ABR, SRES, e-PRO, CNHS

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"Who Else Wants To Win A \$25 Gas Card?"



Guess Who Won Last Month's Trivia Question? I'm pleased to announce the lucky winner of last month's quiz. Wow! This was a tough one! The winner is....drum roll please: **Debbie Ricketts** was randomly chosen from the correct answers to my Trivia question....

In 1884, a Canadian chemist patented a good that has become a staple in many U.S. kitchens. What was it?

- a) sliced bread b) potato chips c) peanut butter d) breakfast cereal

The answer is c) peanut butter. Marcellus Gilmore Edson, a chemist and pharmacist from Québec, created a peanut paste for people who were unable to chew solid food because of poor dental health. He patented it in the United States in 1884. Congratulations **Debbie**, now let's move on to *this* month's trivia question.

What type of creature can jump 130 times its height?

- a) a flea b) a panther c) a horse d) a kangaroo

I'll randomly choose one winner from all correct answers I receive by January 15, 2022. Call or email me right now with your answer! 412-916-7513.

Must be 18 or older to enter. Sales associates and employees of RE/MAX are not eligible.

Real Estate Corner...



Q. How do I make my home stand out in the market without spending much money?

A. If you want to get offers from buyers, make a great first impression by improving these potential turn-offs:

- **Messy Landscaping:** Buyers are looking for curb appeal. Take the time to clean up an overgrown yard.
- **Nasty Odors:** You may not smell some odors in your home because you've become desensitized to them. Ask your REALTOR[®] if there are odors (smoke, pet odors) and how you can get rid of them.
- **Too Much Clutter:** Pack away any items like excess furniture, personal pictures and nick-knacks. They make your rooms look smaller and distract the buyer from really seeing the house itself
- **Old Paint:** A fresh coat of neutral-colored paint is a low-cost way to make your rooms look new and fresh.

Do you have a real estate question you want answered? Feel free to call me at 724-871-7298. I'm happy to help!



Visit www.DebraHiggins.com