



Metropolitan Home Team

June 2017
Minneapolis/St. Paul

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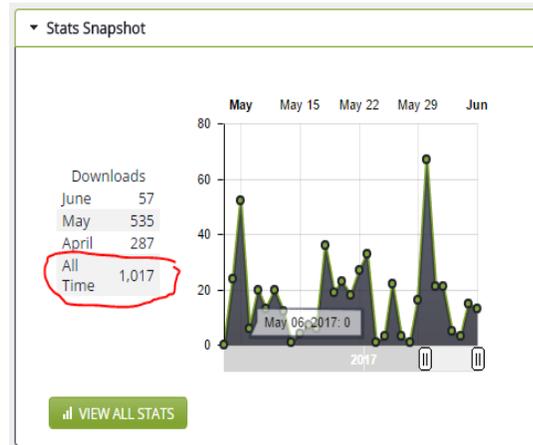


Tim Murphy's...

Monthly Digest!

"A Reflection on Thoughts, Stories & People ..."

Local Area Advice Givers® Podcast



We are starting to get traction with our podcast. Dave, our podcast producer and 25 year radio veteran, said, "Murph, I didn't think you would hit 1,000 downloads for 6 months... let alone in 87 days!!" When you hear feedback like that from a trusted source like Dave Lawson. Well, I can't lie, it puts a smile on my face and makes all the hard work worth it.

So far, we have had 14 guests on the podcast. It has been amazing to see all of the similarities and many of the differences. The one thing they all have in common... A desire to take care of people. Amazing!

The most popular episode is with Lee Hersh of *FitFoodieFinds.com* which is her blog talking about food and fitness. Lee is a fascinating personality who started her blog in college when she realized she had a passion for good food. This passion has now turned into a blog that gets almost 2 million views every month. Listen to our interview with Lee for yourself to find out more about her journey.

Visit: Edina-SWmplsAdviceGivers.com

With a goal of 45 episodes in 2017 we are well on our way. But, we need all the help we can get finding the best of the best. You see... We don't just seek out anyone for our podcast. We seek thinkers, believers and those looking to change their communities and the people they serve on a daily basis. So far, I believe we have done a great job. Now, we need your help to find more. If you know of someone who would be a great guest for our podcast please send them the link www.PodcastBookIt.com. Here they will find out all about "Why" we are doing this podcast and "How" they can become a guest. We are looking for only those who live or do business in the Edina & SW Minneapolis area. Who do you know?

Thanks for all your support. If you have a favorite episode... Please leave us a 5 star review and comment about what you liked. This helps us find guest that will keep you wanting to come back for more.

The Value-Driven Approach In Action

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!)...

Affinity: adjective

Meaning: A natural liking for or attraction to a person, thing, idea, etc.

Sample Sentence: To arrange charter flights for opera lovers and other affinity groups.

Quotes To Live By...

"It's easier to reach your maximum impact potential - if, from childhood, your parents teach you the needed skills"

—Ryan Fletcher

"Failure is life's greatest educator. Pain & Fear force us to evolve. Without it, our culture would not be where we are today. As an entrepreneur... I fail every day."

—Tim Murphy

"Human nature has a tendency to admire complexity, but reward simplicity."

—Ben Huh

Selling your home isn't just about the marketing or the preparation or even the timing... Selling your home is about so many different things coming together in perfect alignment so you can get the most money for your home in the least amount of time. Saving you from the stressful process of selling.

Nobody can attest to this better than Andy & Beth who sold and purchased their home with us last month. They knew they needed a bigger home with their growing family but, didn't quite know how to make that transition without adding a ton of stress in their already hectic life. We all know what it is like to both be working a full-time job while having a little one you want to spend as much time with as possible. Then there is keeping up with the house. Trying to find time for friends, family and fun... Where is there ever time for getting your home ready to sell, finding a new home and making the move.

When it came time for Andy & Beth they reached out to me. "Tim, we are thinking about moving and need you to guide us from the beginning. We just don't have the time to figure it all out on our own." Beth said when we first talked. Obviously, My immediate response was, "Beth, that is what I am here for. You are crazy if you try to figure this out on your own. I got you girl."

Keeping a long story short. We got their home ready for market, We put all of the marketing together and we listed their home. In today's market homes are selling reasonably fast. So, Andy & Beth were expecting lots of showings and an offer fast. As they should after working so hard to have such a beautiful home, any family would love, that showed GREAT! But, like every home there are always obstacles to overcome and we were pushing to get TOP DOLLAR for their home.

After 4 days on the market I will never forget the call I got from Beth, "Tim, our house is never going to sell. How come we don't have an offer yet. I am getting really nervous. Let's drop the price." with a calm voice and a ton of respect I said, "NO." Why, because I knew they had a great home and I was going to get them a great price for it. Sure, we were pushing the price, probably \$5,000 and one agent even said \$10,000 over market price. But, I knew with a little patience and a lot of effort we could get full asking price. So, for me to allow Andy & Beth to make a \$5,000 price reduction... It just wasn't the right thing to do at that time. Needless to say, 3 days later we sold their home for full asking price and with the terms they wanted. I think it's safe to say Andy & Beth were very happy. :-)

Thank You! Thank You! Thank You!



Andy & Beth Eckert (Buy/Sell)

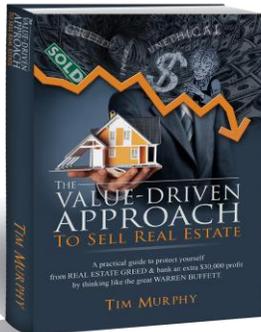
Thanks to everyone who supports us **Especially the Pemble Family**. We did it again this month helping Andy & Beth buy and sell. You graciously trusts your friends, family, co-workers & neighbors will be in good hands. Rather than pester people with unwanted calls and visits, we grow based on positive comments and support from people just like you. We couldn't do it without you! :-)

Brain Teaser...

An old man wanted to leave all of his money to one of his three sons, but he didn't know which one he should give it to. He gave each of them a few coins and told them to buy something that would be able to fill their living room. The first man bought straw, but there was not enough to fill the room. The second bought some sticks, but they still did not fill the room. The third man bought two things that filled the room, so he obtained his father's fortune. What were the two things that the man bought and what was able to fill the room?

(See page 4 for the answer.)

Taking a different approach WhyTheBook.com



Real Estate Question?

Maybe you want to know how much your home is worth. Or maybe you just need a recommendation for a handyman, carpet cleaner or plumber...

Either way, I love hearing from all of my good friends and clients. And I'm happy to help answer questions you might have about anything relating to real estate or home-ownership.

If you have a question, tip or idea, call me at **952.223.0999** I'm here to help!

Special People, Doing Special Things

Every month I choose a very special *Story Of The Month*. It's my way of acknowledging good friends and good people.

This month's *Story Of The Month* is: **Scott Mack**

"Wow!..... I'm speechless Murph, give me a second." Scott said, as he looked to the sky, then looked down at the table and gradually put his hands on his head pulling his hair back. You have to know Scott to appreciate this moment of silence. Scott is the type of guy who can walk in a room and light it up. Kind of like Norm when he walks into CHEERS. "Norm!!" everyone shouts as he walks in the door. Scott, is a man who wears his heart on his sleeve, will give the shirt of his back and loves nothing more than a good conversation. Coming from a military family Scott knows what it means to work hard, do the right thing and treat others with respect. His military father instilled these military principles in him. You can just feel it.

Quickly, Scott lifted his head to say, "Bro, I knew you wanted to talk today. But, I didn't know you were going to completely blow my mind." Scott said, with a passion in his voice that moved me. He then said, "Murph, you need to understand something about me. I was raised by a military father in a military home. He loved me. But, he was hard on me because as a drill sergeant in the military that's all he knew. Sure, I hated that as a kid. I fought his orders... to my dismay. As I grew older, I became to respect the lessons my father taught me. I respected the discipline, hard work and no exceptions allowed training he gave me. For today, I am better because of it. My point, I don't lead my life to be rich. I have a good job, I am successful at what I do. Just the other day my upper-level manager contacted me to congratulate me on my work. He said, "Scott, I have to say you have done something I can't quite understand. We got your customer service ratings back from our client's. You scored 8-9 out of 10 for service and knowledge of product. Our company scored 5-6 for product functionality and deliverability. So basically, we are making your job 10 times harder to keep the customer happy and I'll be damned. They love you!"

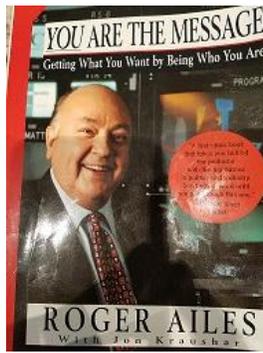
You see Murph, Why did I get that score. Trust me, it's not because I thought I would get a raise. We both know businesses these days pinch every penny they can. I did it because it's the right thing to do. I did it because I care. I did it because I don't know how to do anything different. You see! So when you bring something like this to me. Something that will give me an opportunity to feel like I am a part of something bigger than myself. Well brother, A guy like me can't say no to an opportunity like this. A guy like me searches his whole life to do something like this with a guy like you. Bro, I am honored you believe in me to help make this a reality. I'm IN. No doubt. No question."

As I heard those words from Scott, "A guy like me searches his whole life to do something like this with a guy like you." I couldn't hold it back. I said, "Scott, it's not about me bother. It's about our kids, our families... for me it's about my daughter Shay." As I said her name the emotion in me could not be contained. The breath was taken from me. I couldn't talk. I felt something deep inside me just want to come out. With tears rolling down my face, struggling to find words I said, "It's about Shanley. It's about helping people and making a difference in this world." Putting my head down, trying to gather my thoughts and thinking to myself. Wow! I have been holding that in for a long time. I have never done that in front of anyone outside my family before.

"Dude! You are killing me here Murph!!" I am a passionate guy, I cry at movies you know. I am not going to look at you right now because I will be crying and two men crying at the same table might look a little weird." Scott said and we both started laughing our ass off.

"Sorry man!" This is not me. I don't know what just came over me. I guess I feel so damn passionate about his plan you are going to help implement. I believe you are the perfect fit.

**There is no better feeling than having someone like Scott
join your team.**



Thanks For Thinking of Me!

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

Brain Teaser Answer:

The wise son brought a candle and a box of matches. After lighting the candle, the light filled the entire room.

THANK YOU for reading my 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.

MetropolitanHomeTeam.com/Testimonials

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...

Tim Murphy
Re/Max Results
952.223.0999

TimMurphy@MetropolitanHomeTeam.com

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What's On My Mind...

Thinking, Reading, Watching and Focusing on...

The Book, "You Are The Message." (see pic)

This book opened my eyes and reminded me of many different things you need consider when living your everyday life. People are always watching and most of all your children are watching. Roger Ailes had one page in his book where he said, **"If I'm having trouble putting my finger on client's problems, there is one technique I can always count on: getting in touch with how they make me feel."** He then goes on to quote a professor who discovered people interpret your message the following 3 ways. 55% nonverbal, 38% voice, 7% the actual words them self. Rogers sums it up like this: People remember, overall, two things. First = concept - the idea you are trying to get across. Second = emotional expression - communicated through your eyes, face, voice and body. This total package makes up the speaker and the speaker becomes the message.

I couldn't help but thinking about my kids and how I am the message they see, hear and feel every day. Is my message clear and are they "Feeling Me?"

Ailes says, "The one overriding element which can distort your message is fear. It's the major block to clear, crisp communication. Fear is a natural emotion in all humans and we must learn to live with it. Keeping fear in perspective and converting it to positive energy is the secret."

The saying, "Actions speak louder than words" is one I am always reminding myself of.

Real Estate Corner...

Q: Radon Testing.. Do I Really Need To Spend Money On That?

A: Yes, here's why

As real estate agents, we often get asked many questions regarding certain types of inspections, costs and should we spend the money to get them? While there are no simple answers, there is a simple strategy, the more testing, the more answers, the more we can solve any issues. Effective Jan 1, 2014, the Minnesota Radon Awareness Act requires specific disclosure and education to be provided to potential home buyers during residential real estate transactions in MN. Radon is a colorless, odorless gas that comes into the home from the ground. When inhaled and exposed to it for a long time, it can cause lung cancer. The only way to find out if a home has radon is to test for levels of it. It is estimated that between 2 in 5 homes exceed the 4.0pCi/L action level that is considered safe. Any home, whether New Construction or Previously Owned can have Radon.

Radon Testing can be done within the inspection timeline of buying a home. Costs can be negotiated between buyers & sellers. A usual testing time frame is under 72 hours and then results can be obtained. If testing results are above the 4.0pCi/L action level you are advised to have a radon mitigation system installed in the house. This system draws radon gas out of the home and vents it outside. Testing should then be done again after the system is installed to ensure safe levels in the home. We always recommend testing and installation be done by certified professionals to ensure quality and safety. It is recommended to retest your home every 2 years confirming you have safe radon levels.

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