



Metropolitan Home Team
MetropolitanHomeTeam.com

November 2017
Minneapolis/St. Paul

Inside This Issue...

Local Area Advice Givers Magazine
Launch ...Page 1

Maximizing Value In Your
Home...Page 2

Thank You Mary Mellenbruch...
Page 2

Special People, Doing Special Things-
Melanie Richards... Page 3

Anything Is Possible... Page 4

Can I buy a property on my own?...
Page 4



EdinaAdviceGivers.com



Metropolitan Insider...

Monthly Digest!

"A Reflection on Thoughts, Stories & People"

Local Area Advice Givers® Magazine

Superheroes' Are all Around Us

"Where are you going with this Tim?" Rick asked me at the event we hosted for our podcast EdinaAdviceGivers.com. This was the motivating reason each "Advice Giver" guest showed up to our event last night. The looming thought of "What's Next."

As I pondered this question... I reflected back on the last 18 months Dave, Scott and I spent building the content for EdinaAdviceGivers.com Podcast. I realized along the way—it is so much more than just a podcast. It's a mission to connect real, honest, good people, who own amazing businesses... With those in our community, who have problems they need solved.

Just thinking about our society today. One realizes how life is slammed with "Things To Do." Knowing each person has time to focus and be great at just a few—like: Being a good parent to their children and/or Grandchildren, being there for your significant other when they need you most and fulfilling your personal "Legend" the reason you believe you are on this earth.

Each person I interviewed along the way (25 to date) has inspired me to do more than just tell their story on one podcast episode. Each "Advice Giver" guest is like each one of us. Sure, they own their own business with their own set of problems. But, we all... in some way shape or form have our own business. We are all our own CEO.

Whether you are a sales executive for IBM or a CFO of Ameriprise Financial or a grandparent trying to find time for the things you didn't spend time on before you retired. Each one of us has priorities in life that are more important than others. Each one of us have skills that serve a purpose. It's those skills and talents which we want to focus on. For everything else we need help.

Daily, we encounter obstacles and struggles. For example the other day I had my furnace at one of my rental properties go out. My buddy Dave, who owns an HVAC company was at the house in hours to help me out. This problem was BIG for me. I didn't have the skills to solve it and I sure as hell didn't have the TIME.

It's times like this when you need help—having the right person you can call whom you can depend on to treat you fair and be honest... These relationships are some of the most valuable we have.

Through EdinaAdviceGivers.com I have come to know there are amazing people doing amazing things for everyone around them. They are eager to give back, eager to stand up and solve problems for which they are experts and most of all eager to do the right thing no matter what the consequences. Because these protectors know the most important thing in life, "Treat Others Like You Want To Be Treated."

Sure, everyone knows the "Golden Rule." Problem is many don't follow it. I believe this is about to change. The dollar is not more powerful than the people. The riches are not more important than the purpose. The goal is not more important than the journey.

For together I know one thing. We are stronger than any one man will ever be. Together, we can change the world.

I ask you to join me in our journey at EdinaAdviceGivers.com towards connecting Edina & Southwest Minneapolis's business owners, entrepreneurs and thought leaders to bring you the best advice from our communities brightest minds.

Struggling To Find A Quality Contractor... EHRConstruction.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!)

Principle: noun

Meaning: A fundamental doctrine or tenet; a distinctive ruling opinion.

Sample Sentence: The principles of the Stoics.

Quotes To Live By...

I have a formula for success that has three parts:

Dreams + Embracing Reality + Determination = a Successful Life

You first have to dream big and prioritize. If you follow the right principles you can have virtually anything you want, but you can't have everything you want. Rejecting some things you want in order to focus on achieving other things more is key.

On the way to your goal you will encounter your realities. You will need to know how to deal with them well. If you're open-minded and flexible enough, you will learn how to do that, typically by making painful mistakes, learning from them and changing. In the process you will develop your principles. I urge you to write them down. They're your recipes for success. If you're interested, my own are in my book.

Principles: Life and Work
***Found On Amazon**

It all started one day when my father-in-law Ron came up to me and said, "Tim do you think you could help Mary out... One of our neighbors looking to sell her home?"

My obvious response, "Yes, I would love to help her! Thanks for thinking of me." knowing Mary was a very kind lady who lived in her home for many, many years. The first time I met Mary I knew we were a match made in heaven. Mary, a single women, was looking for someone to make her life simple. She didn't want to make this any harder than it was already going to be; physically and emotionally. Sure, Mary wanted the most money she could get for her home. But most importantly, Mary wanted everything to go as smooth and stress free as possible. That's when I started talking with her about our "Value-Driven Approach To Sell Real Estate."

Mary knew her home needed updating...I started off by having Jill O'Gorman at Ravishing Rooms on our staging & design team meet up with Mary. With Jill's keen eye for updates, that make an Impact, she was able to help Mary make great selections and stay within her budget... while offering the most bang for her buck. You see not everyone is like Jill. She is one of the best. Because when Jill walks into your home her first thought is budget—then she thinks about design. 99% of the time that is not the case with interior designers. Usually they are more worried about their design and spending your money than they are your budget. The best part! We have a team of contractors who support us in bringing Jill's visions to life.

In today's day and age it's extremely hard to find contractors you can trust. They will tell you one thing then do another. They will say, "We can start tomorrow."Then they show up 3 weeks later. They tell you the job will be done in 3 days and it's done in 3 weeks. It's because of these frustrations I partnered with Chris Cornelius at EHRConstruction.com. Chris and I are focused on servicing the needs of our customer's.

Being a real estate investor myself I knew what it was like working with contractors. So I knew we needed a strategy and a team dedicated to reducing our seller's stress. How? Simple, our team of contractors are dedicated to "Doing what we say and saying what we do." In the "Old School" that means they are "A Man of their word." I don't need to tell you how hard that is to find in this "Me First" society we live in. From the time Jill walked into Mary's home until the time Chris and our crew at EHRConstruction.com were done executing Jill's vision—we stayed focused on extracting maximum value out of Mary's home. You see, the biggest difference between our team and some other real estate agent... Is not only the fact we are a well oiled machine. It's the fact we have a proven Value-Driven Approach to sell any home we put on the market.

For More Insight On Our Documented Approach
Visit: WhyTheBook.com

Thank You! Thank You! Thank You!



Mary Mellenbruch's Home

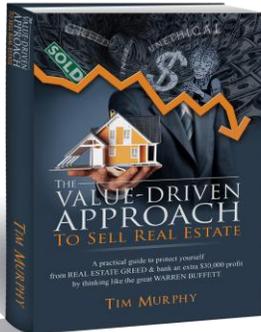
Thanks to everyone who supports us: We did it again helping Mary Mellenbruch sell her home. Thanks for graciously trusting your friends, family, co-workers & neighbors will be in good hands. Rather than pester people with unwanted calls and visits, we grow based on positive comments and support from people just like you. We couldn't do it without you! :-)

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Third, you need to do these things with a lot of determination. Through a lot of trial and error and learning you will improve and make achievements that far exceed what you ever imagined possible.

-Ray Dalio
Founder & Co-Chairman of
Bridgewater Associates

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...



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: **Melanie Richards**

Melanie Richards path to the beauty industry has been anything but glamorous. Her mother had Melanie and her sister as a high schooler, but never missed a beat. Her mother's tenacity and dedication to being a present and responsible parent – while also putting herself through college – inspired a similar determination in Melanie. Melanie's grandfather was an equally inspiring role model to her. He dedicated his life to protecting others as a highway patrolman, and Melanie was molded by his model of relentless service.

Carrying her family's ideals with her, Melanie went on to college to criminology, psychology, and sociology. Afterwards, she moved out to California to work in a juvenile delinquency center. She passionately strived to better the lives of the young people she worked with, and acted as an advocate and role model for them. But, as it does, the state of Minnesota beckoned Melanie home. She returned to the Twin Cities, and worked in corrections. She found her niche in victim services, and worked to empower and counsel women within the corrections system.

Her diverse work in corrections would set Melanie off on a path of advocacy and compassion that permeated all of her future adventures. Eventually, she felt called to help others in an entirely different capacity. While she poured her heart into her career and developing the individuals she worked with, Melanie found herself yearning to develop her innate skills and interests further to better serve others.

A lifelong beauty junkie, Melanie began to attend the Aveda Institute at night after work. Her work in victim services during the day carried into her evening classes; Melanie's sensitivity to women from all backgrounds and walks of life made her specially equipped to flourish the beauty world. When beauty school graduation rolled around, it was a celebratory trip to Mexico which spurred a grand idea in Melanie's mind. In preparation for her vacation, she searched the area for the very best spray tan at the most affordable price. She quickly realized there was a need for this exact type of service; why not be the person to fill it?

goGLOW is Born... Along with a Baby!

Starting a spray tan business brought together Melanie's passion for beauty and female empowerment. Who doesn't feel instantly more beautiful with an added glow? However, like any entrepreneur can attest to, building a business doesn't guarantee the owner a full-time job right away. For many, it all starts as a side hustle. In 2011, Melanie continued to work full time in corrections, and worked her side gig after hours. From sunrise to sundown, Melanie diligently poured herself into raising up women – whether they came from a background of abuse or addiction, or were simply gearing up for a trip and in need a small confidence boost. In the very beginning, goGLOW was just Melanie, her van, and her dog traveling to client's homes whenever she wasn't at the office. It was a grind, and the heaviness of her day job often drained her – but giving customers a beautiful, healthy tan renewed her soul. Eventually, she thought, "Why not try this thing full time?"

Around the same time she was considering taking goGLOW full time, Melanie was a happy and exhausted newlywed. And as if she wasn't busy enough, she also found out she was pregnant at this same crucial moment. She had been weighing a full career switch for a while, but taking that jump into the unknown is always unnerving. All this chaos and change at one time in Melanie's life spurred her to simply embrace the uncertainty. She realized she would "find out how to do it" as she goes. "You just get it done."

Throughout her pregnancy, she continued to work and develop goGLOW into a fully fledged business. She hired her first employee before the end of 2011, and they hustled to build goGLOW into a reputable area business. It took off quicker than they could have imagined; one van became two, and before long, Melanie was scouting for a brick-and-mortar location. The rapid success of goGLOW can be directly traced to the quality of the product and level of experience Melanie demanded. It was a tenacity she inherited from her mother. Finish The Story at: <http://www.edina-swmpplsadvicegivers.com/goglow-it-just-feels-right/>

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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.



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.

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What's On My Mind...

Thinking, Reading, Watching and Focusing on...

How does a person like me, who graduates college at the age of 25, living in his parents basement, with not a dime to his name, build a \$20 million dollar business before the age of 40.

Through stories I was exposed to, people I saw on television, the influence of a mentor, life experiences, challenging my status quo and what I believe to be possible, discovering what I thought was possible was just an illusion. Then replacing my illusion, my current truth at the time... With another alternative truth.

I have realized you can change from anything to anything by changing your Self-Image, when you provide it with new truth.

I believe, anything is possible.

I challenge you to change your Self-Image. Close your eyes and imagine a new world around you. A new life. One that is just how YOU want it to be.

Open your eyes, now take the first step in getting there.

Real Estate Corner...

Q: Can I buy another property on my own if I'm married?

A: Yes, as long as you qualify, on your own, for financing.

We get asked this question all the time, "Can I buy real estate by myself even if I'm married?"

Many people think about buying investment properties, cabins or other real estate but do not necessarily want to involve the other spouse. The answer is "YES"!! As long as you can qualify for a mortgage on your own, you can buy real estate and take title on your own.

However, a couple things to remember -- One to Buy, Two to Sell -- this means, you can buy on your own but when you go to sell, your spouse will need to sign off on the sale of the property since you are married. Which means the proceeds check, if any, is made out to both of you. Second, when taking title, your marital status does go on the title to the property. Depending on what you're looking to do or how you invest, there are other options also... like creating an LLC or corporation. Each of these have different tax benefits, pro's & con's, check with an accountant or lawyer for advice on what strategy would work best for your individual needs.

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