

October, 2010



Don't forget to set your clocks back on November 7th!

MISTIE WOODS — "TURNING YOUR DREAMS INTO AN ADDRESS."

Why I Work By Referral.

Thank You!



Mistie Woods ,

"Turning your Dreams Into an Address"

Relationships Are More Important Than Transactions.

You may have noticed that many real estate agents take a transactional approach to sales—identifying clients, closing the deal, and then moving on to the next one. I choose not to work that way because I believe you deserve more from the professional you decide to work with. That is why I work by referral.

Since my primary source of new business is referrals from people who know and trust me, I don't have to spend precious time prospecting and promoting myself. I can dedicate my efforts fully to the activities that benefit you most, and always deliver truly exceptional service!

You Control My Business.

I know that I must earn your future referrals, so I aim to exceed your expectations. I have a vested interest in making sure that you are completely satisfied with your transaction. I want you to be so "fired up" that you can't wait to tell your friends and family about me and the fantastic service you received!

When you come across an opportunity, I appreciate you referring me to great people like yourself, who would benefit from the excellent service and personal attention I provide.

Service After the Sale.

I devote my time to servicing the needs of my clients before, during and after each sale. Instead of disappearing after the closing, you can expect me to keep in touch. I will be sending valuable information to you each month, and will also be calling from time to time just to check in and see if you need anything.

I hope you will turn to me for help with any of your real-estate related needs because it is such a privilege to work exclusively with people like you who we admire and respect, and who value the service I provide.

Working by Referral is all about TRUST.

Let's face it, when we are seeking any service, we are all looking for someone we can trust— someone proven, who comes highly recommended and is already on our side.

What Can I Do for You? Before, During & After the Sale

- **News You Can Use.** *I can provide you with up-to-date information and statistics on local market conditions. These can differ substantially from what you hear in media reports, which are often skewed to heighten drama.*
- **Maximize Potential.** *Feel free to ask for specific advice on home maintenance, or suggestions for upgrades that will enhance your property's resale value.*
- **Advice You Can Live By.** *I'll provide you with tips to help you get your home ready for the seasonal changes we experience in Wyoming. Check out the reverse side for tips on preparing your home for winter.*
- **Across the Map.** *I can help you or a family member secure the services of a like-minded real estate professional in another part of the country.*

Mistie Woods, #1 Properties

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Preparing Your Home for Winter

The fall Equinox is a good time of year to start thinking about preparing your home for winter, because as temperatures begin to dip, your home will require maintenance to keep it in tip-top shape through the winter.

Autumn is invariably a prelude to falling winter temperatures, regardless of where you live. It might rain or snow or, as David Letterman says, "*Fall is my favorite season in Los Angeles,*

watching the birds change color and fall from the trees."

Did you know there is only one state in the United States where the temperatures have never dipped below zero? Give up? It's Hawaii.

Ten Tips to Prepare Your Home for Winter

1) Furnace Inspection

- Call an HVAC professional to inspect your furnace and clean ducts.
- Stock up on furnace filters and change them monthly.
- Consider switching out your thermostat for a programmable thermostat.
- If your home is heated by a hot-water radiator, bleed the valves by opening them slightly and when water appears, close them.

Remove all flammable material from the area surrounding your furnace.

2) Get the Fireplace Ready

- Cap or screen the top of the chimney to keep out rodents and birds.
- If the chimney hasn't been cleaned for a while, call a chimney sweep to remove soot and creosote.
- Buy firewood or chop wood. Store it in a dry place away from the exterior of your home.
- Inspect the fireplace damper for proper opening and closing. Check the mortar between bricks and tuck-point, if necessary.

3) Check the Exterior, Doors and Windows

- Inspect exterior for crevice cracks and exposed entry points around pipes; seal them.
- Use weather-stripping around doors to prevent cold air from entering the home and caulk windows.
- Replace cracked glass in windows and, if you end up replacing the entire window, prime and paint exposed wood.
- If your home has a basement, consider protecting its window wells by covering them with plastic shields.
- Switch out summer screens with glass replacements from storage. If you have storm windows, install them.

4) Inspect Roof, Gutters & Downspouts

- Check flashing to ensure water cannot enter the home.
- Replace worn roof shingles or tiles.
- Clean out the gutters and use a hose to spray water down the downspouts to clear away debris.

Consider installing leaf guards on the gutters or extensions on the downspouts to direct water away from the home.

5) Service Weather-Specific Equipment

- Drain gas from lawnmowers.
- Service or tune-up snow blowers.
- Replace worn rakes and snow shovels.
- Clean, dry and store summer gardening equipment.
- Sharpen ice choppers and buy bags of ice-melt / sand.

6) Check Foundations

- Rake away all debris and edible vegetation from the foundation.
- Seal up entry points to keep small animals from crawling under the house.
- Tuck-point or seal foundation cracks. Mice can slip through space as thin as a dime.
- Inspect sill plates for dry rot or pest infestation.

- Secure crawlspace entrances.

7) Install Smoke and Carbon Monoxide Detectors

- Buy extra smoke detector batteries and change them when daylight savings ends.
 - Install a carbon monoxide detector near your furnace and / or water heater.
 - Test smoke and carbon monoxide detectors to make sure they work.
- Buy a fire extinguisher or replace an extinguisher older than 10 years.

8) Prevent Plumbing Freezes

- Locate your water main in the event you need to shut it off in an emergency.
- Drain all garden hoses.
- Insulate exposed plumbing pipes.
- Drain air conditioner pipes and, if your AC has a water shut-off valve, turn it off.

If you go on vacation, leave the heat on, set to at least 55 degrees.

9) Prepare Landscaping & Outdoor Surfaces

- Trim trees if branches hang too close to the house or electrical wires.
- Ask a gardener when your trees should be pruned to prevent winter injury.
- Plant spring flower bulbs and lift bulbs that cannot winter over such as dahlias in areas where the ground freezes.
- Seal driveways, brick patios and wood decks.
- Don't automatically remove dead vegetation from gardens as some provide attractive scenery in an otherwise dreary, snow-drenched yard.
- Move sensitive potted plants indoors or to a sheltered area.

10) Prepare an Emergency Kit

- Buy indoor candles and matches / lighter for use during a power shortage.
 - Find the phone numbers for your utility companies and tape them near your phone or inside the phone book.
 - Buy a battery back-up to protect your computer and sensitive electronic equipment.
 - Store extra bottled water and non-perishable food supplies (including pet food, if you have a pet), blankets and a first-aid kit in a dry and easy-to-access location.
- Prepare an evacuation plan in the event of an emergency.