

In Step with Alice Steppe

Vol. 2 Issue 2



♪♪ “**Summer Time and the Living is Easy**” ♪♪ sings Porgy in the famous American opera, Porgy and Bess, by Leonard Bernstein. I’m not so sure we would all agree about the easy part—Midwestern storms, floods, damage to trees, homes, vehicles...and then the economy and environment remain huge concerns. But on a hopeful, positive note, the market continues to grow as home sales pick up over the summer months with school out, relocations and folks moving up and others downsizing. It is all good and a positive sign that the economy is ‘working’ to correct itself and push through the challenges. Housing remains an economic indicator. I wish I had a crystal ball to be able to see what will happen with the economy, but I don’t. Perhaps just as well...we all need to work to do our best and remain hopeful and confident. “We can do it”, said Rosie the Riveter, the character created during WWII to inspire women to do men’s work as the men went to war. I recently heard someone speak about American’s need to be our confident ‘can-do’ selves to get our economy back on track. We cannot give away all of our power or waste our energy on being negative.

Homes are put on the market and are bought and sold each day. It is important to remain vigilant and focused in the marketing of a property. Competition is what every home listed brings to another in the market place. One home will become the ‘winner’ when the one buyer steps forward, makes the offer and the result is that all parties sit down for the closing. That is a win-win and a happy event.

So keep vigilant, preparing and working on your home before and during the marketing, listen and ask questions of your real estate professional. Developing rapport and good communication are essentials in working together to realize your goal of either selling or buying.

Be positive. Realize that WORK is involved. Select your real estate professional that you feel confident in and who is competent for your values and needs. Together We Can Make it Happen!

Introducing Mary Ann Yates with Elder Moves, Inc.



Mary Ann Yates

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Call for FREE 1/2 Hour Estimate **317-283-4683**

Elder Moves, Inc. specializes in Managing and offering Moving Services for people throughout Indiana. Our hands-on approach gently transitions people through all the changes in their location and relocation. Specializing in the senior market for 22 years, we have assisted with de-cluttering, sorting, organizing, decoration,
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EMERGENCY AND COMMUNITY CONTACTS

Emergency

Whether it's a fire, a police emergency or a medical emergency

DIAL 9-1-1

Health & Well Being

Poison Control	(317) 962-2323
Department of Health	(317) 233-1325
Domestic Violence	(800) 332-7385
Family Helpline	(800) 433-0746
Mental Health Crisis	(800) 662-3445
Substance Abuse	(800) 346-3077

Hospitals & Immediate Care

Binford Immediate Care

6620 Binford Medical D
(317) 598-9918

Nora Immediate Care

860 East 86th St
(317) 580-3200

Chapel Hill Immediate Care

650 North Girls School Rd
(317) 271-5080

St. Francis Urgent Care

(317) 787-3311, Beech Grove
(317) 865-5000, Indianapolis
(317) 831-1160, Mooresville
(317) 837-4700, Plainfield

Community Hospital ER

(317) 355-5457, East
(317) 621-5053, North
(317) 887-7200, South

St. Vincent Hospital

(317) 582-7300, Carmel
(317) 338-2345, North
(317) 338-4366, Children's

Clarian Health

(317) 962-2000, Methodist
(317) 274-5000, IU
(317) 274-2060, Riley
(317) 217-3000, Clarian West
(317) 688-2000, Clarian North

Washington Square

Immediate Care Center
992 North Mitthoeffer Rd
(317) 899-5546

Greenwood Immediate Ca

1001 North Madison Ave
(317) 888-3508

Animal Emergency Center



(317) 849-4925

Community Contacts

American Red Cross	(317) 684-1441
Animal Control	(317) 327-4662
Child Abuse Hotline	(800) 800-5556
Citizen Gas	(317) 924-3311
Crime Hotline	(317) 327-6682
Department of Public Works	(317) 327-1620
Indianapolis Power & Light	(317) 261-8111
Indianapolis Water	(317) 631-1431
Mortgage & Foreclosure Help	(866) 722-9248
Nonemergency Dispatch	(317) 327-3811
Salvation Army of Indiana	(317) 937-7000
Victim Assistance	(317) 327-3331

Introducing Mary Ann Yates *continued from page 1*

total set-up, packing, and liquidation for hundreds of people throughout Indiana and as far away as New York. Our challenges have been many. We have met deadlines so homes can be sold and possession taken. We work with each client as if they were a family member not just another sale. A plan is customized based on their individual needs. Working together with our client, their representative or family members, the job not only gets done but is done with the experienced help of a professional team.

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7 Deadly Sins of Real Estate Deadly Sin #5

Impatience Earlier I have used this column to talk about our human foibles in this process of real estate transactions. Not listening, not preparing your property or yourself, lack of fiscal knowledge are a few examples of the 7 Deadly Sins of Real Estate. The most important aspect of buying, but particularly selling, in today's market is patience. As a real estate broker, I will implement any and every means of preparing and marketing your home. It is a lot of work to have me coming into your home with suggestions, must do this, move that, etc... On a recent listing appointment, a gentleman homeowner said to me in response to my suggestions of moving the microwave stand in the kitchen and removing the overgrown shrubbery, "Over my dead body". While I use the expression of deadly sins, I'm not interested in anything deadly!

This is a challenging market and I think the expression of 'pushing through' is a good one to use to talk about what sellers have to do today. Stay in touch. Talk about concerns. Keep current on the housing inventory, what's new, what has sold, what did not sell and is it back on the market or staying off. All of these things help you to know what is happening with real estate. Comparing condition is another important aspect of looking at your home vs. the competition. How does it compare: updates, floorplan, curb appeal, overall price and price per square foot; then the more detailed comparison of appliances, quality, included or not, home warranty, amenities. For example; walk-in closets, dual sinks, size of bedrooms, etc...

Location cannot be changed, so the two variables we have are price and condition. If you have done all you can, then price reduction is the tool to get the offer. It is so challenging to remember that the list price is just the starting point. Price reductions are another tool "push through" the market to get the offer. But it often takes steel strength to 'push through' and make the sale happen. I would be happy to talk to you about it and assist you.



It's That Time of Year Again—IPL is Tree-Trimming

We've all received the notifications, but if you're anything like me; you've probably misplaced the paper so here's a little reminder!

Trees growing too close to electric power lines pose a serious threat to public safety. Furthermore, trees making contact with electric power lines are responsible for a significant percentage of electrical outages and other power quality issues. Therefore, to provide you with safe and reliable electric service, IPL must periodically prune or remove trees near their electric wires. IPL will send their contractor, Wright Tree Service, Inc. to wherever trees need to be trimmed or removed from power lines. Please remember that ALL property has easement for such tasks. There is no cost to you and debris will be chipped and hauled away. Yes, sometimes the trees don't look very good after the trimming, but we all enjoy the benefits of our electricity and Wright Tree Service will prune so that there is no permanent damage to the trees. If you have questions or need to inform IPL of your dog in the yard or a locked gate, please contact the IPL Line Clearing Office at **317-261-8128**.

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I saw this in NUVO and decided to share; some of the wording has been changed, but the meaning remains the same.

Think green: 10 simple ways to reduce your footprint

1 Shop Local: Not only does supporting the local shops keep resources in the local economy, but you KNOW where your stuff is coming from, whether it's the local farmer, artisan or restaurateur. You know whom to praise if it's good, and whom to take it back to if you have a problem. It's the Golden Rule, redux; buy from others so that they will buy from you.

2 Divorce Your Car: Okay, you're not really married to your car, but we have all become quite attached to them. *Divorce Your Car* is actually the name of a book by Katie Alvard about liberating yourself from your addiction to automobile culture. There are a lot of ways you can reduce your fuel costs and carbon emissions by loosening up your relationship with your car; taking public transportation, carpooling, bicycling or walking. Start thinking of your car as evil!

3 Grow Your Own Food: Now's a great time to get started, too! Or, maybe last week or the week before. But, don't panic. You CAN get started on this right away with a shovel and some seeds and a nice afternoon. Growing your own food gets you in touch with the earth on a ground level. Not only do you get a sense of how all this nature stuff works, you get to eat it, too! If you don't have a yard worth tilling, plenty of neighborhoods have a community garden you can join. And what better way to get to know your neighbors. Many of your vegetables can be grown in pots as well. You can grow your own little garden on your balcony!

4 Meet Your Neighbors: Nothing better than meeting your neighbors when it comes to improving our relationships with the earth. Everything we've talked about thus far can be facilitated or enhanced by working together, whether gardening, carpooling, sharing your tools.

5 Reduce Your Energy Use: Whether it's burning fuel for transportation, running your furnace or air conditioner at ridiculous levels, or using electricity for lights and computers and televisions, you can reduce your energy use. You can "use Less" by reducing how much you depend on these creaturely comforts, and/or replacing existing appliances with more efficient ones. Mostly, though, you want to get away from supporting Indiana's coal-generated power, because it is ruining your world.

6 Stop Buying Bottled Water: First off, there are no regulations on what's inside it, so for all you know it's WAY more toxic than your tap water. Plus, it's about 2,000 times more expensive. Then you throw the bottle away and you must have seen the commercials about how long it takes for those things to degenerate.

7 Stop Buying So Much Stuff: If you don't need it, then don't buy it. If you must have it, then it most likely can be found at a thrift store, a yard sale, an auction, or a flea market. Think about all of those lovely gifts that you didn't like, want, or need. What did you do with them? Sell them, re-gift them? The saying is that one man's trash is another's treasure. Okay, sometimes you have to use a little elbow grease, but isn't it worth it? After all, look at all of the money you have saved.

8 Stop Dumping Chemicals Into the Earth: That means stop buying in the first place. Read the label, if it's got a lot of syllables, it's probably a problem. If you sniff it and your nose falls off, ditto. Everything we do results in an emission of some kind, whether it's throwing our waste away, or flushing unused meds into our water system. Pay attention to what you bring into your house and into your body, because what doesn't get stored in your fatty tissues will find its way into the soil, air and water. When you change your oil, make sure you take the old to a registered site that disposes of it properly. Do the same with your unused meds; there are many pharmacies that have special "get rid of your old meds" days.

9 Stop (or cut back on) Eating Meat: The land necessary to raise animals for slaughter makes for one of the biggest impacts on global warming. Ergo, the less meat you eat, the better for the earth, so if you can't go all veggie, at least reduce your meat consumption; and, whenever possible, purchase meat from a local purveyor who knows the animals are free range. Sadly, so much of our meat comes from Concentrated Animal Feeding Operations, and in addition to adding to global warming, CAFO's also devastate the local environment with manure run-off and noxious smells. Here's a great resource to learn more:

www.goveg.com/environment.asp.

10 Don't Take It Personally: Okay so now you're feeling just a wee bit guilty. Don't. Guilt just adds to the carbon load of the planet. Don't take the collapse of the planet personally. You were only doing what you were told; consume, throw away, then consume more. Nobody said it wouldn't last forever. Now that you know that, you've got your Green Guide and make some changes. Start small, grow big. You'll be glad you did.

