



Richard Hanna's Cash Flow Forever Newsletter

June 2011

AlbuquerqueOfficeLeasing.com

\$5.00

Our mission is to profitably support our customer's vision for an effective location at which to do business.



Boost Your Brain Power In 20 Minutes

Want to be more alert? Need an answer to an important problem? Use the same secret Thomas Edison did and go to sleep on the job (literally)!

Scientists have proven the brain needs a rest every now and then, and apparently, the brain can refresh itself and go on "like with a full tank of gas" with just a short, 20-minute nap.

For problem solvers, trouble-shooters, writers or other people doing creative or intellectual work, the benefits of a short 20-minute nap can be similar to a transfusion of blood plasma.

To take advantage of the mental rejuvenation, all you need is an uninterrupted 20 minutes. If you're working in an office, take your phone off the hook or disconnect it. Hang a sign on your door and instruct your secretary that you're not to be disturbed. When you lie down to take a nap, you should loosen your shoes and your

clothing. Basically, it's best if you lie on your back and cross your arms across your chest. You shouldn't concentrate on it, or worry about falling asleep. As much as you can, just try to direct your thoughts to non-work ideas while you're resting.

To be sure that you wake up at the end of 20 minutes, set an alarm or tell your secretary to wake you at the end of your rest period. Attempting to sleep for 30 minutes or an hour, will leave you feeling groggy rather than refreshed.

There is nothing wrong, however, with taking several 20-minute naps at different intervals throughout an especially long or tiring workday.

The important thing to remember is that you can gain new energy and new creativity by resting and napping when you feel low on energy or if you're running out of ideas. Give it a try for yourself and see if you aren't amazed at the results!

"My father used to play with my brother and me in the yard. Mother would come out and say, 'You're tearing up the grass.' 'We're not raising grass,' Dad would reply. 'We're raising boys.' "

~Harmon
Killebrew

Before You Reach For That Can of Coke . . .

. . . Consider these startling facts:

◆ In many states the highway patrol carries two gallons of Coke in the trunk to remove blood from the highway after a car accident.

◆ You can put a T-bone steak or an extracted tooth in a bowl of Coke and it will be gone in two to three days.

◆ To loosen a rusted bolt: Apply a cloth soaked in Coca-Cola to the rusted bolt for several minutes.

◆ To remove rust spots from chrome car bumpers: Rub the bumper with a crumpled-up piece of Reynolds Wrap aluminum foil dipped in Coca-Cola.

◆ To clean a toilet: Pour a can of Coca-Cola into the toilet bowl and let the "real thing" sit for one hour, then flush clean. The citric acid in coke removes stains from vitreous china.

◆ To clean corrosion from car battery terminal: Pour a can of Coca-Cola over the terminals to bubble away the corrosion.

◆ To remove grease from clothes: Empty a can of Coke onto a load of greasy clothes, add detergent, and run through a regular cycle. The Coca-Cola will help loosen grease stains. It will also clean road haze from your windshield.

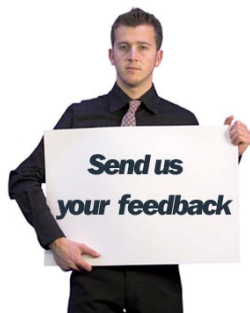
How To Survive As A Business Owner



Do what you love and the money is more likely to follow.



Negativity and pessimism will drag you down. Surround yourself with positive, supportive people.



Making the jump to your own business or attitudes to stay in business.

Before becoming a business owner, you spent most of your time striving to work hard for others while needing to continue to prove your value so they will keep you as an employee. Shifting your mindset once you have been an employee to the mindset of a business owner requires giving up the need to receive earnings from an employer.

Taking the knowledge and experience that has been used to make others successful in business is now in your hands as the decision maker. Making strategic decisions is radically different from routine business practices and tactics.

Being a business owner requires conducting extensive research and analysis of many factors. But the one requiring the most critical assessment is often overlooked by many entrepreneurs. You must decide if you are prepared mentally and emotionally to take on the responsibilities of being in business or the experience will become overwhelming.

Success in business means winning in the marketplace no matter what kind type of business you are. You cannot expect to make successful business decisions without a clear understanding of how market forces create opportunities and constraints.

Making decisions with a clear understanding of fundamental economic concepts to strategize and meet your business goals is central to sustaining long term profitability.

Are you doing what you love or are you trying to make money? There is a

difference. Doing what you love comes naturally and so will your motivation to conquer your fears and achieve your goals.

- ▶ Be willing to take “risks” and take in control or your destiny.
- ▶ Do you have what it takes to be a part of a team?
- ▶ Establish a clear vision of what your business goals are.
- ▶ Practice discipline as a continuous commitment to quality and detail.
- ▶ Continually seek information, new ideas and sound advice.
- ▶ Can you market yourself and your business?

The most important element of the business owner's mindset is to believe that you can succeed in creating what you want. Be sure to surround yourself with others that follow this principle and applies it to their daily lives.

Negativity and pessimism will drain your motivation and create unnecessary obstacles; your time is better spent working on your goals for your business with those who support you and believe in what you are trying to accomplish.

Demonstrate leadership to show that you know what you are doing by having clear and well defined goals. Communicate with your team about the external factors in the economy, interest rates, location, target market, branding, product and image that impact your business.

Having the mindset of a firm decision maker requires trusting your instincts without agonizing over making a mistake and postponing or stalling for too long.

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Feedback? Send your questions, comments, suggestions and submissions to RHanna@RichardHanna.com or call **505-332-0522**

How To Survive As A Business Owner

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Mistakes are a learning process and can be corrected, your team will see what you may not see in the details; learn to trust the input from your associates. Making decisions can be stressful in the process of researching all necessary factors for exercising sound judgment.

As an owner, don't hesitate to table some decisions until all of the necessary information has been gathered. Developing a market message will

maximize networking opportunities. Having a mindset that is attuned to market trends and issues puts businesses owners in a position to make adjustments to products and services and address the needs and preferences of their target market.

Business owners know their competitive advantage by researching and studying competitors and creating a marketing strategy to address potential problems before they harm their business.



Keep on eye on market conditions and your competition.

Strange Stuff

Bedeveled by a painful wart that no cream, ointment or doctor could cure, Englishman Sean Murphy reportedly decided to try a radical – and permanent – at-home procedure. His surgical tool: a 12-gauge Beretta shotgun.

In a move that seemed fitting of the Wild West, rather than modern England, the security guard fortified himself with a healthy dose of the local anaesthetic – in lager form, naturally – stretched out his

left hand, aimed, and pulled the trigger. Unfortunately for Murphy, the blast had collateral damage. According to The Telegraph, it blew off nearly the entire middle finger on his left hand, and left the 38-year-old facing possible prison time for illegal possession of a firearm.

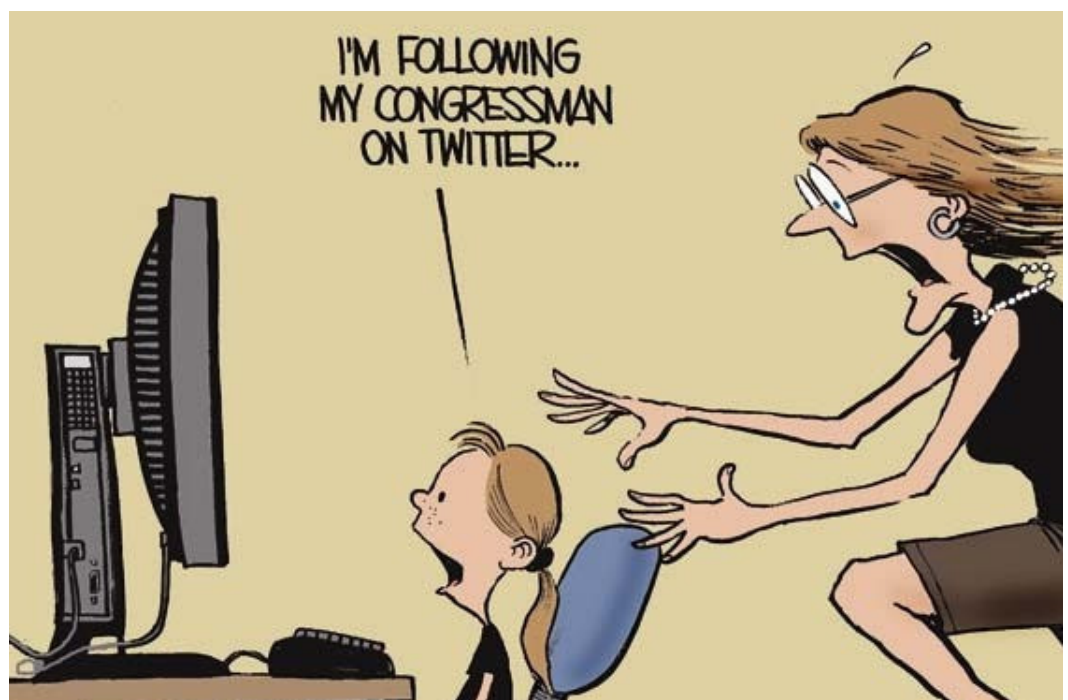
Defending the at-home surgery, Murphy's lawyer, Richard Haigh, said that Murphy had been “a victim of his own stupidity when domestic pressures got to him.”



Strange people doing strange stuff.

Funnies

Father William, the old priest, made it a practice to visit the parish school one day a week. He walked into the 4th grade class, where the children were studying the states, and asked them how many states they could name. They came up with about 40 names. Father William jokingly told them that in his day students knew the names of all the states. One lad raised his hand and said, “Yes sir, but in those days there were only 13 states.”



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Hanna Commercial LLC
10701 Lomas NE #201
Albuquerque, NM 87112
505-332-0522
www.AlbuquerqueOfficeLeasing.com
Rhanna@RichardHanna.com



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How NOT To Remove A Blister

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Featured Property

*Industrial Property with Office
and Yard
2822 2nd Street NW*



For Sale

Features Include:
Main Building: 3571 SF
Covered Structure: 1429 SF
Lot Size: .62 Acres

M-1 Zoning
Great Visibility

Office/Reception/Warehouse
and Break Room

500 SF Office Tenant Can Stay
Generating \$500.00 Income
Each Month

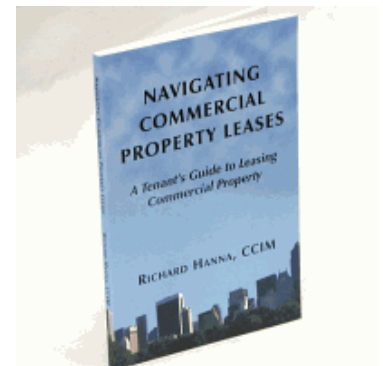
8' X 10' Overhead/ Drive-In
Door

\$160,000

For More Information: Contact Richard Hanna, CCIM
505-332-0522, rhanna@richardhanna.com

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