



Richard Hanna's Cash Flow Forever Newsletter

March 2010

AlbuquerqueOfficeLeasing.com

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



Happy St. Patrick's Day !

"It's spring fever. That is what the name of it is. And when you've got it, you want - oh, you don't quite know what it is you do want, but it just fairly makes your heart ache, you want it so!"

~Mark Twain

A Note From Richard

If you're thinking to yourself, "I haven't received a newsletter from Richard in a while," you're right. It *has* been a while.

Starting here with the March issue, I'll be sending you another newsletter every month. It's important to me to keep in touch with you, my valued clients and friends. And I think a newsletter is a fun, friendly and informative way to do that.

Indeed, my goal is to inform and entertain you on a regular basis. Check out this newsletter and let me know what you think.

If you have any comments or suggestions, or know someone who would like to receive it, send an email to Rhanna@RichardHanna.com.

Time For Spring Cleaning

Spring is a time of rebirth, renewal and spring cleaning! Not the most exciting of prospects, I know. But tackling a big project like that now gets it out of the way so you can focus on the hectic spring and summer seasons.

Here are some tips for spring cleaning:

Organize First - Get rid of clutter. Donate clothing you no longer wear. Organize a garage sale.

Dust Thoroughly - Start at the top and work your way down. Vacuum the dust that ends up on the floor.

Clean Window Treatments - Some are machine washable. Others, like fabric blinds, should be dry-cleaned.

Vacuum and shampoo carpets and rugs- Rent a steam cleaner or hire a pro.

Rotate your bed, change blankets and clean pillows - Turn mattress over for even wear. Replace cold-weather blankets and linens for warm weather. Dry clean or machine wash pillows.

Clean walls and ceilings - Vacuum first to remove dust. Then scrub with soapy water or a degreasing agent.

Wax floors - Use a wax stripper to remove old wax buildup. Apply 2-3 thin layers of wax, starting in a far corner of the room.

Don't forget safety - Check batteries in smoke alarms. Make sure you have a fire extinguisher and everyone knows how to use it.



Get your spring cleaning out of the way now so you can enjoy the warm weather.



Richard, his wife Claire and her mother Flo.

Family Corner

Let's go, Ma!

Back in November, my mother-in-law Flo decided that it was time to move from where she lived her entire life and be closer to family. She decided that being near her daughter in Indianapolis would be the best choice. She also decided to move into an assisted-living facility. I went out to Kenwood, New York to give her a hand to finish the last

items to move and to take her to Indianapolis. She was very nervous about the move and I helped calm her down.

The move seems to be agreeing with her. I'll give you an update next month because Claire and I will be visiting her this month. I also plan to check out the speedway up there. Too bad I won't have the Porsche to drive on the track!



Keep track of the time you invest in your life roles to find the right balance.

How To Obtain Work-Life Balance

As a busy professional, you may often find yourself struggling to balance your work with the rest of your life. You are more than just someone who works. You might also be a spouse, parent, friend, and member of a community. How do you balance your roles and your needs?

time you invest in each role. Examine the results and determine if you need to make changes in how you balance your various mental, physical, emotional and spiritual needs.

Consider your professional and personal roles. Take a week and note how much

Then examine how to carve out time to focus on needs you might have neglected. Which roles do you want to invest more time in? What tasks can be eliminated or delegated?

Secrets Of An Ideal Kitchen

It is a mistake to suppose that any room, however small and unpleasantly situated, is "good enough" for a kitchen. It should be one of the brightest and most convenient rooms in the house.

The elements of beauty should not be lacking in the kitchen. Pictures and fancy articles are inappropriate, but a few pots of easily cultivated flowers on the window ledge will brighten the room.

Every kitchen should have windows on two sides of the room with the sun streaming through them. The ventilation of the kitchen should be sufficient to remove all gases and odors.

The furniture for a kitchen should be easy to clean and not be cumbersome. There should be plenty of cupboards, and each should be devoted to a special purpose.

There should be ample space for tables, chairs, range, sink, and cupboards, yet the room should not be so large that it requires too many steps.

One of the most important elements of a well-appointed kitchen is a sink. It should be properly constructed and well cared for so it doesn't become a breeding ground for germs and bacteria. If possible, it should stand out from the wall to allow free access to all sides of it for easy cleaning. The pipes and fixtures should be selected and placed by a competent plumber.

The kitchen floor should be impervious to moisture. Concrete or tile floors are better than wood.



A well-appointed kitchen will enhance the value and enjoyment of your home.

Successful Communication Requires Listening

Ronald Reagan was known as The Great Communicator, partly for his oratorical flair. But listening is really the key ingredient to successful communication. Here are three quick tips to improve your listening skills:

Use non-verbal cues to show you're listening. Make eye contact. Nod in the affirmative. Lean forward. Body language can be three times more effective than verbal cues.

Don't think about what you're going to say while the other person is speaking. Concentrate on what they're saying, pause for 3-5 seconds to make sure you're not interrupting, and then respond with what you need to say.

Avoid making immediate judgments. Don't guess or assume what the speaker will say next. This is easy to do because you can listen faster than the speaker can talk.



Active listening is harder than it seems.

Strange Stuff

According to the *Pittsburgh Tribune-Review*, police arrested the driver of a flaming car with driving while intoxicated. How drunk do you have to be to get behind the wheel of a car that is literally on fire?

Twenty percent of adults in a worldwide Reuters survey said they'd rather spend Valentine's Day with their pets than with their human partners. The biggest pet lovers, apparently, live in Turkey, where 49% said they'd choose their cats or dogs over their lovers. Here in America, 27% of us prefer our pets to our fellow humans.

A man on ebay is selling "what's left of a roll of toilet paper" that he continues to use daily. You can make a bid or "Buy It Now" for the mere sum of \$85,000.

Karolyne Smith has to live with a permanent billboard on her forehead after she accepted Goldenpalace.com's offer of \$10,000 for the 'advertising space'. She needed the money to send her son Brady to a private school. Karolyne said, "I really wanted to do this. To everyone else, it seems like a stupid thing to do. To me, \$10,000 is like a million dollars."



Strange people doing strange stuff.

'Toon of the Month



Funnies

Murphy's Law

Anything that can go wrong will go wrong.

Lesser-Known Murphy's Laws

He who laughs last, thinks slowest.

The shin bone is a device for finding furniture in a dark room.

Flashlight: A metal tube used to store dead batteries.

A fine is a tax for doing wrong.
A tax is a fine for doing well.

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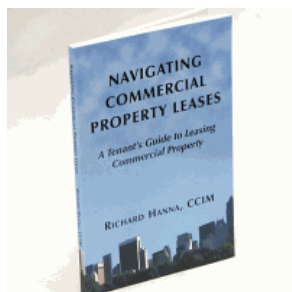
How much would you pay for a used roll of toilet paper? (See Page 3)

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Richard Hanna's FREE book *Navigating Commercial Property Leases* is available in hard-copy form or as a 4-week e-course.

Even A Dump Can Sell!

This is another unusual sale that took almost two years to complete. My client had worked with two or three other brokers before me to sell approximately three acres of land on San Antonio near San Pedro. This is an excellent location. It's on top of a former landfill, however, which makes it very difficult to develop.

In addition, zoning was for multi-family and this did not make much sense because of the extensive work that would need to be done to remove all the trash. And the shape of the land is not desirable. I studied this and determined that the best use would be self-storage or a multi-story office building.

After a few months we were able to locate a developer to build self-storage on the property. Now the hard part: to rezone the property, design the buildings and work with the local state and federal governments to obtain approvals. This is why it took almost two year to complete. We recently completed this transaction and you can now see the construction going on!



This parcel of land on San Antonio near San Pedro sits atop a former landfill. Despite numerous challenges, construction is now underway on a self-storage facility.

Feedback?

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