

# Did An Ancient Egyptian Invent Your Toothbrush?

October 2009

Dear Friend,

It sounds a bit strange, but it's true. Dental hygiene actually stems back to as far as 3000 B.C. when the Egyptians used "chew sticks" to clean their teeth after meals. That interesting tidbit of information is just one of the articles I've featured in my latest Service For Life!® Free consumer newsletter this month. You'll also learn how to banish headaches with natural remedies, how to make sure the pool you're swimming in is safe, tips for creating your own cash safety net, and a whole lot more. But first...

It's been four months of unit sales increase over last year and also four months of inventory decrease. This is all a great indicator of the market getting better. I believe we will finish the year strong, at least until December. Potential buyers shouldn't wait. With a strong buyers market, combined with nearly all-time low mortgage rates, now's the time to get a great deal on your dream home or investment

	# Sold	Avg Sale Price Sold	Active Listing
September-09	624	\$198,055.00	4460
September-08	566	\$245,111.00	5535
September-07	449	\$261,011.00	5699

It's been a crazy summer of hot, dry weather and now a week later we have gone to winter! I'm looking forward to some cooler weather, but some fall would be nice. My daughter was hired the week before school started as a kindergartener teacher. The football season is well on its way, and I have enjoyed going and watching my son play. I want to thank you for your warm friendship and support of my business!

Finally, I want you to know, that you may call me for any reason. And please let me know if a friend, family member or neighbor needs a caring, competent real estate professional to help in buying or selling.

I truly appreciate your friendship and referrals. Enjoy your issue!

Warmest regards,



Todd Wardle  
B.R Brokerage

**P.S.** Did you know that 100 million meteoroids pummel the earth every day? It's true. And there's more trivia where that came from on page 3 of this month's issue. Check it out...

Get Free money-saving home tips at my web site: [www.Find-Idaho-Homes.com](http://www.Find-Idaho-Homes.com)



Todd Wardle...

# Service For Life!<sup>®</sup>

*“Insider Tips For Healthy, Wealthy & Happy Living...”*

*WARNING: Don't even think of selling your home without my Free Consumer Guide, "How To Avoid 7 Costly Mistakes When Selling Your Home." See my enclosed insert.*

**Volume IV, Issue 43  
Monday, 8:56 AM  
Boise Idaho**

## Inside This Issue...

**How To Treat Agonizing Headaches and Migraines....Page 1**

**The Power of Optimism Will Keep You Healthy!....Page 2**

**Simple Guidelines For Your Financial Safety Net....Page 2**

**Don't Go Swimming Without Reading This First....Page 3**

**The History Of Your Toothbrush Revealed....Page 3**

**Beat This Trivia Question And You Could Win <<Movie Tickets For Two>>....Page 4**

**What You Should Know About Buying Home Insurance....Page 4**



## Banish Headaches with These Amazing Natural Remedies

Do you suffer from chronic headaches? Headache pain is one of the top ten reasons for absenteeism in the workplace and schools. The migraine headache strikes 18 percent of women, 6 percent of men and (surprisingly) 8 percent of children. Migraines are throbbing headaches that affect only one side of the head and can be accompanied by vision complications, nausea, and sensitivity to light and sound. The duration of a migraine can last from a few hours to a few days.

A variety of foods, the body's own hormones, and environmental stimuli can trigger migraines. Migraine sufferers should avoid beer, red wine, monosodium glutamate (used liberally in Chinese foods), certain cheeses, yogurt, and smoked fish. Sodium nitrate, found in bacon, cold cuts, and hot dogs is also a known cause. Caffeine and chocolate also may be connected with migraines.

Fluctuations in hormones can cause migraines. It can affect men, but it especially affects women during their monthly cycle – possibly due to fluctuations in estrogen and serotonin levels in the body. Sixty percent of female migraine sufferers have them in relation to their monthly cycle.

People on long-term prescription medications or painkillers like aspirin and acetaminophen can experience a “boomerang” effect when medications are stopped. The body may go into withdrawal, triggering a massive migraine. A magnesium deficiency may also trigger migraines, and has been correlated to the migraine-like symptoms of early fibromyalgia.

Can anything be done for sufferers of migraine headaches? The answer is yes. There are new prescription medications for treatment of migraines, but simpler natural solutions may effectively eliminate or lessen migraine suffering with less cost and side effects. Here are a few suggestions:

1. Watch what you eat. Keep a food diary, and notice the effects of the food listed above. If symptoms appear up to 18 hours after eating, avoid the food.
2. Try the herb “feverfew.” This potent herb reduces the release of serotonin and the production of an inflammatory substance known as prostaglandins.

Get Free money-saving home tips at my web site: [www.Find-Idaho-Homes.com](http://www.Find-Idaho-Homes.com)

**Thinking Of Selling Your Home Soon?**  
 Don't attempt to sell your home without my Free consumer guide, “44 Money-making Tips For Preparing Your Home To Sell.” My exclusive report will give you all the facts for a fast, top dollar sale. Just call 322-8638 anytime, and I'll rush a copy out to you.

## Word of The Month...

Studies have shown that your income and wealth are directly related to the size and depth of your vocabulary. Here's this month's word, so you can impress your friends and colleagues, and maybe even fatten your wallet!

**Serendipity** \ser-en-dip-i-ty\ (noun)

**Meaning:** The faculty or phenomenon of finding valuable or agreeable things not sought for.

**Sample Sentence:** The surprise of finding great-grandmother's rocking chair when we were cleaning the attic was a real **serendipity**.

## Benefits of Slow Cooking

Researchers at the Mt. Sinai School of Medicine found that cooking at high temperatures – frying, grilling, and micro-waving – creates dangerous chemicals in foods called “advanced glycation end products,” or AGEs. High levels of AGEs have been linked to heart disease and can worsen the damage from diabetes, such as blindness and nerve and blood vessel damage. They also may interfere with the body's ability to heal wounds. Food steamed or boiled at lower temperatures contains fewer AGEs.

## Handy Hints

- ◆ Do you want to clean crayons off your wall? Grab a can of WD-40 lubricant and spray over the crayons on the wall. Wipe off with a soft cloth. Dish soap will remove the residue from the WD-40.
- ◆ Throw your rubber or vinyl bath mat in the washer with several towels. The towels will scrub the mat clean for you and you won't have to do anything but take it out of the washer and put it back.
- ◆ If you use commercial floor cleaners and are worried about your children crawling around on the chemicals, clean your floors with an effective, yet safe cleaner. Simply mix 1/2 cup baking soda with a gallon of water.

*“Life is not measured by the number of breaths we take, but by the moments that take our breath away.”*

Both of these events in the body are associated with migraines. Taken regularly, it has been shown to prevent future attacks.

3. Take 800 mg. of L-carnitine a day. The amino acid L-carnitine decreases the sensitivity of the body's nervous system to fluctuating oxygen levels, one of the key migraine triggers.
4. Take a calcium and magnesium supplement daily. These two minerals work in tandem to reduce the duration and severity of migraine attacks.

## Thank You! Thank You! Thank You! Thank You! Thank You!

Thanks to *YOU* the word is spreading. Thanks to all of my clients and friends who graciously referred me to your friends and neighbors last month! See, rather than pester people with unwanted calls and visits, I build my business based on the positive comments and referrals from people just like you. I just couldn't do it without you!

## Can Optimism Make You Healthy?

In a study of first year law students at the University of California at Los Angeles, psychologists discovered students with positive attitudes and expectations had stronger immune systems and overall good health. Researchers drew blood from “declared optimists” and a control group. They then measured levels of key immune cells at the beginning of the semester. At that time there was no difference, but well into the stress-filled semester the optimists showed *significantly higher levels* of key immune cell activity than their less-than-positive counterparts. Keep smiling—you'll live longer!

## Create Your Own Cash Safety Net

Even in the most stable of times (great economy, good health, and a steady job) it's wise to create a cash safety net. Your emergency fund should cover **at least six month's of living expenses**. Living expenses include rent or mortgage, debt and car payments, medications, groceries and any other fixed expenses you incur each month. You can get an excellent estimate of your living expenses by keeping a simple budget in a personal finance computer program such as “Quicken” by Intuit.

Your emergency fund should be liquid and immediately accessible. Keep the money in a CD, savings account, or money market account (if you want higher interest). It is *not* for impulse buying or vacations. You can target the money for emergency car repairs, medical bills, or a short spell of unemployment, but remember to make repayment a top priority.

Look for a bank account with zero maintenance fees. Many banks will eliminate maintenance fees if you maintain a set minimum balance. You can also avoid bank charges by linking a checking account to a savings account or interest-bearing checking account.

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## Brain Teaser...

What force and strength cannot do, I with a simple touch can do; yet many in the street would stand, were I not a friend at hand. What am I?

*(answer on the bottom of the last page)*

## Stellar Facts

- The interior of the Sun is 29 million degrees Fahrenheit.
- The Sun burns off and shrinks five feet per hour.
- Pluto is the smallest and lightest known planet in our solar system.
- The greatest distance between two planets is between Neptune and Pluto.
- The Earth's Moon is responsible for the ocean's tides.
- The Earth's Moon is 1 million times drier than the driest desert on the planet, the Gobi desert.
- 100 million meteoroids enter the Earth's atmosphere every day.

## Roll Your Eyes One-Liners

- ◆ Two peanuts walk into a bar. One was a salted!
- ◆ A sandwich walks into a bar. The barman says, "Sorry, we don't serve food in here!"
- ◆ A jumper cable walks into a bar. The barman says, "I'll serve you, but don't start anything!"
- ◆ An invisible man marries an invisible woman. The kids were nothing to look at either!
- ◆ Two hydrogen atoms walk into a bar. One says, "I've lost my electron." The other says, "Are you sure?" The first replies, "Yes, I'm POSITIVE!"
- ◆ I went to a seafood disco rave last week – and pulled a mussel!

## Nasal Spray Dangers!

You can run the risk of addiction by using a decongestant nasal spray for more than three days. Nasal sprays constrict the blood vessels in the nose, enlarging the passage so that air can flow through. After three days you can suffer "rebound nasal congestion" when stopping. The vessels swell up again, leading you back to the spray for relief. Best bet? Either quit cold turkey and suffer for a day, or consider diluting your nasal spray with saline solution.

# Don't Go Swimming Without Reading This First!

That cool, shady pond or mountain stream might look inviting for a refreshing swim, but it can harbor parasites and bacteria that can make you ill. Recreational water illnesses (RWIs) can affect your skin, eyes, ears, and possibly trigger the deadly brain infection—primary amebic meningoencephalitis (PAM).

Avoidance is the key, but when in doubt take these precautions before making a splash:

1. **Stay away from warm and muddy water.** The amoeba *Naegleria fowleri* thrives in water 86 degrees or warmer and at the bottom of fresh lakes, ponds and streams.
2. **Wear nose plugs.** Many parasites and bacteria will enter your body through your nostrils.
3. **Always keep your mouth shut.** Avoid swallowing water while swimming.
4. **Don't swim if you have an open wound.**
5. **Don't swim or wade in marshy areas.** You can pick up an annoying parasite that causes swimmer's itch – a condition characterized by itching, burning, and rash lasting up to a week.
6. **Thoroughly dry your ears to protect against swimmer's ear – a painful bacterial infection.**
7. **Avoid ocean beach water after heavy rains.** Overflow from storm drains routinely runs into the ocean, carrying sewage, animal waste, and human garbage.

### FREE Consumer Help Is Just A Phone Call Away!

Learn valuable secrets for saving thousands and avoiding costly mistakes when buying, selling or refinancing a home. Best of all, it's FREE. See my "**Insider's Free Resources Page**" in this newsletter, or call me at 322-8638

### DID YOU KNOW...

Unlike most real estate agents, I *DON'T* spend my time pestering people with phone calls or bothersome interruptions to generate good clients. Instead, I dedicate 110 percent of my time and energies to providing such outstanding service, people naturally think of me when a friend or family member needs help buying or selling a home. THANKS for your referrals!

## Birth of the Toothbrush??

Here's more information than you probably ever wanted to know about your toothbrush. Did you know that dental hygiene dates back to 3000 B.C. when ancient Egyptians would gnaw on "chew sticks" after meals? It's true. The twigs had frayed ends that helped clean their teeth.

The Chinese invented the first toothbrush in 1498, attaching Siberian wild boar bristles to handles made of bone or bamboo. In 1780, William Addis of Clerkenwald, England, mass-produced the first toothbrush by attaching cow tail hairs to the end of a whittled cow thighbone. Addis' descendants continued to manufacture toothbrushes at a factory in Hertford, England until 1993, long after plastic handles and nylon bristles replaced the cow hairs and bones.

## Thanks for Thinking of Me!

Did you know I can help you or any of your friends, family or acquaintances save time and money when buying or selling a home? Thanks for keeping me in mind with your referrals...and spreading the word!

### A Strange Prescription

A lady walks into the drugstore and asks the pharmacist for some arsenic.

"Ma'am, what do you want with arsenic?" he asks.

"To kill my husband," she answers.

"I can't sell you arsenic to kill a person!" he says.

The lady lays down a photo of a man and a woman in a compromising situation. The man is her husband, and the woman is the pharmacist's wife. He takes the photo and nods, "I didn't realize you had a prescription!"

### Brain Teaser Answer...

A key

### Quotes to Live By...

*"The secret of joy in work is contained in one word - excellence. To know how to do something well is to enjoy it."*

**Pearl Buck**

*"Excellence is in the details. Give attention to the details and excellence will come."*

**Perry Paxton**

*"We are what we repeatedly do."*

*Excellence, then, is not an act, but a habit."*

**Aristotle**

**THANK YOU** for reading my Service For Life!<sup>®</sup> 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.

**AND...** whether you're thinking of buying, selling or financing real estate, or just want to stop by and say "Hi," I'd love to hear from you...

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# "Who Else Wants To Win Movie Tickets For Two"?

## *Your chances to win are better than you think!*

Did you get last month's trivia question, but you either forgot to call OR thought someone beat you to it? Well, you may have missed out on a Free Movie tickets Here's the answer to last month's trivia question – and a brand new question. Give me a call ASAP and you could be a winner this month!"

### What is the largest island in the world?

- a) Greenland b) Borneo c) Madagascar d) New Guinea

The answer is "A," Greenland. So let's move on to this month's trivia question...

### Which state is the wettest in the United States?

- a) Florida b) North Carolina c) Oregon d) Washington

Call me with the correct answer for a chance to win! (208) 322-8638

You can also e-mail me at [Todd@FindIdHomes.com](mailto:Todd@FindIdHomes.com)

## Real Estate Corner...

### Q. We have just purchased our first home. What should we know about homeowner's insurance before we go shopping for a policy?

**A.** Getting homeowner's insurance should be a fairly simple process. Your goal is to get enough coverage to rebuild your house and replace the contents in the event of a total loss of your home. Along with insuring your house, you also need protection in case someone is injured on your property and sues you for maximum damages. Some agents will pull a "quickie" assessment based on your location, the size of your mortgage, and the number of rooms in your home. This can be risky at best, so here is some insider information on how the insurance industry will gauge your homeowner's policy.

The insurance industry classifies homeowner's policies on a scale of 1 to 8, tagging them as, for example, "HO-3." Each level defines a different type of policy, separated by what they cover. Here is a brief list of HO1-8 policies.

**HO-1, HO-2** – These basic policies cover from 11 to 17 named perils. Named perils can include fire, lightning, riot, theft, vandalism, falling objects, snow and ice damage, and faulty electrical and heating systems.

**HO-3** – This homeowner's policy is broader and more practical for most people. HO-3 policies protect against all perils *except* the ones *explicitly excluded* from the policy. Earthquakes, floods, and nuclear accident are usually excluded.

**HO-4** – This level is excellent for renter's insurance that covers your possessions from 17 named perils, but excludes the structure itself.

**HO-6** – If you buy a co-op or condominium residence this level of insurance covers personal property and adequate liability coverage.

**HO-8** – If have an antique or landmark-class home, you may not be able to get a guaranteed replacement policy. Companies figure the cost of rebuilding this type of home with the original materials and craftsmanship to be impossibly high. This policy covers against 11 named perils and will repair damage (with no guarantee on materials quality), or pay you the actual cash value of your home.

Get Free money-saving home tips at my web site: [www.Find-Idaho-Homes.com](http://www.Find-Idaho-Homes.com)