

\$26.95



Olympics will be bringing the world together for a couple weeks.

# DAVID'S POSITIVE HOME NEWS

[www.davidcathers.com](http://www.davidcathers.com)



February 2010 / Volume 10, Issue 2

## And the Pictionary Drawing Winner Is...



Erica Norton won a Borders Books Gift Card for guessing last months picture.

# W

**ell** many of you called with your guesses.

However only one person was able to identify last months picture. You remember, that funny curved line from our New Years Eve Pictionary game? (*What was that, David?* I'll tell you shortly).

**Erica Norton** works for Diane's Cleaning Service in Kent, WA. She helps with the design of their marketing and newsletter. Erica was sitting next to me at a marketing meeting I attend monthly. We were comparing notes about our newsletters.

I handed her a copy of last month's newsletter. Next thing I know she said it looks like a.....and I had to tell her **congratulations**. "**You just won a Borders Gift Card**". She got it about as quick as I did on New Years Eve. Erica confessed she loves to draw and that is what she would have drawn as the first line for this thing.

So do you want to know what the winning guess was? It was a horse. Yep. Just like good old Mister Ed.

Congratulation Erica. And thank you to everyone else who played along.

### Ponder This:

Why is it that most irons have a setting for 'permanent press' garments?

If space & time are the same as Einstein said, can you be five miles late?

❖  
**WELCOME  
TO  
CATHERS  
CORNER**

Well January brought many good memories. Now we look forward to February and the Winter Olympics. I always love seeing the world come together in joy and triumph.

We get a break from all the politics and differences and share in the joy of going for it . Seeing the pay off from years of dedication and training. (yes I do cry with the winners).

This month I'm also joining some friends in Orlando to tour the back ground trenches of Disney World. Sharing in the Magic they use to create the Happiest Place on Earth. (more about that in March).

Also check out the upcoming Charity event at Tacoma Art Museum. See next column.

Enjoy the newsletter and I'll talk with you next month!

*David*

## Monthly Charity Event



Custom Made High Heel Shoe Chair. Built by David Cathers.

**A**uction event of the season. On March 4, 2010 I'll be involved in a great fundraiser. The 2010 Chair Affair will be held at the Tacoma Art Museum. This will be a coming together as artists have decorated chairs in many different themes.

I built the high heel shoe chair you see above. The upholstery was completed by Billy Zoller. And Paris Kapphahn of Paris Salon in Gig Harbor helped with the part of the sponsorship.

The auction will provide funds for the NW Furniture Bank.

You may also put in your special order for your own chair. I have a few other themes or you can create one of your own.

### Quotes of the Month

Happy is the person who can laugh at himself. He will never cease to be amused.

Sometimes the difference between a good speaker and a poor speaker is a comfortable nap.

# Real Estate Question of the Month

## Is a lowball offer just a waste of my time?

### Getting to the Real Story is the Key

When you finally get a written offer you are excited about moving ahead. Then you see the price and want to throw it away. **But Don't.**

Certainly a low offer initially may make you a little peeved. (ok maybe a lot). But stop and look for the real story behind the person giving the offer.

**First** they took the time to put the offer in writing. So that means there is a real interest. Let me share a story with you to illustrate this point.

A seller with a house listed for \$439,000. received a first offer of \$325,000. Of course the seller said, "what the #\$\$\*?" Then I let the seller know the profession of the buyer. He owned a car dealership. So what happens to this buyer everyday. People come in and offer low offers all the time. This is the nature of his business. **Negotiating is the drug here.**

We thanked the buyer for taking the time to put the offer in writing. And suggested a higher price. Round two came in higher but still under \$400,000. I asked him to find a number starting with a 4 in it. Where do you think he went?

After a couple rounds the buyer and seller agreed at \$423,000. Both were happy. The buyer got the home he wanted. The seller got a price he really wanted.

Thankfully everyone stayed in the negotiation and realized why the first offer had been presented so low. Always step back and **look for the story.**

**You'll be glad you did!**

## INFORMATION CORNER

Valuable FREE reports for Buyers and Sellers mailed to you at no cost or obligation. Call anytime, 24 hours a day to **1-877-560-0175** and **enter the ID#** of the Information that you would like to receive.

### BUYERS

1. **SAVE THOUSANDS**— Find out how you can save thousands of dollars when you buy a home ... **ID# 1014**
2. **STOP PAYING RENT**— Learn how to buy your first home for as little as renting ... **ID# 1001**
3. **HOW TO BUY A HOME WITH AS LITTLE AS NO MONEY DOWN**.....  
.... **ID# 1025**
4. **10 BEST BUYS HOT LIST**— Receive a FREE list of the most current Best Buys in your desired location and price range ..... **ID# 1040**
5. **9 BUYER TRAPS**— How to avoid these common traps that could cost you the home of your dreams.... **ID# 1018**

### SELLERS

1. **11 HOME INSPECTION PITFALLS**— Learn about these common and costly traps BEFORE you list..... **ID# 1003**
2. **COSTLY HOMESSELLER MISTAKES**— Learn how to avoid these common mistakes and save yourself thousands of dollars when you sell your home... **ID# 1000**
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4. **FIND OUT WHAT AREA HOMES ARE SELLING FOR**— Receive a Free computerized hotlist of recent home sales and current Listings **ID# 1041**
5. **27 QUICK & EASY FIXUPS** — Learn how to sell your home fast and for top dollar..... **ID# 1023**

### 4 Thoughts and Observations, Rules and Axioms to think about:

1. At an 'all-you-can-eat' restaurant, is there a penalty for eating less than you can?
2. How would you ever know if a word was mis-spelled in the dictionary?
3. If we know the speed of light, why hasn't anyone calculated the speed of dark?
4. Do hermits ever suffer from peer pressure?



**David Cathers**

**February Quiz Question**  
**Is a lowball offer just a waste of my time?**

Hint: the answer is somewhere in this newsletter...  
 Congratulations to last months winners

Keller Williams Realty  
11515 Burnham Dr.  
Gig Harbor, WA 98332

**Phone: 253-851-4511**  
**Mobile: 253-278-9251**  
**Fax: 253-857-8700**  
**Email: david@davidcathers.com**

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- Upcoming Charity Event
- Cathers Corner
- Real Estate Question of the Month
- Monthly Quotes

**February Quiz Question**

Everyone who calls 278-9251 or emails (David@DavidCathers.com) the correct answer by the **26th of this month** will be entered into a drawing for Free Movie Pass for Two. Enjoy a night out with someone special on me. (Your Odds are better than you think)

*A VALUABLE RESOURCE*

**This Month's Vendor Highlight:**

**Roof Therapy**

This month, *as every other month*, you'll want to save your newsletter so you'll have **Roof Therapy's** number close at hand. Whether it's time for spring cleaning getting rid of that pesky moss, gentle roof cleaning, gutter cleaning or emergency leak repair home, you'll surely want to *give Jason a call*.

**Roof Therapy** is a licensed contractor, meeting all the states requirements for a company that cleans roofs and repairs roofs. **But the best part is "they do a remarkable job"**. Jason his held in the highest regards with me. His commitment to Excellence and Personal follow up with his clients make him another superior selection to refer to my clients.

Give Jason a call. You'll be glad you did!

**Jason McOmber 253-858- 4423 Gig Harbor or 253-566-1223 in Tacoma.**

*BE A WINNER!*