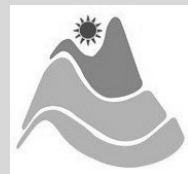


IN TOUCH

The **ULTIMATE** Customer Newsletter!



From the desk of
Daniel Lewis



You know, I almost feel sorry for the kids of today...

Growing up in a little village we had nothing but our imagination to give us the buzz that kids today can turn on with a flick of a button...
... but where is the sense of adventure?

I recall one such backyard adventure which resulted in our starting the town's only 'Zoo'!!

It took most of the day to plan and gather the exhibits and we proudly opened for business mid afternoon.

We had our dog, a friends cat, a bird, some chickens and some stuffed animals were the main attractions. Oh there were other things as well, a few earthworms, grasshoppers, butterfly and anything we were able to gather.

For all of us... lives were so much simpler than... shopping was done at the local store, not in supermarkets and everyone in the community knew each other.

Welcome to Chris, Lynette, Michael, Tara and baby Takali to our local Beechmont community and congratulations to Troy & Christine on the birth of their baby girl Mia.

If you would like to meet some of the locals and have some fun with your children, then please come and join us for our first annual Summit Easter Egg Hunt. See page three for details.

Talk to you soon

Daniel

0412 756 958



PS: We are urgently looking for property listings to sell, and for rental management in Beechmont, Lower-beechmont and Binna Burra as well as the greater hinterland area.

PPS: If you're wondering—I recall that we were able to convince about 6 of the neighbouring kids to visit our zoo... pretty disappointing for the effort!!

Summit Property Group

For more information

Mathilde Lewis: 0412 756 958

P: (07) 5533 1200 F: (07) 5533 1400

E: info@summitpropertygroup.com.au

www.summitpropertygroup.com.au

McHUMOR.com by T. McCracken



"Tastes just like my mother's pies because she too made hers from a mix."



A Hearty Laugh

A sense of humour has been linked to a healthy heart. Researchers have found that people with heart disease are 40% less likely to laugh at a potentially funny situation than people whose hearts are healthy.

The study showed that those with heart trouble were less likely to recognise humour and tended to laugh less than those with health hearts.

A Few Good Ways to Inspire Your Kids

If you want to get your kids into learning, but you have a small budget, you might want to try some of the following suggestions for cheap ways to inspire young minds:

- Help your kids appreciate musical styles. How? Tune into a classical radio station and encourage your kids to move to the music. Then switch to a jazz station and have them move to it, too. Keep switching to stations that play particular styles. When you're done talk to your child about how the music made them feel and move.
- Take your child to a story hour at the local library or at local book-stores. While you're at the library don't forget to check out some books.
- Check out an educational DVD at your local library.
- Go to the beach and collect some things, driftwood and sea-shells, for instance. Or go into the State Forest. Take your loot home and help your child make art projects out of his/her finds. When they're done, have an art show, hang the pieces on your wall—and don't forget to put up strips of paper with titles of the artworks on them.



Summit Property Group Presents

March 2010

IN TOUCH

Community Newsletter

Summit Property Group is helping people to buy, sell or invest in Real Estate in the Gold Coast Hinterland

Hinterland Real-Estate Specialists



Hello!

This issue of *In Touch* is being sent to you courtesy of the **Summit Property Group**

It is our way of saying that you are important to us and we truly value your business. Please feel free to pass this newsletter on to friends, staff and colleagues

Enjoy!

Mathilde Lewis
0412 756 958



Funny Bone

Six guys were playing poker when Smith loses \$500 on a single hand, clutches his chest and drops dead at the table.



Showing respect for their fallen comrade, the other five complete their playing time standing up. Roberts looks around and asks, "Now, who is going to tell the wife?" They draw straws.

Rippington, who is always a loser, picks the short one. They tell him to be discreet, be gentle, don't make a bad situation any worse than it is. "Gentlemen! Discreet? I'm the most discreet man you will ever meet. Discretion is my middle name, leave it to me." Rippington walks over to the Smith house, knocks on the door, the wife answers, and asks what he wants.

Rippington says, "Your husband just lost \$500 playing cards." She yells, "TELL HIM TO DROP DEAD!" Rippington says, "I'll tell him."

REAL ESTATE 2010

Winning at today's new rules for Buyers, Sellers and Homeowners

It's never easy to give blanket advice about real estate. That's because all of our buyers, sellers and owners have unique needs and a different property, timeline, budget, location and marketability to work with. Then there's the wild card: The current economy can and does do unpredictable things.

We are here to help you navigate your specific situation -- and win at the new rules of real estate in our area for 2010. This special issue of our newsletter will help you take advantage of the trends and opportunities available right now and in the months to come.

Buyers can win with low interest rates and some government incentives available, because it's still a good time to buy. With a multitude of homes on the market in many areas, home selection is large. Great deals are out there -- if you are ready.

Sellers can win with less competition. In today's market, if your home is priced right and in tip-top condition, it will sell quickly, especially when compared to older homes from desperate sellers, many of which need repairs or updates.

Homeowners can win by capitalizing on many financial advantages during 2010. Energy-efficiency government incentives remain in place for many popular home improvements, Increased value by installing ceiling installation or replacing your electric hot water system means a better price when you sell someday.

No matter how the new rules of real estate apply to you, you're in good hands when you work with us as your experienced real estate professionals. Give us a call for answers to any home buying or selling questions.

We'd love to hear from you this year!

We are Actively looking for property listings to sell in Lower Beechmont, Beechmont and Binna Burra



Get Rid Of Your Bad Mood



What do you do if you're at work and you feel a bad mood taking over? A recent study suggests that maybe you should get outside and take a walk—especially when it's sunny. A study of 600 persons reported that spending a little time outside on a nice day really can make a difference in how you feel.

While weather is just one of many factors that can affect mood, it really can make a difference. So if you're having a tough day at the office, you may want to get out for a stroll in the sun.

It's good to be thorough—sometimes

A couple arrives at an auto dealership to pick up their car after a tune-up. They're told the keys have been accidentally locked inside.

In the workshop, they find a mechanic working feverishly to unlock the driver's side door.

As the husband watches from the passenger's side, he tries the door handle and discovers that it's unlocked.

"Hey," he calls to the mechanic, "It's open!" "I know," the young guy replies. "I already got that side."



Calender

- Beechmont Community Markets Sunday 21st march 8am > Midday
- St Patricks Day 17th March
- Clean up Australia day 7th March
- Worlds greatest shave—Leukaemia Foundation 11-13th March
- Sponsor Mathilde from Summit Property in the worlds greatest shave. **Donate now!**

We are actively looking for property listings to sell in; Lower Beechmont, Beechmont And Binna Burra

Obligation Free Appraisals

Hinterland Real-Estate

Are you thinking of Selling?
If so, we would LOVE to talk to you.

Top 7 Reasons you should use Summit Property Group to sell your Home

- 7 We offer excellent service, because we are new, we try harder.
- 6 Your property will be listed on our, as well as the realestate.com website for potential buyers to see 24/7
- 5 We constantly monitor the market to make sure your home stays competitive, we provide you with regular analyses.
- 4 We provide weekly feedback so you are never left in the dark wondering what buyers thought of your property.
- 3 You will always have someone available to help you. We ensure that you are taken good care of.
- 2 We will do our absolute best to ensure that you get the most money in the shortest time with the fewest problems.
And...

The #1 reason you should use Summit Property Group when selling your home...

- 1 We offer a 100% Satisfaction Guarantee! If you are not completely happy with your service at any time, you can terminate your contract with us at no cost.* Some Conditions apply

For further information, please call me, Mathilde on 0412 756 958 between 8:30am to 6pm, 7 days per week

Same day property inspections are normally available to buyers within 25 minutes so you can see the entire property and have all your questions answered, with no sales pressure—guaranteed!



Family Matters

Prepare now for those 'tough talks' with your kids

Parents need to discuss lots of tough issues with their children: relationships, alcohol, sexuality, drugs, and other topics that may make you feel uncomfortable. The best way to prepare is to keep the lines of communication open and flourishing all the time.

Follow these guiding principles:

- Maintain an open environment. Let your children know that you're interested in what they're doing, that you care about what they're thinking, and that you're available to listen to them when they want to talk.
- Give them your undivided attention. If you're watching TV or doing the dishes when your child approaches you, drop everything to listen. Give the child one-on-one attention to show you value what he or she has to say.
- Be proactive. Don't wait for kids to bring up sensitive issues. Start the conversation for them when you think they're ready for information about the issues they're facing. Children need to hear from their parents first.
- Respect their intelligence. Don't condescend. They probably know more than you expect. Even if they don't, they'll want to be taken seriously, no matter how old they are.
- Keep the dialogue going. Talk often—especially about important topics. One-time explanations or lectures can become highly charged confrontations, or leave you with the mistaken impression that your children now have all the answers they need.
- Be honest. Avoid double-talk. Give straightforward, honest answers to their questions. Most children can spot evasions easily, and you'll lose credibility as a result.

Your family and your love must be cultivated like a garden. Time, effort, and imagination must be summoned constantly to keep any relationship flourishing and growing.

Dangerous liaisons: Know your teenager's friends

Parents never stop worrying about their children. And it gets worse if your child starts keeping company with friends who don't seem to be good influences.

Before any problems begin, follow these tips:

1. Be involved. Pay attention to your teen and what he or she is doing. Don't be overbearing. There's a difference between controlling your child's life and supporting his/her interests.
2. Set limits. Most teens want reasonable limits for their own security. Concentrate on doing your job as a parent first and foremost. Be a stern but loving parent.
3. Get to know their friends. Before you make any conclusions about friends, have them over a few times. Get to know what they value. And try to get to know their parents, too.
4. Provide direction. Find something your child feels passionate about, and direct him or her toward it. This allows your child to have another peer group outside of school. And when the peer pressure gets too high, your teen has other options and sources of support.



Home Selling Can Be Simpler, If Not Always Easy

Reaching your goal to sell your home does not have to be a complicated task. Every successful sale comes down to a simple set of truths. If followed, these truths can take much of the guesswork out of selling your home.

Price Sells The most effective marketing is often the least complicated: Price sells. Simply said, price your home to sell and that in itself will be your most powerful marketing tool. Based on our experience in your neighbourhood and surrounding area, we know how to help you arrive at the right listing price that will get your home sold quickly in today's market.

Simple truth: Pricing too high will cause buyer interest to wane after the first few weeks your home is on the market.

Assess Your Competition We know your area. With our extensive knowledge of local sales data, nearby listings and time on the market, we can give you a clear picture of how your home will fare against nearby listings. We know the location and condition of your competition, its sales history, pricing history and can simplify this information for you when you decide to sell.

Simple truth: Obtain and understand your home's competition before you put it on the market. Your only direct competition is nearby comparable properties.

Stay Focused

Keeping a long-term focus makes selling decisions easier. Think about your long-term goals and not short-term complications. What you paid for your home, the money invested in improvements and sentimental attachments are all valid concerns sellers have. However, focusing on your ultimate goal of selling your home to make your next move (cross-town or across the country) is the goal you need to put in the forefront and aim for to keep things simple.

Simple truth: Keep an eye on your goals to be achieved upon selling your home, not on your home's past history. Thinking ahead wins every time.

Go With A Pro

As your real estate professional, we can help keep the selling process simple and streamlined for you. We will keep you up-to-date without overburdening you with data and statistics. We'll make presentations to you -- and potential buyers -- clear and concise to make closing a sale uncomplicated.

Simple truth: Real estate professionals (like us!) can help you get your home sold quickly and easily -- and for the best price.

For Children Big and Small

The 1st Annual Summit Property Group Easter Egg Hunt

EASTER EGG HUNT

When: Friday 2nd April 2010
9am until 11am

Where: Graceleigh Park
Next to the Beechmont State School



**Find the GOLDEN EGG
and win a \$100
Gift Voucher**

TOYS R US

RSVP Mathilde Lewis 0412 756 958

E: info@summitpropertygroup.com.au

Web: www.summitpropertygroup.com.au



Ways to Save the Environment

- Clean or replace air filters on your air conditioning unit at least once a month.
- Turn off unneeded lights even when leaving a room for a short time
- Check and fix any water leaks
- Install water saving devices on your taps, showers and toilets.
- When using an oven, minimize door opening while it is in use as it reduces the temperature every time you open the door
- Turn off the oven heat 5 minutes before the due time. It will remain hot enough inside the oven.
- Use the microwave when ever you can instead of a conventional oven.
- Clean the lint filter in your dryer after every load so that it uses less energy, better still. Hang your clothes to dry.
- Wash clothes with cold water instead of warm or hot.
- Recycle printer cartridges
- Use solar power for home water and heating
- Never dump anything down a storm water drain
- Have your septic tank inspected
- Check your car for oil or other leaks and recycle motor oil.
- Use energy efficient light bulbs to save money and energy
- Install weather stripping around all doors and windows
- Plant trees to shade your home
- Learn about alternatives to household cleaning items that do not use hazardous chemicals
- Avoid using leaf blowers and other dust-producing equipment
- Leave grass clippings on the garden, they decompose and return nutrients to the soil while retaining moisture.
- Use recycled wood chips as mulch to keep weeds down, retain moisture and prevent erosion
- Minimize pesticide use
- Don't wash dishes with the water running continuously
- Use recycled paper
- Copy and print on both sides of paper.
- Buy items in bulk to reduce packaging wast
- Re0use items like bags, containers and boxes when possible
- Walk or ride your bike instead of driving whenever possible.
- Buy used or second hand furniture.
- Join a carpool to get to work, school or the shops.