

# POSTNOTES

NEWS AND INFORMATION

VOL 8 NUMBER 6

## SAFETY SENSE

### FIRE SAFETY TIPS

With all the time we spend indoors during winter using more appliances, lights and heaters, experts say our risk of house fires jumps by more than 37%. By following these easy safety tips from the experts, you can keep your family safe this winter.

#### Unplug it.

Keep all non-essential appliances – like toasters and blenders – unplugged when not in use. They still draw energy when they're plugged in, which can overload your wiring.

#### Clean the dryer hose.

Lint can accumulate in the house behind the dryer, creating a fire hazard. Remove the hose every two years, clean it out, then run the dryer empty for about 20 minutes to blow out any remaining lint.

#### Follow the 3-foot rule.

Keep space heaters at least three feet away from flammable materials like bedding, clothing, draperies, furniture and rugs.

#### Check power cords.

Especially check the cords of items like space heaters, which can go for months without use. Look for fraying before use, then check the cord 15 minutes after plugging it in. If it feels warm, unplug it.

**TIP:** Routinely check cords hidden under rugs. They can get damaged from walking or rolling your chair over them.

#### Use heavy-duty extension cords

For high wattage items, such as portable heaters.

**TIP:** Use surge protectors to handle multiple plugs – and protect your electronics from damaging power surges.

#### Biggest house fire spot.

It's not the kitchen. It's the family room where we spend most of our time and are most likely to use electronic devices, fireplaces and candles.

A fireplace screen can make time by the fire as safe as it is special.



## MOTIVATION

### GROCERY LIST FOR LIFE

Many people find a grocery list helpful to get exactly what they want at the store in the least amount of time. There are also lists which will help each of us get exactly what we desire out of life in the least amount of time.

Any one of these lists can have a dramatic impact on your life. Together, they will provide you with a life and lifestyle that most people only dream about achieving. Give careful consideration to constructing each list so that you will indeed become the best you can become.



#### GRATITUDE LIST

When it seems that life is getting you down, simply get out your gratitude list and start to appreciate all of the wonderful things that you have to be thankful for. Start each item on your list with the words; "I am thankful for . . ."

#### ACCOMPLISHMENT LIST

This is a list of every goal you've accomplished, the date you achieved it and how it felt. If at any time in the future you start to doubt your progress, simply look over your accomplishment list to appreciate how far you've come and all that you have accomplished.

#### TO DO LIST

Include everything you should be doing each day for one month into the future. Assign an "A" or "B" or "C" priority to each item. An "A" needs immediate attention. Start with the things you don't like to do first. Don't confuse activity with accomplishment. You'll be way ahead if you concentrate on the "A" items first and never move to a "B" or "C" until and unless all of the "A" items have been completed.

#### WHAT I'M LEARNING LIST

There's an old saying: "When you're green you grow and when you're ripe you rot." It's amazing how many people are still using the same skills and even choices of words that they learned years ago. Write down a specific skill, technique, idea or choice of words that you've purposely added to your arsenal on each day.

#### GOALS LIST

It is critical to have short term, mid term and long range goals. If you don't know where you're going you'll probably end up someplace else, or if you fail to plan you're planning on failing.

The formula when setting goals; AIM, CLAIM, PROCLAIM and you will OBTAIN.

AIM – Be specific on what you want and describe it in great detail with due dates.

CLAIM – Use the progressive present "I am owning" or "I am earning" etc.

PROCLAIM – Write your goals down and read them out loud at least daily.

OBTAIN – The real value of goals is the special person you become in the process of achieving them.

#### WAYS TO IMPROVE LIST

Create a list of 10, pick one that could have the most dramatic impact on your growth and income. Write it out in the form of a positive affirmation. Say it to yourself daily.

Make a personal commitment to become a master of your destiny and become a success.

Have a "fanta\$tic" future!

Stan Billue, CSP

Sales Trainer

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## COST EXPECTANCY QUIZ

### PLUMBING

Guess the average cost to replace the following components.

- |   |   |   |   |
|---|---|---|---|
| 1. Hot water tank (40 gal. Electric)    | <input type="checkbox"/> \$300-400          | <input type="checkbox"/> \$400-500          | <input type="checkbox"/> \$500-600          |
| 2. Hot water tank (40 gal. Gas)         | <input type="checkbox"/> \$500-800          | <input type="checkbox"/> \$800-1,000        | <input type="checkbox"/> \$1,000-1,200      |
| 3. Laundry tub/connection               | <input type="checkbox"/> \$100-300          | <input type="checkbox"/> \$300-500          | <input type="checkbox"/> \$500-700          |
| 4. Main water service                   | <input type="checkbox"/> \$100-150/lin. ft. | <input type="checkbox"/> \$150-200/lin. ft. | <input type="checkbox"/> \$200-250/lin. ft. |
| 5. Main shut-off valve                  | <input type="checkbox"/> \$150-300          | <input type="checkbox"/> \$350-500          | <input type="checkbox"/> \$550-700          |
| 6. Sump Pump                            | <input type="checkbox"/> \$50-150           | <input type="checkbox"/> \$150-250          | <input type="checkbox"/> \$250-350          |
| 7. Supply Line - 1 story; up to 2 baths | <input type="checkbox"/> \$1,500-2,500      | <input type="checkbox"/> \$2,500-3,500      | <input type="checkbox"/> \$3,500-4,500      |
| 8. Water softener                       | <input type="checkbox"/> \$100-\$800        | <input type="checkbox"/> \$800-\$1,500      | <input type="checkbox"/> \$1,500-2,200      |
| 9. Waste drain lines                    | <input type="checkbox"/> \$2,000-4,000      | <input type="checkbox"/> \$4,000-6,000      | <input type="checkbox"/> \$6,000-8,000      |

1. \$400-500 2. \$500-800 3. \$300-500 4. \$150-200/lin. ft. 5. \$150-300 6. \$150-250 7. \$1,500-2,500 8. \$800-1,500 9. \$2,000-4,000

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## A CLEAN HOLIDAY FOR GUESTS

Having some guests to stay over this holiday? Here are some tricks to keep your home clean both when guests first arrive, and throughout their entire visit.

- 1 Get in the holiday spirit.** Drape couches with throws in festive fabrics to give a cheerful look to your holiday get-together, and protect your furniture at the same time.
- 2 Pull dust right out of the air.** The easiest way to prevent dust from building up on surfaces is to put an inexpensive mini air purifier in the room. It reduces the amount of dirt and allergens that land on the surfaces.
- 3 Know the trick that says "welcome!"** Up to 80% of the dirt in our homes is tracked in from outdoors, but a welcome mat by the front door can slash that amount by half. Sweep the front steps, too, since dust can find its way in from there.
- 4 Infuse rooms with the scent of clean.** Keep a citrus scented air freshener in the rooms that guests will be in most. Studies prove that the scent of citrus makes a house seem cleaner.



## SETTING THE STAGE

### CANDLE SEASON.

Our expert tips will keep your candles burning long and bright.

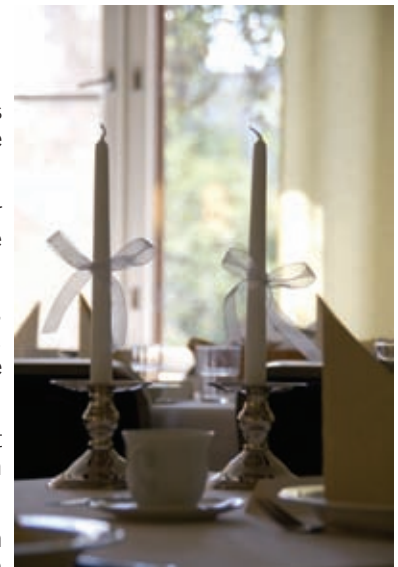
**Make them burn longer.** Pop candles into the fridge for a few hours before lighting them for the first time. It makes the wax harder so the candles last longer.

**Give them a trim.** Cut wicks down to 1/4" before lighting your candles. A too-long wick makes flames too high and starts to produce dirty soot.

**Look for the tear.** Your flame should be teardrop shaped. If it's not, your candle isn't burning cleanly and is releasing smoke into the air. For a quick fix, trim the wick and check for any drafts disturbing the flame.

**Keep a safe distance.** Position candles at least three inches apart to prevent them from melting each other or causing drafts that can make them burn unevenly.

**Wax on your Tablecloth?** Let it harden, then rub the cloth between your hands so most of it chips off. With a warm iron, press between paper towels to absorb the remaining wax.

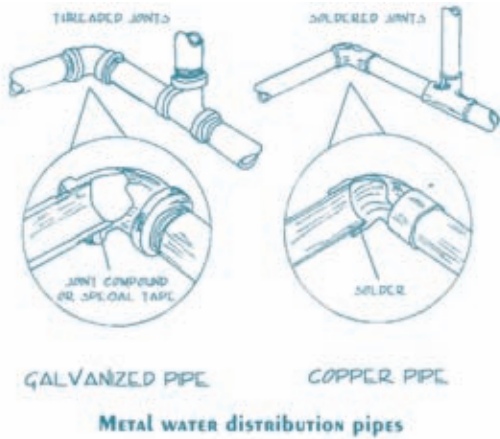


## GALVANIZED/LEAD PIPING

Homes built prior to the 1950's probably still have some lead or galvanized pipes, which can pose several problems and constitute a health hazard. You should replace all of this type of piping.

### Galvanized Piping

This is steel pipe that is coated with zinc to resist corrosion. It is dull silver or grey in color and is threaded to appliances and at joints. In older homes it was commonly used for distribution within the house.



### Problems associated with galvanized piping:

- it leaks at the joints because it is thinner at the threaded connections
- as the pipe wears, rust and minerals accumulate on the inside, restricting flow
- water may appear brownish due to the rust
- it corrodes quickly when it comes into contact with copper
- it fractures more easily than copper
- it has a limited life, which by now has expired.

### Lead Piping

Lead piping appears silver or grey when scratched but is softer than galvanized pipe and produces a duller sound when struck. Because it is so soft, it is not threaded but is jointed by wiped lead, appearing as a spherical bulges in the pipe. In older homes it was commonly used as the supply line from the water to the main house.

Lead was also used as a component in solder for copper pipes right up until being banned in the 1980's. It is not as great a concern as lead pipes themselves, because over time a build up of oxide, sulphates and minerals in the pipe surface reduces the risk of contamination.

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## COMMUNICATION

### YOUR SMILE

There are four main grins and each strongly correlates to a distinctive personality type. What is your smile saying?

#### You're a Driver if you:

- make direct eye contact when you smile.
- find that your smile comes and goes quickly
- flash a grin that stretches ear to ear.

#### You're an Influencer if you:

- can count on your smile to lead easily to a laugh.
- grin all the way up to the corners of your eyes.
- diffuse tension with a spontaneous smile.

#### You're a Supporter if you:

- sometimes cover your mouth when you laugh.
- find your smile comes on slowly – but stays indefinitely.
- giggle easily with friends by rarely with acquaintances.

#### You're an Analyzer if you:

- press your lips firmly together.
- often smile at things you find ironic or strange.
- agree that it's difficult to make you laugh.



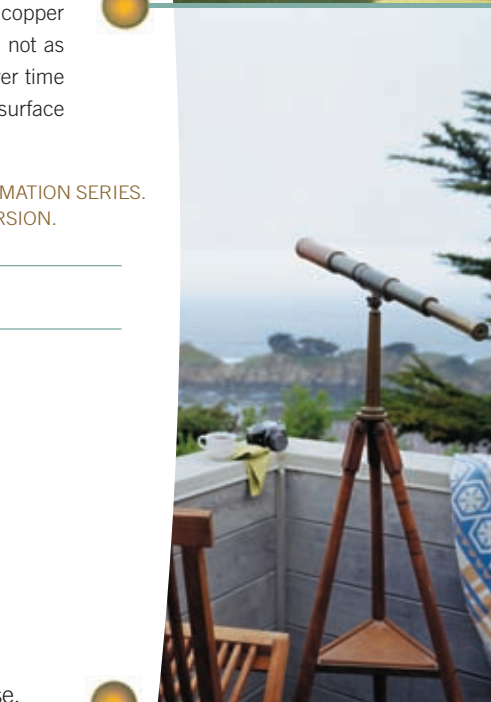
## A WINDOW TO REALITY

### WAX PAPER SMARTS



Here are some smart ways to put wax paper to better use.

- 1. Water Spots.** To prevent water spots, rub chrome fixtures with wax paper after cleaning, then buff lightly. You'll leave a thin coating that deflects water and helps stop smudges.
- 2. Easy-glide shower curtain.** Rub a little wax paper on the bar and the shower curtain will glide across smoothly.
- 3. No-fuss fridge.** Forget struggling to wipe the top of your fridge. Cover the surface with wax paper. It'll catch dirt. Then once a month, just replace it.
- 4. Get your can opener into gear.** Run a piece of wax paper through the gears. It will loosen dirt and coat the wheels so they'll run smoothly.
- 5. Re-cork Wine.** Slip a cork back into an unfinished bottle of wine by wrapping wax paper around it for easy removal.



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## HOUSEWATCH MAINTENANCE

### HOW TO MINIMIZE LEAD PIPE CONTAMINATION

- Run tap water three to five minutes before you drink it.
- Never use hot water for cooking or drinking because it leaches lead from the pipe.
- Have the water analyzed for lead content.
- Replace lead piping.



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HOME INFORMATION SERIES

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### MOTIVATIONAL QUOTES

“In order to do what really matters to you, you have to, first of all, know what matters to you.”

**DR. EDWARD HALLOWELL**

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### WE WORK WITH YOU

Our goal is to enable you to have confidence in the home buying decision and transaction process. The inspection provides an excellent opportunity to gain in-depth knowledge about the home. During the inspection, we will point out and discuss areas of concern regarding the property. We then provide a detailed, unbiased report with all this information.

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