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### **Be a Great Listener To Become a Great Leader**

Being a true leader has taught me how to be a great listener. By nature, we as humans receive 80% of our information through our eyes. Not our ears. Have you ever had a conversation with someone you have never met and by the time the conversation ended you forgot their name? Happens to all of us.

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### **Avoiding Real Estate Tax Revaluations**

As a result of the passage of Proposition 13 almost thirty years ago, real estate owners currently enjoy paying property taxes based on the property's purchase price, value of improvements and an annual increase of 2% over the previous years' assessed value. As a result of its passage, owners pay significantly lower property taxes than if their property was valued under current market conditions.

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### **Teaching an Eagle to Swim, Appreciating and Nurturing Your Unique Talents**

Have you noticed how so much of the feedback we get about ourselves in life is negative? It's time to work on changing your life by changing your perception and focus! Time to identify, claim and celebrate the natural gifts and talents you already have, instead of focusing on those you don't.

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## Winterize Your Home to Save Energy, Lower Taxes

People can now weatherize their homes and be rewarded for their efforts. According to the Internal Revenue Service, homeowners making energy-saving improvements this fall can cut their winter heating bills and lower their 2009 tax bill as well.

The American Recovery and Reinvestment Act (Recovery Act), enacted earlier this year, expanded two home energy tax credits: the nonbusiness energy property credit and the residential energy efficient property credit.

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