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Kay Ball, Realtor
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3502 Henderson Blvd.
Tampa, FL 33609



**KAY JUST LISTED
AND STAGED
ANOTHER HOME!**

3 Bed, 2 1/2 Bath
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Virginia Park
100 x 100 lot
\$435,000

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Bayside News

January 2008



Haaaappy New Year!

January has arrived and it's one of my favorite months of the year. I love starting with a clean slate don't you? We all deserve that don't you think? Last year is over, and it's time to think and press ahead with hope to what we can achieve and enjoy. This month always energizes me to reflect, reorganize, and plan (yes, I'm one of *those* people). It's the perfect time to set new goals (not resolutions) for new possibilities ahead. Here are some guidelines that I use for setting my personal and business goals each year.....

Goal Setting Tips

#1 Write your goals down. If a goal is not written down it's just a wish or a dream. Post this list in plain sight.

#2 Plan your strategy for accomplishing your goals. What steps will you take, whose help will you need?

#3 Schedule time in your calendar. Block off time in your calendar and try not to do anything else during this time. You get what you focus on.

#4 Set goals with milestones. Don't try to accomplish items on your list like exercise, nutrition, weight loss, etc. the first month! But aim for smaller achievable success.

#5 Review your goals mid year. If you are off track, don't give up! Go back to step #2 and press forward. Remember....two steps forward and one step back is **STILL PROGRESS!**

Love, Kay



Kay Ball, GRI, e-PRO
Real Estate Consultant
Waterfront Property Specialist
Keller Williams Realty

Kay Ball and the Bayside Team are dedicated to delivering impeccable first class service with professionalism and personal attention to accomplish your real estate goals.

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IT'S A LIFESAVER

No doubt you probably burned some candles during the holidays last month. Here's what I do to remove candle wax from my votive holders and candle sticks. Line a broiler pan with newspaper and then top with paper towel. Place your candlesticks on their side and votive cups upside down on your pan. Place in the oven on your lowest temperature (mine is 170 degrees). Watch the wax just melt off before your eyes! Using oven mitts to handle each piece, remove from oven and simply wipe off any remaining wax with paper towel and you're done. Works for glass, metal and recently I even melted wax off some gold leafed resin candlesticks too. Using the oven to remove candle wax.....It's a Lifesaver!



Did you know... stressed spelled backwards is DESSERTS!



Kay's Tomato Basil Bisque

1 family sized can Campbell's tomato soup (26 oz.)
 1 can water (from above)
 1 1/2 cups chopped onion
 1 1/2 cups chopped celery
 6 tablespoons butter
 3 tablespoons lemon juice
 3 tablespoons sugar
 3 tablespoons dry basil
 3/4 teaspoon salt
 3/8 teaspoon pepper
 half and half

Sauté onion and celery until clear, add all other ingredients and simmer, then add half and half to taste. Top each serving with croutons and crated Asiago cheese. You won't believe how delicious this really is....tastes like it's made from scratch!



Try this warm soup on a cool day in January!



CHILD'S PLAY



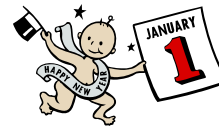
Want to play something really fun? Well, here's a new twist on an old game. It's called "20 Q" (twenty questions) and made by Radica. This new handheld electronic version is AMAZING as it guesses what YOU are thinking. I've played with my teenager and have had lots of laughs. It can be found at Wal-Mart for less than \$12. Fun for road trips, waiting rooms, and makes a great birthday gift for all ages.

The market has changed and continues to change! I am **SELLING** real estate. If you are considering a real estate move as a buyer or seller, I would like to serve you! When you think of **REAL ESTATE** think of **KAY**.

Tips for selling in a Buyer's market:



- Set your price competitively.
- Offer incentives (carpet allowance, appliances included, etc.)
- Offer to pay the nonrecurring closing costs (appraisal, points, credit report, title insurance, property inspections).
- Get a professional home inspection before you put your house on the market.
- Be flexible.
- Create great curb appeal.
- Focus on your walls – touch up the paint....keep colors neutral and light.
- Get rid of all clutter!! Open the blinds and curtains...let the light in!
- Stage your home to make a great first impression.
- Most importantly, be patient.



FAVORITE PEOPLE & PLACES ...

- **Chris's Cookies & Gifts**....located at **3215 S. Macdill Ave.** in South Tampa, **(813) 837-4402**. Their cookie gift baskets make great gifts and ship well. Browse their gift shop and have one of my favorite cookies.... oatmeal with orange icing....melts in your mouth!
- **Jones Animal Clinic**....located at **4207 W. El Prado Blvd.**.... both our dogs, Hercules and Lucy are patients of Dr. Jones. Call **(813) 835-7387** to make your pet's appointment.