



**Referrals are the ♥ of our business!**

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# *Doreen's News*

***Be Inspired and Live a Life of Passion***

June 2009

## **IN A DREAM YOU CAN DO ANYTHING**

In a day dream you can do anything! I'm talking about a dream you are having when you are resting quietly in bed or maybe laying on the grass looking up at the clouds and dreaming about how your life can be, will be.

Remember that if you think your thoughts and your thoughts become things, you may paint your life as you wish it to be. It's a powerful way to spend your time!

Have you noticed that you have a thought and sometime in the future your life takes on the exact shape that the thought or the dream had formed?

I remember the true story about the man who had a goal of a certain kind of home he would like to have and he drew a picture of this on a board. Five years later as he was unpacking in a new home, he found the picture of what he had dreamed about and to his astonishment, the new home was exactly like the one he had dreamed about.

This is the middle of the night when sleep escapes me. Instead of fretting about being awake, I am going to go back to bed and dream, day dream about what tomorrow will bring. Perhaps I will dream about a vacation this summer, about a home I will move into only one year from today or I may dream about the home that I will find for you. This is a home where you will be happy and content living your life, raising your family.

You will be surprised at how often I have thought about the elusive home that I have been searching for to show a particular client and when I checked my computer in the morning, there it is!

## **THOUGHTS BECOME THINGS AND IN A DREAM YOU CAN DO ANYTHING !**

Check out our website for free information for buyers and sellers!

**[www.doreenbaran.com](http://www.doreenbaran.com)**

See a Virtual Tour and imagine how your home would look presented to the world just like that. Awesome!

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## DOREEN'S TEAM CARES !

I want to take this opportunity to introduce two members of my Team.

PATRICIA HAUSNER can always be counted on. Honesty and tenacity are her characteristics. She is innovative and detail oriented. Recently I had the pleasure of witnessing her using a new marketing tool that very successfully brought the whole neighborhood to see her listing at a "Sneak Preview".

TRACY SHEPPARD joins us with a decorating and staging background. This is a powerful tool in today's market where the most attractive homes bring the best prices. Tracy owns an income property in High Park, providing her with experience to advise you if you are interested in investments. She particularly knows the west end and would like to help you with either your first home or an investment property.



*Tracy Sheppard*

My appreciation for all that these, my friends and associates, have done for me knows no bounds!

We have now banded together to provide our clients with continuing

**WORLD CLASS WOW EXPERIENCES !**



*Patricia Hausner*

*"Give to the world the best you have, and the best will come back to you." Ella Wheeler Wilcox. 1855-1919, Poet and Journalist*

### Staging Tips – Choosing Paint Colours

- 1) Don't choose the colour in the store. The lighting in the store is different than the lighting in your home.
- 2) Put the colour chip in the middle of a blank sheet of white paper. This is done so the current wall colour will not taint the new colour.
- 3) Look at the colour chip at different times of the day and with different lights on and with the window open and closed
- 4) Stick to light and neutral colours. This will make the rooms look and feel bigger to a potential buyer. If you must use a dark colour use it on an accent wall but try to stay away from using dark colours all around a room.
- 5) If you don't have time to paint and just want to lighten a room, try changing the current bulb for a stronger one.

Tracy Sheppard, TLS Designs, 416-762-7011 [tlsdesigns@hotmail.com](mailto:tlsdesigns@hotmail.com)



Remember “*Knowledge is Power*” and  
Knowledge is what I offer my clients!  
Don't be shy!  
Call Doreen at **416-487-0827**

## THROUGH MY EYES

Dear Friend

### THIS IS MY PLAN !

There always has been a team of people helping me to give you World Class Service. Now my Team is growing to serve you even better!

For those who have experienced buying or selling a home with me in the past, you know that I have referred my lawyers, mortgage brokers and building inspectors to you successfully. They made me look good!

As of the month of June, I am taking one step further and adding Agent Specialists to my Team. They will assist me in providing you with even better service, service that will WOW you!

Over the past 33 years, I have served you “Because I Care” and the chosen agents to work with me now have proven over the past few months to have this quality. They Care! I know this because of how they have helped me, stood by me, and encouraged me while I have been recovering from my damaged hip! They have the same values and integrity as mine.

This is giving me freedom to look after your listings personally, to do the research for you that I love and to continue writing not only Doreen's News but a book that has been a work in progress for some time. I will also have time to mentor agents, utilizing my 33 years experience.

I look forward to meeting those wishing to buy at my place for a Complimentary Consultation, making your real estate experience a joyous adventure, saving you time and money ! Parking is good and I live right across from the York Mills Subway.

Please feel free to call me on my direct line at 416-487-0827 and let's see how I can serve you today.. Timing is essential and I provide information that prepares you for the time when you are prepared to sell or when you find the home of your dreams. You will know value when you see it..

Warmly

Doreen

**EXPERIENCE HAS NO EQUAL**

## **THE TRUST OF MY CLIENTS**

Louise came to visit me yesterday with love, appreciation and trust in her heart! While here, we did a mini consultation to determine whether she would be able to safely make a move from a condo in Richmond Hill to another in Midtown Toronto successfully.

Louise had her doubts! She knows the values are higher in Midtown Toronto than in Richmond Hill. We put the cost of transportation into the equation. She has done improvements on her present condo and we still have to do the Market Evaluation (the sales comparisons) for the Richmond Hill condo. Will a bit of an increase in the cost of her Midtown condo be offset by the reduced cost of travelling from her home to her work every day? **THE INCREASE IN HER EQUITY AND THE LOW COST OF INTEREST RATES MAKES IT POSSIBLE !**

Because I helped her to buy her present condo and built her trust, she now believes that I will do it again.

**LOUISE TRUSTS ME, TOLD ME SO AND I WILL NEVER DISAPPOINT HER TRUST!**

Will my other clients trust in me and remember that I have treated them well and fairly? Will they come to me and let me help them? Will they remember how I have looked after their friends and their family? This is how I have been building my business over the past 33 years....33 years and counting!

I have built my business on trust "because I care". The agents on my Team have the same values as I have and you can trust them! I do!

*"Life is an echo - What you send out comes back". Chinese proverb*

## **BUILDING TRUST**

Trust is precious and must be gently shared ! When others trust you, your world functions on a better level.

If you give someone trust, and give them something to do, letting them know that you trust them to do it, they will in most cases do their best to live up to those expectations.

What about the value of trust built in a child? When you give the child a job to do, the expectation of success in a sport, other activity or in school, that child will not want to let you down. The child will do his or her best to live up to your expectations.

I see this with my 8 year old grandchild, William. He is given the opportunity to excel in many activities and in school. He does his best to live up to the trust and expectations of his parents. This will stay with him all his life! William will honour trust when it is given to him.

If you have a child or know of a child whose life you can improve, I urge you to express your trust. This will improve the lives of a future generation. Expressing distrust can mark a child forever!

## **A story from me to you.....about my California Coach !**

It must have been ten years ago that I first met John Eddy and he began to coach me. He was my California Coach then and he continues to be today.

All the time? No, but he always shows up when I need him most. The times when the market is down, when I am down for one reason or another, as happens to us all from time to time, John shows up and he picks me up. These are times when I set my goals and reach for the stars. He helps me to reach the top!

That is living, your life and mine. Many things in life are not perfect. I am sure that there have been times when a good friend will surface for you. For me, it is John Eddy when he is needed most with his words of wisdom, knowledge of real estate and encouragement for me to continue living life to the fullest.

After over four months for me to be healing my body and more to go, John is helping me to write this issue of Doreen's News and to share my life once more with you, my Readers, Friends and Clients. He is helping me to plan my future, plan how I can bring other Agents to work with me, mentoring, helping them and leading us all in the path to success with Keller Williams Realty.

Everyone prospers with their own personal coach and I offer to share mine with you. Would John be able to enhance your life and career? Call for a complimentary coaching session at 1-858-454-8454 or email him at [johneddycompany@yahoo.com](mailto:johneddycompany@yahoo.com).

Tell him Doreen sent you !



### **REVERSE AGING on a Shoestring by Doreen**

It was 1983 when I first began to say every day “I’m young, vibrant and full of energy”. I continue saying it to this day and people meeting me forever tell me that my energy is amazing and I look and act much younger than my chronological age in every way.

The buzzword today is “attracting”, that which we think about comes about. It works for me. I encourage you to keep your attention on your intention, on whatever makes you happy and young 😊

There was a time that I taught a class to help others to find their Purpose in Life. When you realize your purpose and you follow your life’s mission, you experience abundant success and greater happiness.

This makes you younger and the cost is zero 😊



# T H E J A B E Z C O R N E R

## The Prayer of Jabez

Everyone hopes for miracles to happen in their life, to suddenly receive blessings that we can only attribute to God. Of course, how else can we explain its source?

A little book, *The Prayer of Jabez*, by Bruce Wilkinson, is one such miracle. Less than one hundred pages in length, this book has become a miracle in publishing, in a little over two years since its publication in 2000. *The Prayer of Jabez* has become Number One on the New York Times Bestseller List, a highly popular, must-read book among Christian communities worldwide, now available even in audio cassette and CD versions.

The Prayer of Jabez, a minor figure in the Old Testament, consists of little more than 30 words, but it is a powerful little prayer that its many devotees will testify to anyone with an open ear to listen. I have experienced the miracles in my own life.

But how does it work? I think, broken down into its components, this little prayer packs a lot of wallop.

“OH LORD, THAT YOU MAY BLESS ME INDEED...” is an affirmation of the spirituality of life, an acknowledgment of the existence of God and a divine influence in human affairs.

“AND ENLARGE MY TERRITORY...” asks the Creator to make our life bountiful and our influence and our capacity for good works enlarged to as wide an area as possible.

“THAT YOUR HAND WOULD BE WITH ME...” acknowledges that we are stronger with God’s grace, and we can do more powerful things.

“AND THAT YOU WOULD KEEP ME FROM EVIL...” makes us aware that we are not perfect beings...that we can fall into weakness and despair...and lose our faith in our Oneness with God.

“THAT I MIGHT NOT CAUSE PAIN” places us in a position of accountability. Our life is meant to benefit and not inflict harm upon other people.

**This is the Prayer of Jabez, And it works!**

Cesar Virina is a marketing strategy consultant, client and friend. He says *The Jabez Prayer* in New York, Toronto and Manilla. Email: [czarvirina@usa.com](mailto:czarvirina@usa.com)

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I (Doreen) am encouraging my friends and clients to contribute their experiences to be published in the “Jabez Corner” of Doreen’s News. If you have a miracle to share with others, please call Doreen at 416-487-0827. Visit Doreen at [www.doreenbaran.com](http://www.doreenbaran.com) & email: [doreen@doreenbaran.com](mailto:doreen@doreenbaran.com)

## THE LOYALTY OF MY CLIENTS

Ten years ago my clients, Joe and Sam, wanted a home for their business, and times were not quite right for them. Ten years ago, the price would have been about One Million Dollars to buy what their business required. Occasionally we would find a good property. Prices escalated over time until we were looking at listings up to Three Million Dollars. Even at that, when we went to make an offer, someone else was always there ahead of us or offered just a little more. The market was too hot to touch!

The location must be prime. Joe and Sam were determined to have a good building in a choice location. We kept looking and were disappointed time and time again.

Finally, our real estate market took a downturn. The newspaper headlines screamed that our economy was crashing! Our turn had come. We had been watching daily as the listings came out and finally one that had been on the market for \$2,950,000 was reduced! My clients were ready to offer ! Looking at the wording on the listing and talking to the listing agent, doing my research, there seemed to be a possibility that the owner might entertain the offer. Let's try and see what they will consider. The building had been vacant for some time and...nothing ventured, nothing gained! Circumstances were right.

My clients, Joe and Sam, were loyal to me all this time and, finally, we were able to find the perfect building in a perfect location! Would we be able to negotiate the perfect price? In 30 days from the time we offered, they were able to complete the purchase of their building for just Two Million Dollars! This was their dream come true!

If you have been considering buying your first home, a larger home, land, an investment home for your future or an industrial building, now is the time.

Our Keller Williams office sold more homes in the last two months than they did the same two months last year. The phone is ringing off the hook. This is the market we've been waiting for when we can happily negotiate with clarity and fairness to both parties.

There are great deals on the market and interest rates are still very low. They make your purchase affordable. It's a great real estate market. Don't let anyone tell you any differently !

If you would like to talk, please call Doreen at 416-487-0827. We are here to help you!

***"Conserve energy. It takes seventeen muscles to smile and forty seven muscles to frown."***

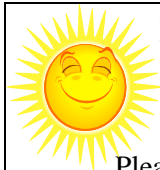
### **Frustrated?**

Trying to find a home on mls.ca?  
Service has changed to limit information.



I provide complete info –  
automatically to my clients!

- Call Me!



My goal is to be your Real Estate  
Consultant for Life  
If I have added value  
to your life...

Please don't keep me a secret!

Call Doreen at 416-487-0827



## **NOW IS THE TIME TO BUY YOUR HOME !**

Advice from Tounie – The Mortgage Planner

**In 1972 the mortgage rate was 12%. In 1980 rates topped at 21%. A short time ago the rate was 3.65%. Today the interest rate has increased to 4.35% ! Rates went up!**

Financial markets are slowly recovering. Consumer confidence is returning. Many well priced homes are on the market and some are attracting multiple offers. The market slump has lifted and housing sales are rebounding. We expect this seasonal increase to continue into the Summer months to compensate for the slow start this year.

If the economy rebounds, as is expected.....if the Federal Budget deficit persists.....if inflation runs up to 3% ....., we can expect the five year fixed rates to rise again..

Now is the best time for you to invest in a home. We don't expect to see 3.50% on a five-year fixed mortgage again for a decade or more.

**Of course, no one knows for sure ! Do you want to chance it? BUY NOW !**

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TD Canada Trust  
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*"Gifts come when you least expect them but need them the most."*

## **Doreen's News**



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