

A Successful Real Estate Transaction Requires A Professional Real Estate Agent

As Judy's business card says: "My priorities are simple, they're yours."

This is evidenced by her work with a varied group of Seniors and seasoned investors who appreciate her attention to detail and diligent follow through. Judy is constantly reviewing and analyzing a multitude of available information about the current trends and values in the many developments surrounding Palm Beach areas. Loyalty, customer service and dependability are a scarcity today, that Judy willingly provides.



Judy DeMauro

As a real estate professional, I know the work and knowledge it takes to list a home, make a sale and actually close on the transaction. It is not for amateurs. There are horror stories out there from people who did not let a professional do the job correctly.

Here are some successful real estate transactions that I have completed to prove my point:

While I was in my dentist's office, knowing my specialty in helping seniors with their real estate purchasing and sales, she asked if I could find her parents an apartment within walking distance to the synagogue in Century Village in Boca Raton. That meant I would sell their current apartment that was not in walking distance and find them another. Sound easy? Not quite.

First of all, there were no available apartments in Yarmouth, the particular phase they wanted. Secondly, it was the summer, not the best time to sell an apartment in Century Village. Since her parents lived most of the year in New Jersey, she and I managed the task. I researched every week any available apartments and did find just the right one in the perfect location. Then we listed their other apartment, and in the weeks found the right buyer. Mission accomplished!

Another sale occurred when a couple from Las Vegas called me. "Our brother who owned an apartment in King's Point died suddenly and we want to sell his home." This was very difficult for them emotionally and physically since they lived so far away. I listed the home and found a seller very quickly, only meeting personally with this couple one time. Everything was done successfully through the mail and over the phone.

Here are some tips when selling your home:

- **Presentation is most important.** Consider showing your house the way you would go to a job interview. You only have one opportunity to make a good impression.

- **Clean up clutter.** Get rid of anything that doesn't have a true purpose.

Don't shortchange yourself. The most important asset you probably have is your home. Would you put your money in the hands of someone who is not a professional? It takes knowledge and experience to manage and facilitate a sale from start to finish properly.

Judy DeMauro is a sales agent for Red Reef Realty and has lived in Florida eight years. Her first career was in retail as vice president of merchandise for a chain of specialty stores. She has great people skills and understands and cares about people, especially the senior population. Call her at 561-391-3011 or go to their website: www.redreefrealty.com. Their office is located at 2701 NW Boca Raton Blvd, Suite 111, Boca Raton, FL 33431.



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Can One Age Gracefully?

I was reading an article this week where Andrew Weil MD, author of **Spontaneous Healing** was quoted as saying that Anti-Aging physicians were interfering with the aging process for financial reasons. He stated, "We should be allowed to age gracefully." Of course the entire article was really about his new book and how to Age Gracefully.

You know for the first time I agree with him, but how do you do that? The only way that I think of aging gracefully is when I can do and feel the same way I did when I was a teenager. If that means that I am Aging Gracefully, I am all for that.

Unfortunately, if you are like Andrew, and we start getting aches and pains, we lose some of our energy and we get some of the diseases of aging like Diabetes and High Blood Pressure and Heart Disease. Believe me, I did not have any risk of those things when I was 18 and there is nothing graceful about having them when I am 64 years old.

Fortunately for me, according to Dr. Weil's definition, I am Aging Gracefully but I am fighting the process "tooth and nail" so to speak. If it means I need to monitor my hormone levels to prevent Heart Disease and Diabetes and that I have to take HGH to prevent or reduce the possibility of Alzheimer's Disease, then tell me where to get the HGH, how to use it and how much it is going to cost me. Don't tell me that I can Age Gracefully with Alzheimer's Disease or after a Heart Attack. That is just WRONG!

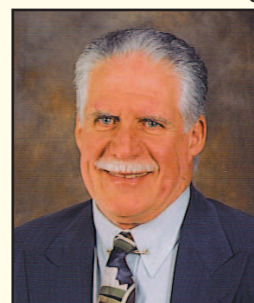
I agree with Dr. Weil that we need to take responsibility for our health and that means:

- ☞ Eat a well balanced low calorie diet
- ☞ Exercise daily both aerobically and with weights
- ☞ Stretch or perform Yoga
- ☞ Meditate daily or preferably twice daily
- ☞ Take certain supplements like Vitamin C, A, D, E, Folic Acid, as well as CoQ10, and Lutein etc.
- ☞ Get an ample amount of sleep or take a nap when I need it
- ☞ Reduce the effect of stress in my life

☞ Laugh and have more fun, ride my motorcycle more or play the guitar

If I were to do all the above perfectly, I am still going to need some help from Anti-Aging Medicine, Preventive Medicine Physicians who are interested in stopping the onset of diseases, not making me look like I am 18 years old. Anti-Aging Medicine is threatening the established way of dealing with disease by proposing that we look at the changes that occur in Aging and reverse some of the levels to ward off disease before it occurs.

Let's add Anti-Aging Hormone Modulation to those things that we are doing with diet, exercise and stress;



Robert D. Willix Jr., M.D.

and combine it with the use of common sense, so we CAN AGE GRACEFULLY. If I know that low HGH (Growth Hormone) and Testosterone levels are going to increase my body fat and raise my blood pressure and increase my risk of stroke, I want to prevent that from occurring. Low DHEA levels increase my

overall risk of Cancer, so bring on the little capsule of DHEA with my Vitamins. Women with low testosterone are at a greater risk of heart disease and Testosterone Cream once a night on the skin is going to reduce that risk.

The story of Anti-Aging Medicine is that we can thwart disease in its tracks if we just keep certain Hormone levels at optimum blood levels. The following Hormone levels help us Age Gracefully: Melatonin, DHEA, HCG, HGH, Testosterone, Estrogen, Progesterone, Non Synthetic, i.e. Natural Thyroid Hormones that contain both T3 and T4, Insulin Control and Cortisol Control.

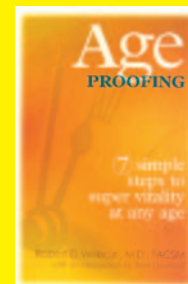
The future of your health will depend on the addition of optimum blood levels of hormones that will assist you in your journey toward perfect health and **Graceful Aging**.

—Robert D. Willix Jr., M.D., FACSM, Former Heart Surgeon, Andean AltoMesayok Shaman.

Robert D. Willix Jr., M.D., FACSM - Cenegenics Medical Associate is an expert in the field of Alternative and Integrative Medicine. His free lectures are held monthly at his office at 3200 N. Federal Hwy., Suite 223, Boca Raton, FL. Call 561-362-0724 for an appointment or to attend the seminar. You can email Dr. Willix at rdwmd2@bellsouth.net or visit his website: www.Willixmd.com

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