



# Bill Doumar presents

# Commercial Real Estate

## news and more

A "GOOD NEWS" NEWSLETTER FULL OF FUN AND INTERESTING FACTS FOR YOU

MAY 2010

### Hello!

This issue of *Commercial Real Estate News* is being sent to you courtesy of

### Bill Doumar

It is my way of saying that you're important and that I truly value your business. Please feel free to pass this newsletter on to friends and business associates.

### Funny Bone

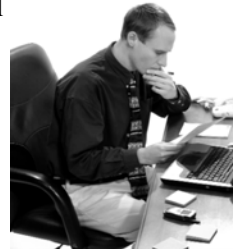
#### Statements You'll Never Hear Your Father Say



- "I'm lost . . . so I guess I'll stop and ask for directions."
- "All your friends have a very sarcastic attitude—I like that."
- "Here's my credit card and the keys to my new car. Have fun."
- "What do you want to get a job for? I make plenty of money for you to spend."
- "Your mom and I are going away for the weekend. You might want to have some friends over and throw a party."
- "Father's Day? Don't worry about that, it's no big deal to me."

## Two Important Steps to Take When Selling Your Property

Selling your property in today's market isn't as easy as it was just several years ago. That's why it's important to take steps that will ensure a smooth transaction from beginning to end, even before you've secured your buyer. With this in mind, here are two important steps to take when preparing your property for sale on the open market:



### 1. Get a Phase 1 Environmental Site Assessment Report

Ideally you'll want to know that there are no environmental concerns on your property, as exhibited by having a clean Phase 1 report, before you ever put your property on the open market. Otherwise, if you agree on the price for your property with a buyer, and then you discover there are environmental problems that need to be cleaned up, the buyer can then become concerned and change their mind about wanting to buy your property. In this market, buyers are more concerned than ever about making the right decisions when buying properties, and you don't want to give them anything more to be concerned about. If you have your Phase 1 report done before marketing your property, you now have the ability to clean up any environmental problems that the report may indicate, long before any buyer ever agrees on the purchase price with you. So once you've resolved any problems and you now have a favorable environmental report to show to prospective buyers, there will no longer be any environmental problems on the report for anyone to be concerned about. They were all taken care of in advance, and this now paves the way for much smoother sailing during your sale transaction.

### 2. Get a Preliminary Title Report

The people buying your property will want to know that it's free from any encumbrances, easements, or restrictions that could get in the way of their enjoyment of the property. And the first step towards learning what encumbrances, easements, or restrictions are currently recorded against your property, involves getting a Preliminary Title Report from a title insurance company. When selling your property, both the buyer and the lender will want to see that you have clear title as evidenced by obtaining a clean title report, and you'll want to make sure that the title report on your property is clean before ever entering into an agreement with a buyer. Otherwise, if it takes awhile to both resolve and remove one or more items from the title report, the buyer could get buyer's remorse while waiting for you to handle this, and the buyer may then want to walk away from the transaction entirely. This is natural sometimes when large sums of money are involved and a buyer begins sensing problems, and associates those problems with their continuing to move forward with the transaction.

So if you want to minimize any problems beforehand, get both a Phase 1 Environmental Site Assessment Report and a Preliminary Title Report in your hands to review before ever putting your property for sale on the open market. This gives you the opportunity to make sure that any potential problems on these two reports are resolved ahead of time, which then helps to maximize the probability that your sale transaction proceeds smoothly.

## Interesting Ways To Say Familiar Things

Sometimes it just seems that certain people are born with great memories and others have memories like sieves. But wherever we start from, we can all work to improve our natural abilities and memory training can be a lot of fun!



Why bother to train your memory?

Lots of reasons! For youngsters who are at school, college or university, a better memory helps them to get better grades, and the same of course is true for those in adult education. In the workplace, too, being able to remember facts and figures instantly can give you a huge boost up the career ladder and make an enormous impression on bosses, colleagues and clients.

Another way in which a good memory can help either at work or in trying to find work, is through the ability to remember names and faces and associate the two. Other people are always tremendously impressed with those who can recall their names and previous conversations after just one meeting.

Do you waste endless hours searching for items that you put 'somewhere safe'? Again, improving your memory skills can allow you to spend that time much more productively. You could even use your amazing abilities as a party piece to entertain your family and friends!

Take a look online for some great memory-building tips and watch your performance in all areas of life soar!

## Get Feedback From Your Employees

Workplace stress can literally be a killer, and a poor work/life balance can be a relationship killer, too. In these times when employers just seem to be expecting more and more from dwindling workforces, it can be all too easy to let yourself get sucked into working longer hours and taking on more responsibility, to the point where your reserves simply run dry.



While a certain amount of stress at work is considered healthy, because it helps us to perform better, it is when we start to exceed our limits that it becomes dangerous. Often creeping up on us gradually, stress can leave us feeling irritable, moody, panicky, demotivated, and unable to concentrate, and it can often lead to poor eating habits and smoking and drinking more. If it goes on for any length of time, it can lead to depression and anxiety, as well as increasing the chances of a heart attack or stroke.

If you find that things are getting out of hand at work and you feel like you are sinking, it is important to speak to your manager. This can be hard, especially if your stress has been created by job insecurity, but if you let the situation continue then it will only get worse. Go over your workload with your boss and see whether deadlines can be moved or work reassigned. If he has your best interests at heart, your boss is more likely to be sympathetic than not.

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## The Worst Networker

We've all met bad networkers, but just what are the characteristics that set them apart?

1. They talk about me, me, me.
2. As soon as they've shaken your hand they're asking for something.
3. They only get in touch when they want something.
4. They never share their contacts or information.
5. After promising you the earth, they never deliver.
6. You set them up with a contact and they don't bother to turn up.
7. They never thank you for anything that you do for them.
8. They ask for your help but don't give you any details and expect you to do all the running around.
9. They try to bribe you to help them.
10. They constantly remind you that 'you owe them one'.

Sound like anyone you know? Then it's probably best to give them a wide berth in the future!

# There's Only One Way To Stop Smoking!

As anyone will know who is addicted to the 'dreaded weed', the stranglehold that nicotine has is mighty powerful and the task of giving it up can be extremely difficult. Although companies now produce a whole range of products such as nicotine-laced chewing gum and patches which are designed to wean smokers off their beloved cigarettes, these actually achieve little or nothing because they keep you addicted.



In his wonderful book *Easy Way To Stop Smoking*, author Allen Carr explains that there is one, and only one reason why smokers smoke that next cigarette, and that is to top up the nicotine levels which are dying down from having smoked the previous one. However much smokers like to kid themselves that they continue smoking because it relaxes them or helps them to concentrate, these are in fact myths. There may be a perception that this is what that next cigarette is doing, but in reality you only get uptight and lose concentration because you need your next 'fix'. Once the nicotine is out of your system completely, which happens after just three days, stress levels and concentration return to normal. By feeding your addiction with gum or patches, however, you simply fight a never-ending battle. Cold turkey is the only way to stop...but it's worth it!

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## Don't Write Off Generation Y

Generation Y, the Millennials or whatever you like to call them, those born roughly between the early 1980s and the start of the twenty-first century, have a reputation within the workplace as being difficult, demanding, lazy, arrogant, self-centered and downright pampered. In fact, some even call them the Entitlement Generation.

When thinking about Generation Y, though, it is important to remember the context in which they have come into the workplace, which is one that is quite different to previous generations. They have grown up in a world where not only does technology provide 'instant' results (leading them to expect everything instantly), but where the expectations of 'a job for life' are no longer realistic. In addition, after seeing their parents and grandparents stuck for years in jobs that they have hated, they have grown up wanting work to mean more to them than just a living wage.

Despite what may be perceived as their faults, however, Generation Y has lots to offer employers. Their technological skills often allow them to work 'smarter', they are practically bursting to use their creativity, their natural curiosity and wanting to be involved can make them a real asset, as can their eagerness to prove themselves and to learn.

Don't write off Generation Y workers, but instead get to know them. They're going to be around for a long time, so work with them rather than against them and don't believe everything you hear!

# Financially Speaking

## Get Caught Without Home Insurance and It Could Cost You a Lot!

Especially when money gets tight, there is often the temptation to dispense with household contents insurance, but doing so can often turn out to be a very costly mistake.

Sadly, the incidence of break-ins and burglaries is frighteningly high nowadays. In some cases the perpetrators only manage to get away with a few prized goodies, but there are also many reports of entire homes being stripped of every last stick of furniture, and even the carpets are taken off of the floor while the house is unoccupied. Just think what all those belongings would cost to replace!

Fires, floods, accidents, power surges and bad weather conditions can cause tremendous damage within a home, and while it is easy to look at the bigger, more expensive items when you consider what you have to lose, the fact is that it all adds up. Try taking just one room in your house and adding up the value of the contents – you'll be amazed at just how much your possessions are worth.

The other thing to remember about contents insurance is that most policies will cover your belongings away from the home, too, so you will still be able to file a claim if items are lost or damaged when you are out and about or on vacation.

Compared to the cost of replacement, contents insurance is very cheap, so make sure that you don't get caught without it!

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**Are you thinking of buying or selling a property in the coming weeks and months? If so, please let me know what your requirements are.**

1. Will You Be Buying or Selling? \_\_\_\_\_

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2. Please Describe the Property You Will Be Buying or Selling \_\_\_\_\_

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3. What Would You Like Me to Do To Assist You With Your Requirements? \_\_\_\_\_

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4. When Would You like Me to Contact You To Follow-Up On Your Requirement? \_\_\_\_\_

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5. Please Let Me Know Your Name and Telephone Number(s) You'd like Me to Contact You at on the Date You've Mentioned Above. \_\_\_\_\_

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