

# Spring is Busting Out all Over!

March 2020

Dear Friend:

I am taking liberty with Oscar and Hammerstein and saying it is Spring, not June that is busting out all over! Spring is absolutely my favorite season and not just because of the warmer temperatures. I love Spring because no other season makes me feel quite so connected to my playful self! This is the me who's in love with life!

How about singing the "Confidence" song from "Sound of Music" the next time you have an appointment you are unsure about? Listen to it on "You Tube".



"With each step I am more certain everything will turn out right. I have confidence in me. I have confidence in sunshine. I have confidence in rain. I have confidence that Spring will come again. Besides what you see, I have confidence in me." Sound of Music—Composer— Richard Rogers, Irwin Kostal—(Score) — Lyricist— Oscar Hammerstein II—Starring: Julie Andrews & Christopher Plummer—1965. It won 4 Oscars and had several Nominees!

If one of the goals you've established for the new year involves a real estate move, let's get together soon and talk about it. As with most good things in life — turning dreams into reality takes a game plan. And, together we can make it happen.

What's Inside? Check out Ellen's Service Provider Rolodex. on the reverse of this page for the ad for A Unique Barbershop, which has been in business in the community for over 20 years, and other ads for local businesses.

As a Realtor, I am definitely against Rent Control. If you are for rent control, think about it. If the government can control the rent prices, thus someone's income, what makes you think they won't control how much you earn in what ever field it is?

What's happening in the real estate market? In Orange County in February there were 3639 residential homes for sale and we sold 1951 homes.

Live authentically. Enjoy!

*Ellen*

"Call and tell a friend you have a friend in the real estate business who is different! Her goal is to get you to say "WOW!" She makes the process FUN! Her motto is, "If I can't have FUN helping people buy & sell real estate, it's time to get out of the business."

\* \* \* \* \*

DRE Lic #: 00948490

*Ellen*  
Whomsley

"Busy people call Ellen to help them buy and sell real estate."



714-776-3820

FunAnaheimRealtor.com

# Ellen's Service Provider Rolodex

(Be sure and say, "Ellen sent me!" Then, call and tell me your opinion of them and their service!)

Computer Tech

Jim Sanders  
714-925-5772  
I have used him  
for years!

Do you need a real estate attorney? I know several. For a referral, call Ellen @

714-776-3820

Chimney Sweep—562-863-5975

Irene Foss—Hair Stylist

South Coast Metro - - - - - 714-915-1159

Free color highlights with Hair Cut or

FREE Hair cut with chemical service (perm-tint)

For this discount say, "My Realtor Ellen sent me."

Are you pregnant and want to have a home delivery or a place for the baby to be born other than a hospital? There are birthing centers. One of my past clients is an RN who decided to be a midwife.

LinBrook Bowl Coffee Shop

The discount for the Pizza is over. Tell him/her, "My Realtor Ellen sent me." Maybe, you will get a discount.

I have a friend who works at a shelter for cats and dogs. Check out their shelter website—[www.aaloc.org](http://www.aaloc.org)

A Unique Barbershop

Serving community for over 20 years  
2532 W. Lincoln Ave., Anaheim  
714-484-9043



Please note: The above companies are owned and operated independently from Ellen Whomsley and Goldenwest Properties-Brea. Their names and services are offered so you can take advantage of people I know, have used, or would use again. However, neither Goldenwest Properties - Brea or I will guarantee or assume liability of their services or their products some of which may be offered on this page. You should always get a clear understanding of the services and products you buy. If you want a service or a product not listed, call and ask if I know someone.

\* \* \* \* \*

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When one is a "zero" on Google, one works harder. How can I help you?

*Ellen*  
Whomsley

# REAL COMMENTS

"Words that inform, stimulate and entertain..."

"Because people matter most"



1-714-776-3820

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Mar 2020  
Anaheim—CA

## Inside This Issue:

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## What's the most honest part of the body?

People observing others tend to look at just the person's eyes or face. But some people work very hard at masking their facial expressions. "Humans are capable of more than 10,000 facial expressions." Pg 166 — "What Every Body is Saying" by Joe Navarro

Joe tells us to look at what the body is telling us by observing more than one or two of the obvious behaviors. He wants us to look at the nonverbal parts of our body and determine what they are telling us. Some of the behaviors of the non verbal parts of our body are squinting, constricted eyes, lowered eyebrows, eye blocking, touching of the eyes, fake smiles, movement and placement of hands, fingers, and feet.

If we want to hire someone, we need to observe the non-verbal behaviors of the applicant's. If we observe any of the above, he suggests we take another look at everything before making a final decision. Pupil dilation and constricted eyes can also be caused by certain drugs, so consider these factors to not be misled.

People in power have the right to focus on anything, but if we want to make an impression, we focus on the other person. In other words, when we are in a job interview, focus our eyes on the interviewer, not the room!

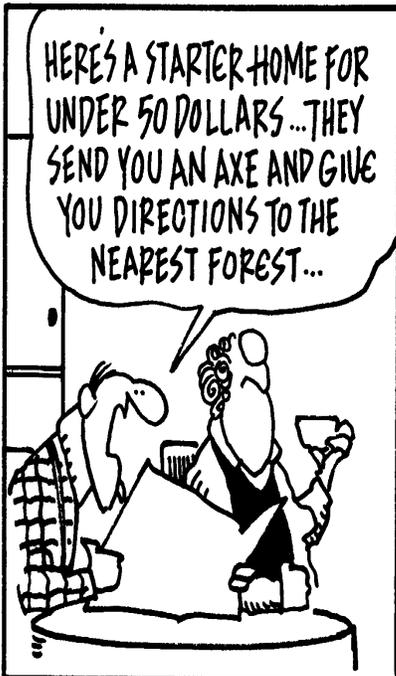
So, you don't know the difference between a fake and a real smile. Joe tells us and shows us with pictures the difference in "What Every Body is Saying." Remember, a smile can open hearts, opportunities, minds, and goodwill.

Joe thinks the most honest part of our body is our feet. He spends a lot of time watching them.

Joe works with businesses to evaluate the non-verbal effectiveness of a business. He advised a company that handles a lot of money for its clients to put a paper shredder in every room, especially in the conference and meeting rooms, where their clients could see them. \* \* \* \* \*

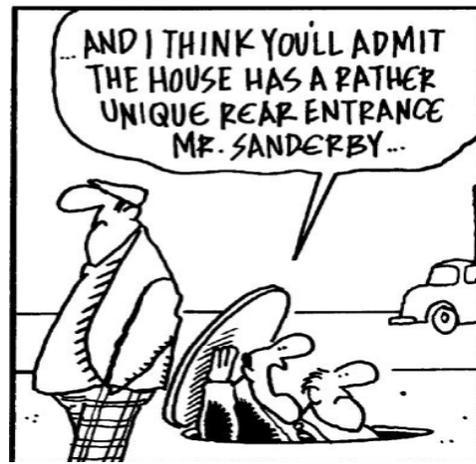
Joe Navarro has written books about non-verbal communication. For 25 years he was an FBI counterintelligence special agent and supervisor specializing in nonverbal communication.

Do you think I could sell your home for the most amount of money in the least amount of time and hassle? Then tell someone. Tell your heirs that you want me to sell your properties, when you are no longer able to contact me. Call Ellen @ 714-776-3820





How can I help you most?  
What do you want from me?



**The Long Pause:** The German controllers at Frankfurt Airport are known as a short tempered lot. They arrogantly insisted no pilot should get assistance taxing or parking their aircraft.

Here's an actual excerpt between Frankfurt Ground and a British Airways 747 (identified as "Speedbird 206") after landing.

**Speedbird 206** "Good morning Frankfurt, Speedbird 206 clear of the active."

**Ground:** "Good Morning, taxi to your gate." The British Airways 747 pulls onto the main taxiway and stops.

**Ground:** "Speedbird, do you not know where you are going?"

**Speedbird 206:** "Standby, ground, I'm looking up the gate location now."

**Ground** (impatiently):  
"Speedbird 206, have you never flown to Frankfurt?"

**Speedbird 206** (coolly): "Yes, in 1944. But, I didn't stop!"

**Quotes:**

"Resentment is like drinking poison and hoping it will kill your enemies." . . . . . **Nelson Mandela**

"Good friends help you to find important lost things like your hope, your smile, and your courage." . . . . . **Doc Zantamata**

**Have you put off Buying a Home Because You Don't Like What You Can Afford?**

**Have you said or thought, "I want a house that will let me know when I walk inside after working all day that all the scrimping and saving has paid off!"**

I believe real estate investment is not only for the rich. It is for the common ordinary person like you and I. It is a way for us to be able to beat inflation and build a nest egg. Because of this belief I am still working as a Realtor.

If you are thinking, "Ellen, I know lots of real estate people, why should I choose you?" Rather than me telling you about me, I will let some past clients do it.

"We had been with another agent for 6 months. From the first homes Ellen showed us, we knew we would find a home. And, we did." - - - - - The Garcia Family

"With Ellen's knowledge we were able to get into a home with a minimum amount of cash and in less than 30 days."- - - - - Tracey G.

"Thank you for your patience, understanding, and belief in me. My situation was such a challenge, and you would not give up. You wouldn't even let me give up. You certainly went above and beyond the call of your duties.- - - - - Cee Cee G.

"Thanks for all that you did to help me find my beautiful condo! You are so much fun! - - - - - Ann M.

For further information about buying real estate, contact:  
Ellen C. Whomsley, Realtor — BRE License #: 00948490  
Goldenwest Properties - Brea

**714-776-3820**



As I understand it, you have a home and you want me to help you find a house you can put it in. GREAT! You are right! A home is where the hearts are. Let's go on a treasure hunt and find you a house to put your home in!

\*\*\*\*\*

What is the most sensitive part of a fully dressed person?

"It is our pockets as we keep money in them. Therefore, we must touch hearts and minds first."

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**Quotes:** . . . . From Unkn.

**"Men:** Close your eyes. Imagine you have a daughter. Imagine she is dating a guy just like you. Did you smile? No. Then change!"

**"Women:** Read the above and take action if needed."

"You are FREE to Choose, but you re not FREE from the Consequences of your Choice."

"We all grow at different rates. And, that's OK."

"Be silly. Be fun. Be different. Be crazy. Be you, because life is too short to be anything but you!"

## Gracie Allen's Classic Recipe for Roast Beef

- 1 large Roast of beef
- 1 small Roast of beef

Put the two roasts in the oven.

When the little one burns, the big one is done.

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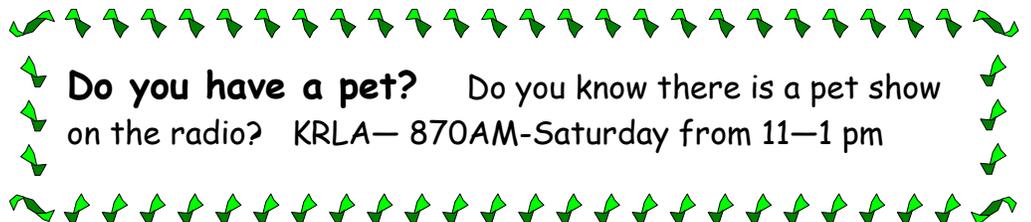
## *Is Popcorn Really That Old?...*

Did you know that 5,600-year-old kernels of popcorn were discovered in a bat cave in New Mexico in 1948?

I grew up eating popcorn almost every Saturday and Sunday night as we played cards.

Many cultures have eaten and used popcorn in many different ways. The Aztecs decorated ceremonial headdresses and necklaces with popcorn. Native Americans would oil an entire ear of corn, place it in a fire to pop, and then eat it like corn on the cob. Some historians believe Native Americans brought popcorn to the first Thanksgiving. Later, colonial families ate popcorn with sugar and cream for breakfast. In Jan 2018, we ate 13 billion quarts of popped popcorn each year, an average of 42 quarts a piece...and most of it at home. (Google)

**Interesting Facts:** 1.) Each kernel contains a tiny drop of water. This is why, when heated, the water expands causing the kernel to explode and flip inside out. 2.) Popcorn kernels can pop up to 3 feet in the air. 3.) If a recipe calls for 8 cups of popped popcorn, what quantity of kernels will you need? Answer: If 1 oz. or 2 Tablespoons makes 1 quart of popcorn (4 cups), one would need 2 ozs. or 4 Tablespoons or 1/4 cup of kernels. Enjoy!



**Do you have a pet?** Do you know there is a pet show on the radio? KRLA— 870AM-Saturday from 11—1 pm

### Do you want to know what the prices of homes are in your neighborhood?

Great! Ask me! Get a free report with up to the minute statistics based on all the homes for sale and have sold in your zip code over the last three months in all price ranges. To get your free report on the house prices in your Orange Co., CA zip code, just call 1-714-776-3820.

# Real Estate Corner



Remember,  
you are very  
special. Thanks  
for choosing me to  
be your Realtor.  
I am glad I  
know you!

## Ellen, What can you tell us about rent control?

An organization in Long Beach, CA—Better Housing for Long Beach filed a lawsuit against the city of Long Beach and California Governor Gavin Newsom to repeal tenant relocation ordinance.

All 8 Long Beach City Council members voted to repeal the Tenant Relocation ordinance AKA rent control.

They still need Governor Newsom to follow their lead and repeal statewide rent control. The last I heard was that Governor Newsom is attempting to dismiss the case, but there was to be a hearing on 10 Feb 2020 in Los Angeles. It has been postponed until next month.

Here are some comments from the Long Beach City Council Members:

"We don't believe that rent control works, or is the right solution. Just look at rent controlled cities like San Francisco, the most expensive market in the country." - - M A Y O R R O B E R T G A R C I A ,

"We are starting to realize rent control is not the solution."

". . . Rent control programs lead to abuse and poor property maintenance when there is no incentive to keep them up."

When asked if Government should regulate rental rates (Rent control), They said, "NO!"

The city council members think: :

1. There should be adequate housing stock at different income levels.
2. The government should only regulate rates when it owns or subsidizes the property.

Based on a survey of property owners, the majority had NOT increased rents on existing tenants within the last 4 years. Under a rent control ordinance, the majority said they would be forced to maximize the allowed rent increases Each and Every Year due to the inflexibility of the rent control and the uncertainty of market conditions. Many owners cited the annual increases in fees such as property taxes, utilities, city fees and taxes, property insurance, maintenance costs, repairs and interest rates that vary from year to year.

## Comments from someone:

"That's an awesome letter. Thanks Ellen! . . . . . Michael B., Atty.

"I called several agents. No one responded. Ellen knocked on our door. With her as our agent we bought 2 houses and sold 1. . . . . Gary & Margaret G

## Prop 15

Unless you want your property taxes to go up,

**Vote No!** If it passes,

you can expect to pay more for everything you buy

because a landlord will increase the rent, even if it is a business. Thus, we will

pay more for what we buy.

Beware: fake taxpayer group wants you to Vote Yes!

For more info, go to:

[www.HJTA.org](http://www.HJTA.org)

**THANK YOU** for reading my newsletter. I hope it was FUN, interesting, had great content, and was valuable to you.

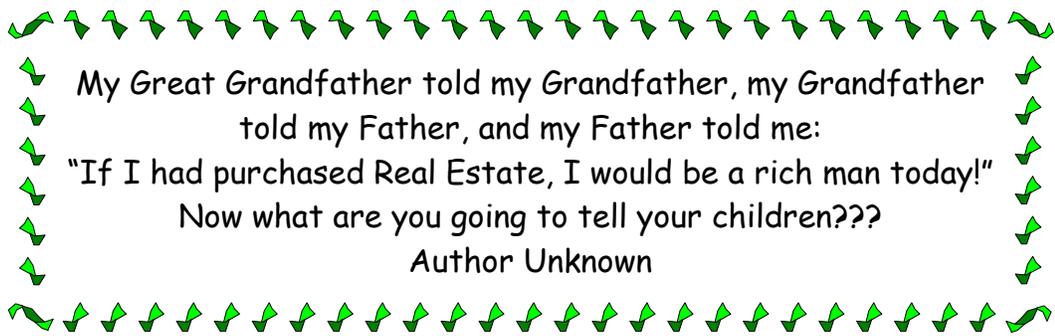
And...as Mae West would say, "Call me!"

Ellen C. Whomsley

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My Great Grandfather told my Grandfather, my Grandfather told my Father, and my Father told me:

"If I had purchased Real Estate, I would be a rich man today!"

Now what are you going to tell your children???

Author Unknown