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"Lucky Larry" Blizzard"

Baltimore's Premier Landlord and the
"Rebuilders of the American Dream"©

To:

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Lucky Larry's



Great News!

Arriving every month—because you are important to me!

The Law of Abundance

I heard this story the other day about this gentleman who happened to have grown up in an extremely poor childhood. With only an elementary school education he became a man of extreme wealth and respect. His name was Joyce C. Hall. He became personal friends, on first name basis, with the most notable people of that time from Presidents, Kings, a Prime Minister and many of the day's business leaders.

The company he started is still in existence today and you have probably either bought or received one of his products in the last 30

days. The company he founded was Hallmark Cards.

When asked how someone with such a meager start in life could rise to the levels of wealth and respect that he was able to acquire he said the secret was to Give, Give, Give!

Years ago, when starting out in my career in real estate, I struggled with learning a new field of knowledge and in getting business. Although I could build trust very quickly when meeting with people, I

still struggled to lock down houses to purchase or to list as a realtor.

I felt that I was missing just a piece of the puzzle and didn't know what that was.



It took some time to develop the skills I needed to become more secure to become good at the business but I did figure it out.

I must laugh now as my friends at the local real estate organization have labeled me the "kitchen table negotiator", Ha, ha. They say that if I can sit at the table and talk with people, magical things happen.

....continued on the front



Great News!

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The Law of Abundance

....continued from the back.

When I finally learned the secret to really forget *myself* and what *I* wanted and to genuinely think of the wants and needs of others, they felt it! Like the old saying goes, “people don’t care how much you know until they know how much you care.” I gave of myself, my time, my ideas, my empathy, my respect, my all.

I have found that it isn’t negotiation at all but just asking questions and working at understanding what the other person wants and needs and then figuring out a solution to get them there. This not only radically changed my business but my life as well!

My good friend Donny Testerman, who is also my electrician, was over my house the other day about a project we are starting. He is one of those guys who you look forward to seeing as he is always upbeat and an all-round great guy.

He is not only an honest businessman but he is quietly out to help others. He told me about his involvement in a nonprofit group that is helping people in need with clothes, food, personal items, and that they have grown substantially in the number of people who they have helped recently. I didn’t even know that he was involved with something like this, though I should have. That is just the kind of guy he is!



I have watched him excel through the years and now I am seeing why. He figured it out too. To receive the good things in life, one must Give, Give, Give!

I have countless stories of this secret being true and in action. It’s worked for me throughout the years. If I find that if I am lacking in funds, opportunity, or lagging in relationships I know that I need to reenergize my giving efforts of time, money, resources, empathy. Works like magic!

So this is the way of the law of abundance works. It is there, ready to shower us with all good things. All we need to do is to stimulate that flow. Such a simple thing as the giving of yourself, of your thoughts, of your money, of your time, of helpfulness will start the flow of abundance to us.

How exciting it is to know that we can stimulate the flow and Luck in our lives. Happy Spring!
Check out this month’s book. Donny inspired us to read it.

“QUOTES “

“A poor carpenter blames his tools”

Hmmm...Interesting Larry
Blizzard



“Middle Age is when your broad mind and narrow waist begin to change places!”

“When you find no solution to a problem, it’s probably not a problem to be solved, but rather a truth to be accepted.”



Real Estate News From the Trenches!

A Street View From a Real Estate Renegade

Our go to agent is **Vicki King of Cummings & Company Realtors** here in Timonium, MD. I reach out to her regularly to see what she is experiencing as to the pulse of our local market. Here is some of her insights:

- She listed a high end house here in Timonium on a Friday, had 16 showing, received multiple offers and signed a contract on Sunday evening.
- Just to secure the purchase of a home, buyers are allowing sellers to do a 45-60 day rent back. The seller can live in the house until they are able to move to their new home.

- Buyers are waving appraisal contingencies. This means that if the property appraises lower than the contract price, the buyer will bring the difference to closing of what the bank will lend. One she knows of brought \$30,000 cash to settlement just to purchase the house!
- Be cautious of buyer's agent agreements. Most agreements are requiring the buyer to pay 2 1/2% of the sale price to the buyer's agent which is typically paid by the seller however, many seller listing agreements are only paying 1.5 %. This leaves the buyer liable to pay

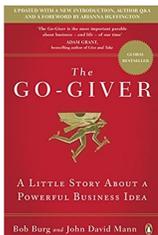
the buyer's agent at closing the addition 1%-1 ½%.

- Vicki stated that she was contacted by a large California asset management company to be prepared to list 12-20 properties each month by summer. This is a sign that banks are ramping up to start foreclosure proceedings on borrowers who can not work out from the government forced moratorium on the banks foreclosing.

Inventory of houses for sale is very low. This has caused somewhat of a frenzy just like the toilet paper shortage thru COVID. Hold on, this may change real soon.

Book Of The Month "The Go-Giver" By Bob Burg and John David Mann

The Go-Giver tells the story of an ambitious young man named Joe who yearns for success. Joe is a true go-getter, though sometimes he feels as if the harder and faster he works, the



further away his goals seem to be. And so one day, desperate to land a key sale at the end of a bad quarter, he seeks advice from the enigmatic Pindar, a legendary consultant referred to by his many devotees simply as the Chairman.

Over the next week, Pindar introduces Joe to a series of "go-givers:" a restaurateur, a

CEO, a financial adviser, a real estate broker, and the "Connector," who brought them all together. Pindar's friends share with Joe the Five Laws of Stratospheric Success and teach him how to open himself up to the power of giving.

Joe learns that changing his focus from getting to giv-

ing—putting others' interests first and continually adding value to their lives—ultimately leads to unexpected returns.

Imparted with wit and grace, *The Go-Giver* is a heartwarming and inspiring tale that brings new relevance to the old proverb "Give and you shall receive."

For The Health Of It! Increased Foot and Ankle Overuse Injuries.

We are Seeing New Injuries Related to Changes in Activity Because of the Covid Crisis – Here's How to Avoid Them...

Walking and Running Are on the Rise. With the closure of gyms, parks, tennis courts and playfields a lot of you have started new or increased walking and running programs as a primary form of exercise.



With increasing walking and running we are seeing an increase in overuse injuries including stress fractures, Achilles tendonitis and plantar fasciitis. These are all occurring primarily because of improper training – essentially doing too much, too soon. Even if you are in great shape, but you don't walk or run regularly, you are likely to get injured if you start a walking or running program without

gradually working into that activity. Overuse injuries also occur when you add increase your mileage too rapidly. **What Does Research Teach Us About How to Avoid Overuse Foot and Ankle Injuries.** Research in sports medicine focused on what is called "tissue adaptation" – allowing tissue to slowly adapt to increasing force. If you start a new activity, let's say a walking program, and do just a little bit too much too soon, injury rates increase. **Avoid Overuse Injuries by**

Using the "Rule of 2". It is recommended to follow a formula called the "Rule of 2". This says that if you are starting a new walking or running program you should start with just than 10 minutes for your first session and increase by 2 minutes each session. At any point if you have some pain or discomfort then decrease your time the next day to what you had done the previous day. Stay at that level for at least 2 pain free sessions.

Money Matters



It's tax time! Either you're excited about the rebate, or writing out a check to the government. Either way, it's a great time of year to focus on saving money.

Now, every month is a good month for saving money, and April has some great opportunities. Here are ways to really cash in this month.

1. Nonperishables

Stock up on nonperishable foods such as pasta and can items. Typical grocery sales rotate every three months, which means when you see that noodle sale come up, you should plan to stock up for the next 12 weeks so that you always have the

basic food items you need.

2. Turn Down the Heat

It's finally spring. So while there might still be a chill in the air at night, see if you can get by without turning that heat on. You'll save a good amount of money, especially depending on the type of heating you have.

3. Energy

Now that the sun is setting later in the day, you can keep those lights off well beyond dinner time. The less you use your lights, the more money you'll save on your electric bill.

4. Head to a National Park

It's that time of year when you're thinking about getting outside more often. National Park Week is the perfect opportunity to do that when entrance to the parks will be free from April 16-24.

5. Tag/Garage/Yard Sales

Whatever you call it in your neck of the woods, people everywhere will be spring cleaning and selling their used items at next-to-nothing prices. You can hold your own sale to make some cash, or just use Craigslist or a local sale to find items you need for extremely low prices.

How will you save money this month?

Self-Improvement- by Jim Rohn- "The Powerful Combination of Words and Emotions"

You Don't Have to Love What You Do... You Have to Love the Opportunity

You have to love what you do, that's what people say. But that's not necessarily true. What *is* true is that you have to love the opportunity—the opportunity to build life, future, health, success and fortune.

Knocking on someone's door may not be something you love to do, but you love the opportunity of what might be behind it.

A guy says, "I'm digging ditches. Should I love digging ditches?" The answer? No, you don't have to love digging ditches, but if it is your first entry onto the ladder of success, you should be thinking, *I'm glad*

somebody gave me the opportunity to dig ditches, and I'm going to do it so well, I won't be here long. You can be inspired by just having found something even though you are making mistakes in the beginning and

Love The Opportunity...

even though it is not ideal, taking on a new discipline that you haven't learned yet. You don't have to love it, you just have to learn to appreciate the opportunity—and the person who believed in you before you believed in yourself, the person who brought you the good news, who found you. If you will embrace the disciplines associated with the new opportunity, you will soon find that your self-confidence starts to grow,

that you go from being a skeptic to being a believer. And, soon, when you start talking to people, you will find it to be the most thrilling opportunity in the world. Every person you meet, what could they be to you? It's unlimited! Maybe a friend for life, an open door to retiring, a colleague for years to come. This is big, and sometimes, in the beginning when we are just getting started, we don't always see how big it really is.

So before you are tempted to give up or get discouraged, remember that all success is based on long-term commitment, faith, discipline, attitude and a few stepping stones along the way. You might not like the stone you are on right now, but it's sure

to be one of the stones that leads to great opportunities in the future.

How Do You Attract Opportunity Into Your Life?

Opportunities and success are not something you go after necessarily but something you attract by becoming an attractive person. The key is to continue making yourself a more attractive person by the skills you have, the disciplines you have, the personality you've acquired, the character and reputation you have established, the language and speech you use—all of that refinement makes you more attractive. Personal development is the never-ending chance to improve not only yourself but also to attract opportunities and affect others.



The Bunny's Not Funny! A radio personality from Kansas spent three hours in a Philadelphia International Airport holding cell in 2011 for pissing off a not-too-friendly TSA official who didn't find Valerie and her bunny costume funny—at all. The "Bunny Lady" was wearing fuzzy pink rabbit ears at the time of the incident, and was carrying a basket of colorful eggs. After she made it past security and the eggs were safely back in her possession after going through the x-ray machine, a TSA official asked her what was in those eggs. She responded in kind: "'They're eggs filled with confetti. You want to see what's inside? Here you go, you win, let's find out together.' And I put it on her head. I didn't think anything of it." The TSA agent wasn't amused. The Bunny Lady was put in the airport prison and later charged with misdemeanor assault.