



808 Glen Eagles Ct #9713  
Towson, MD 21286

410-876-8765  
LuckyHomeBuyers@gmail.com  
www.LuckyHomeBuyersMD.com

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



"Lucky Larry" Blizzard

To:

### Inside This Month — July 2021

- Money Matters! Free Streaming
- Dumb Criminals! Really??
- Real Estate News from the Trenches— Eviction
- Self Improvement—Happiness
- For The Health Of It— Hot or Cold?
- Book of the Month—"Mastery"



## Great News!

Arriving every month—because you are important to me!

### Don't Send Your Duck to Eagle School

I have been thinking a lot about how to motivate others lately. I've noticed so many help wanted signs or people not taking advantage of this great county and all that it has to offer. I know that many feel that the stimulus money has made going back to work unattractive but, not going after life in an exciting way is another issue altogether, it has to be more to this problem.

Years ago, I bought a house from a retired lady who worked hard her whole life to take care of her kids and pay off her house. When sitting at her kitchen table she said that she was selling so she could

move down south to be with her family and leave her 30-year-old son who wouldn't move out of the house. She just couldn't kick him out and felt it was just easier to sell and move far away. Wow!

I have run into this situation many times throughout the years and just can't put my finger on why some aren't motivated to excel in work or in life.

We hear so much about motivating others. Books, seminars, incentives,



you name it. Business' and school teachers and parents have been trying for years.

I received a newsletter from someone that I know with an article reprinted from Jim Rohn. As you can tell by now, if you have been getting these newsletters for a while, that I am a Rohn fan. He can put the word on you to make you think deeply about yourself and your life bluntly. It sure

works!

From Jim Rohn- "The first rule of management is this: Don't send your ducks to eagle school. Why? Because it won't work.

....continued on the front



# Great News!

Arriving every month—because you are important to me!



Volume 43, Issue 45

## Don't Send Your Duck to Eagle School

July 2021

...continued from the back.

Good people are found, not changed. They can change themselves, but you can't change them. If you want good people, you have to find them. If you want motivated people, you have to find them, not motivate them.

"Motivation is a mystery. Why are some people motivated and some are not? Why does one salesperson see his first prospect at seven in the morning while the other sees his first prospect at 11 in the morning? Why would one start at seven and the other start at 11? I don't know. Call it "mysteries of the mind."

"The wealthy man says to a thousand people, "I read this book, and it started me on the road to wealth." Guess how many of the thousand go out and get the book? Answer: very few. Isn't that incredible? Why wouldn't everyone go get the book? Mysteries of the mind. To one person, you have to say, "You'd better slow down. You can't work that many hours, do that many things, go, go, go. You're going to have a heart attack and die." And to another person, you have to say, "When are you going to get off the couch?" What is the difference? Why wouldn't everyone strive to be wealthy and happy?"



"Chalk it up to mysteries of the mind and don't waste your time trying to turn ducks into eagles. Hire people who already have motivation and drive to be eagles and then just let them soar."

This expanded with an excerpt from my friend and mentor Dan Kennedy who said,

"Assemble ANY population. Strand 100 on an island. Look at your own employees. Your Industry. Your entire family. Put together the 100 richest people on earth. Take 100 best college athletes. Pick any small town. Any sales force. Any population... It divides itself 5/15/80. 5% are stars.' 15% 'pretty good.' 80% 'clueless and useless.' "And no matter how you reshuffle and how often you reshuffle, it won't matter for very long. If you take all the wealth away from the 5% and divvy it up amongst the 80%, in short order, the 5% will get it all back. Not really because they're so exceptional. More because the 80% choose to be so unexceptional. That's why giving money or spending money on the "bottom" seems to have no lasting impact whatsoever. Public or private money.

Well we have it. There is not much competition today. Really all we need to do is to show up, with an attitude to be of service with a pleasing and positive mindset and we will out perform most others. We can not worry that we can not change someone else or motivate someone to better themselves. The choice is for each one of us.

I know that I will focus on being an eagle and would hope all of my friends and family do the same.

### "QUOTES"

"Happy Fourth of July! Remember: If you drink a fifth on the fourth, you may not go forth on the fifth!"



*Obstacles are those frightful things you see when you take your eyes off your goals. - Henry Ford*

"If you cannot do great things, do small things in a great way."  
Napoleon Hill—American Self Help Author



*When you have your health you have 1000 dreams, And when you don't, you only have one*

PROVERB

# Real Estate News From the Trenches!

## A Street View From a Real Estate Renegade

### Tenant Protection

Baltimore tenant protections take effect, requiring “just cause” before eviction.

A Baltimore Bill that provides renters with more safeguards from eviction went into effect Monday. This is a piece of legislation intended to combat a potential housing crisis caused by the coronavirus pandemic.

The “just cause” bill requires landlords to provide a codified reason for not renewing a lease when a tenant’s lease expires, and was filed following a rise in landlords using alternative means to remove ten-

ants. It was enacted without Mayor Brandon Scott’s signature.

City Councilman Antonio “Tony” Glover, the bill’s lead sponsor, said he introduced the legislation in January after finding out the state and federal moratorium on evictions due to COVID-19 did not protect all tenants from losing their homes.



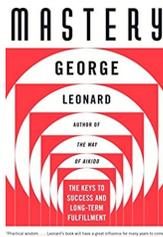
### New Scam Overcharges for Property Records. Patch.com

Some homeowners are receiving letters on realistic-looking letterhead offering them property records such as a property assessment profile and grant deed or other record of title. The scammers are targeting recent home buyers and the elderly-offering to provide the documents for \$95 or a similar amount. But-All property records are available from your local assessor’s office either for a small fee or for free through online access. There is no need to pay any third party to find these records for you. Contact your local property officials for details or call me, I may be able to help you as well.

## Book Of The Month

## “Mastery” By George Leonard

Drawing on Zen philosophy and his expertise in the martial art of aikido, bestselling author George Leonard shows how the process of mastery can help us attain



a higher level of excellence and a deeper sense of satisfaction and fulfillment in our daily lives.

Whether you're seeking to improve your career or your intimate relationships, increase self-esteem or create harmony within yourself, this inspiring prescriptive

guide will help you master anything you choose and achieve success in all areas of your life. In *Mastery*, you'll discover:

- The 5 Essential Keys to Mastery
- Tools for Mastery
- How to Master Your Athletic Potential
- The 3 Personality Types

### That Are Obstacles to Mastery

### -How to Avoid Pitfalls Along the Path

The process described in this book is straightforward, easy to understand, and even easier to apply! This will offer you great insights and show you a clear path to achievement.

## For The Health Of It!

### Cold Comfort

It turns out, average human body temperature has been slowly declining since the 19th century, according to a 2020 study published in eLife. Possible explanations include falling infection rates...better over health...and modern climate-control systems that don't require our bodies to work so hard to maintain proper temperature. The new “normal” varies from person to person and hour to



hour, ranging from 96.1 to 99.7. If you are elderly, your normal temperature can routinely run in the mid-96's. If you're a woman, it's probably higher. If it's morning, it's lower. If you go for a run...if you wear a hat, it's higher. Thinking that 100.00 degree is the dividing line between sickness and health can sometimes be dangerous though. Dr. Parsonnet's (a Stanford professor and coauthor of this study) mother-in-law had health complaints for months but because her temperature never topped 98.6 it was ignored. Turns out she had a

serious heart infection. Some people who do not have a fever over 100.00 can still have serious illnesses. Even the young don't always reach 100.00 when sick. And many people infected with COVID-19 don't have fevers when diagnosed. This doesn't mean body temperature is irrelevant. If your temperature is over 100.00, it's not normal. But a single reading doesn't tell the story. Instead, track your body temperature over time, including different times of the day, to know your normal range. When you feel sick you'll know whether you're running hot by your personal standards.

*Unsweetened Dried Fruit is a good alternative to fresh fruit. It is portable, shelf-stable and often less expensive than fresh fruit. Try eating it as a snack instead of junk foods. Just be careful to reduce the portion size-a serving of dried fruit seems much smaller because the water has been removed.*

# Money Matters



## Easy Ways to Save More For Your Retirement.'

Invest your "Third Paycheck." If you get paid every other week, then two months out of the year you'll get a third paycheck. Invest that paycheck directly into your retirement account,

Use credit card rewards. Some cards let you deposit rewards directly in to an investment account. Making everyday purchases on such a card is a great, easy way to build your nest egg.

Bank your raises. If you get a pay increase, devote it to retirement rather than getting used to the new level of income.

Leverage employee matches. If your company offers to match funds invested into your retirement account, maximize the opportunity, since it's free money for your future.

Turn coupons into retirement. Any time you save money by using a coupon, put what you've saved into your retirement account—every cent help!

*USAToday.com*

## FREE Movie Streaming Sites

We all like movies but they are better when they are free! *Comet* focuses on sci-fi, thrillers and horrors. Court TV offers trials and legal news. *Kanopy* works with libraries and universities to present documentaries, foreign classics and independent films. *Pluto TV* has more than 250 channels and thousands of on-demand movies. *Redbox Free Live TV* offers about 30 channels of movies, and TV shows plus three channels of exclusive content. Also worth checking out: *Sling Free*, *Tubi*, *Stirr*, *Vudu* and *Xumo*. Compatibility with streaming devices such as Roku and Apple TV varies. Check each site for details. *MoneyTalkNews.com*

## Self-Improvement- "Happiness Is Not In The Getting..." by Jim Rohn

George Leonard, in his book *Mastery*, talks about "enjoying the plateau." This is an important point. So often, we find ourselves racing to get ahead, thinking so much about our next achievement that we can't appreciate the time in between. We find ourselves losing our motivation.

**Happiness is not in the getting; Happiness is in the becoming.**

Happiness is a universal quest. Happiness is a joy that comes as a result of positive activity. Happiness is both the joy of discovery and the joy of knowing. It's opening yourself to experiences, sounds, harmonies, dreams and goals. It's the joy that comes from designing a life that practices the fine art of living well. Happiness is being able to explore all that life offers. Happiness is quite often

found in having options—options of doing what you want to, instead of doing what you have to. The option of living where you want to, instead of living where you have to. The option of looking like you want to, instead of settling for what you have to look like.

Happiness is receiving and sharing, reaping and bestowing. Happiness is found in taking the time to enjoy what you've accomplished: enjoying the plateau, giving yourself credit when credit is due, patting yourself on the back for a job well done. Happiness is the here and now. Happiness isn't the end result; happiness is part of the journey.

There's an old saying that

goes, "The road to heaven, is heaven." The happiness that you're searching for in the future must be found today. The success you're after in the future will only be found by working on it today. Motivation is generated when there is a balance between the need for active achievement and the satisfaction in taking the time to acknowledge what you've already achieved. Take the time to reflect while you're enjoying your plateau. And while you're reflecting back on your past accomplishments, think about something else. Think about the potential within you that's still untapped. Consider the following questions during your time of reflection.

***What could I have achieved in the past, had I been more diligent? Could I have been more disciplined?***

***Worked smarter instead of harder? Said no more often to social functions and community commitments? What could I have achieved in the past, had I tried things a little different?***

If you take some time to thoughtfully answer question No. 1, you'll probably have a clue as to what's needed in the future. Do you need to work more diligently? Do you need to be more disciplined? Do you need to work smarter instead of harder? Do you need to say *no* more often? Do you need to manage your time better? You can design your future better if you can learn from your past. You can face your future with more excitement, more anticipation and more motivation when you design a future worth getting excited about. have it pull you forward.



## Gotta Love The Cheese!!

Cheese is sometimes cited as the world's most stolen food, so in February, when the Auburn Police Department in Washington announced they had arrested a man for swiping a nearly \$395 wheel of Beecher's from a grocery store, the theft alone wasn't necessarily national news. But here's the bizarre twist: According to the News Tribute, authorities believe the man had been hiding out in the rafters of the market for weeks! And cheese was just one of many items he stole: He apparently also had an affinity for liquor and cigarettes. Oh boy!