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August 2021

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Studio 480 Offers Optimum Beauty and Health

By Kimberly Alvarado

Although school bells begin calling students back to their classrooms early this month, summer is not yet over, and neither is the need to optimize your hair care regimen.

Renee Hadyka, owner of Salon 480, provides some great tips for keeping the sunlight and heat from damaging your tresses and discusses some new products and styling trends for the fall.

As we strive to get back into specific routines in the coming months, consider the following tips, tricks and trends to raise the way you care for your hair to a new level of optimum beauty and health.

H2O THERAPY

No matter what your hair type, there is a single common denominator for keeping your tresses happy and healthy this summer — *water! Drink plenty of it!*

I know, you've heard it a million times before, but the benefits of H2O reach far beyond quenching thirst and preventing dehydration during these scorching summer months. It is the absolute single most important ingredient to maintain your hair's shine and good health.

And why wouldn't we want to protect and care for our tresses? As part of our bodies' integumentary system, our hair works behind the scenes to protect us from the elements of the environment — bacteria, pollution, and UV rays from the sun.

Too often, we wash, style, and color our hair, expecting it to provide that *great-hair-day* on everyday demand. But essential care (such as reducing stress levels, limiting the amount of heat you put on your hair and drinking enough water) is often overshadowed by the emphasis we place in other areas of our bodies, like nutrition and exercise.

SCHEDULE AN APPOINTMENT

Besides an incredible special *Back-to-School* offer of \$5 off a haircut for students, parents and teachers, Salon 480 encourages your visit in order to look and feel your best as we continue to find ways to beat-the-heat.

"It is important to get haircuts/trims regularly to reduce the damage that cause split ends and helps hair grow healthier," says Renee. "During the summer months especially, pool chlorine weakens and strips your hair of its natural oils. And being in the sunlight, for as little as eight



minutes, can have detrimental impact, making hair weak, frizzy and brittle. Sunlight also makes your hair less shiny and dull looking, so it's important to refresh your color."

PUREOLOGY

Studio 480 has introduced a new line of product called Pureology, which they now use and sell at the salon. Along with Redken, a continued customer preference, the new line has proven dynamic in performance. The new product line is zero sulfate, 100 percent vegan, never tested on animals, and mineral oil and paraben free. These products are highly concentrated (so a little goes a long way), making them an instant favorite!

The color-care products have an incorporated antifade complex formulated to protect color vibrancy with a UV filter to help fight color-depleting environmental effects. Renee describes Pureology as a *thoughtful company* because of the care they place on the environment through sustainability and their use of post-recycle materials.

Looking for a way to spoil your summer-neglected hair? Studio 480 utilizes Keratin Smoothing Complex to eliminate frizz, increase manageability, repair damage from elements and leave hair noticeably softer and shinier. "It's a perfect summer treatment," Renee commented.

TWO TIPS FROM THE PROFESSIONALS

Wear a hat! Along with preventing damage to your hair, you'll also be preventing damage to your skin — and your dermatologist will be happy.

Your stylist can see the detrimental effects of summer

on your hair and head. "Every summer I see clients with sunburnt scalps and new discolorations or moles," said Renee.

"Also, skip the hot tools whenever possible and use a good leave-in conditioner, like Redken's *One United*, or Pureology's *Color Fanatic 21*, two products great for helping keep hair healthy and manageable."

HAIRSTYLE TRENDS FOR FALL 2021

Believe it or not, popular trends for this season are curtain bangs (the slightly overgrown bang style of the 90s teen band members), long layers, body wave perms for men and women (who could forget that identifiable smell), mullets (1980s comeback featuring a cut that is shorter in the front than the back), shags, and COVID cuts.

To attempt to erase all recollections of the 2020 pandemic, lots of people are visiting the salon to have six inches or more cut from their hair.

"I think people want to get rid of their COVID hair and start living life normally again. We have also been doing a lot of color corrections lately. People were using box color on their hair during the pandemic and now want to correct their color," said Renee.

The stylists at Salon 480 have maintained the constant sanitization procedures associated with the pandemic and respect the feelings and expectations of each client. Masks are optional, but not required. ■

You can find Studio 480 at 6655 E. McDowell Road, Suite 105, Mesa. Contact them at (480) 985-2369.

Win \$4,000 at Pacino's Annual Talent Show

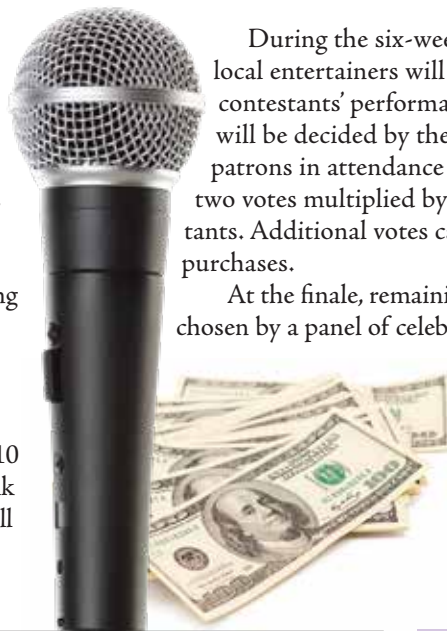
By Dawn Abbey

What's your talent? Have you always wanted to get out there and be recognized?

Then take advantage of Pacino's Italian Restaurant's local *Talent Show* and you could be the winner of a \$4,000 grand prize, announced Pacino's owner Frank Spaccarelli.

In the past two years, Pacino's Annual Talent Show focused solely on singers. This year the venue is expanding to include anyone with a talent — be it singer, musician, storyteller, magician, or *surprise us!* "Unfortunately, we don't have the space for dancing or gymnastics or we would welcome them, too," Frank said.

Auditions will be on Saturdays, Aug. 7 and 14, from 10 a.m. to 2 p.m. Audition judges will be Pacino's owner, Frank Spaccarelli, and a local talent booking agent. The shows will begin on Saturday, Aug. 28, at 1 p.m. and continue each Saturday thereafter until the finale, Oct. 2.



During the six-week run of the show, local entertainers will be critiquing the contestants' performances. Entrants' success will be decided by the vote of restaurant patrons in attendance that day. Diners get two votes multiplied by the number of contestants. Additional votes can be garnered with purchases.

At the finale, remaining contestants will be chosen by a panel of celebrity judges. ■

For more information or to sign up for the event, call Frank at (480) 985-0114. Pacino's Italian Restaurant is located at 2831 N. Power Road, Mesa.



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(480) 748-1127

EDITOR-IN-CHIEF

Kim Phillips

ADVERTISING

Monica Adair (480) 772-1949

Kim Phillips (480) 748-1127

Mary Vandenberg (480) 321-7159

STAFF WRITERS

Dawn Abbey, Kimberly Alvarado
Jamie Killin

COPY EDITOR

Randall Clarke

DESIGN

LuckyYou! Creative, publication design
Erin Suwwan, Jaclyn Threadgill
www.luckyyoucreative.com

Keen Visual Media, website design
Ramey Newell
www.keenvisualmedia.com

CONTRIBUTORS

John Karadsheh, Lorraine Ryall

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LOCAL BUSINESS



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"Patients are super happy with the results and tell us they wish they would have done it a long time ago, or known about it a long time ago," said Christina.

Most clients only require one treatment, but approximately 15 percent of patients require a second treatment, which is offered at half price.

In addition to miraDry, Turning Pointe Plastic Surgery is also seeing many patients choose laser hair removal or enjoy facial services, like micropeels and photofacials for smoother, brighter skin.

The practice also offers a variety of high-quality skin-care products and can work with patients to build their skincare routine with sunscreen being especially important for the summer months. ■

For more information on Turning Pointe Plastic Surgery's offerings, visit drhiatt.com, or call (480) 844-1410.

Dr. Hiatt's office and surgery center are located at 4540 E. Baseline Road, Suite 117, Mesa.



Karl B. Hiatt MD

By Jamie Killin

This summer is bringing record-breaking temperatures, and if you suffer from a sweating condition like hyperhidrosis or just dislike the feeling of excessive underarm perspiration while living your day-to-day life, there's a cutting-edge, permanent solution for you.

Turning Pointe Plastic Surgery, founded by Karl B. Hiatt MD, was the first to bring the miraDry treatment to Mesa, and it's become one of the office's most popular procedures, attracting clients from all over the state.

"People think about sweating most during the summer, but anyone with hyperhidrosis thinks about it even when it's 40 degrees out and they're still sweating," said registered nurse Christina Allen, who has been with the practice for 17 years.

One of the most attractive benefits of miraDry is the permanent results.

"We get a lot of patients who have already tried Botox to reduce sweating," said Christina. "Every patient is different but sometimes Botox only works for three months, sometimes it works for six months, but they have

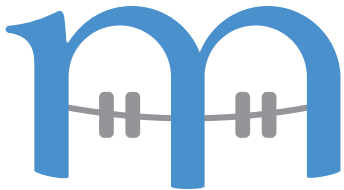


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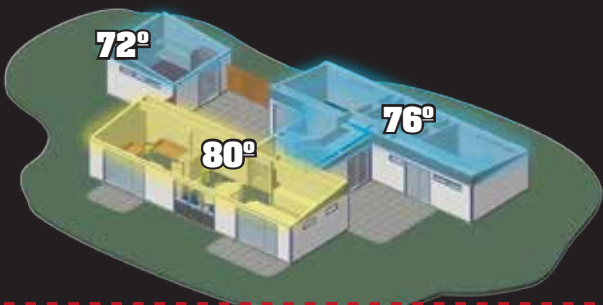
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The Vistas Pavilion Is More Beautiful Than Ever

By Dawn Abbey

“We are so excited to announce that The Vistas Pavilion at Las Sendas will be undergoing a refresh and remodel to be completed by early fall of 2021,” said new Director of Catering Sales Carla Shaw.

“As styles and trends come and go, we are approaching the remodel to encompass a neutral color palate of ivory, grey and charcoal with a sprinkling of silver tones. Abstract art will complement the spectacular views that are the emphasis of The Vistas Pavilion at Las Sendas.”

This refresh and remodel is scheduled to be completed just in time to be available for the upcoming holiday season, making it the most exciting backdrop for hosting the perfect holiday gathering. As always, our event staff will assist in all aspects of creating your dream event. It’s not too soon to call now to book your family, club, group, business or corporate parties. Enjoy a *Chef’s Holiday Buffet* or *Plated Dinner* customized to your specifications.

For more information or to book your next holiday party or event, call Carla today at (480) 396-4000, Ext. 222, or email cshaw@lassendas.com.



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Looking for a great deal on some golf clubs? Las Sendas Pro Shop has a limited number of prior rental sets for sale. Hurry in for PING G400 men’s right or left-handed sets that include a Driver, 3 and 5 Fairway Metals, 3 Hybrid, 5 Iron through PW, SW, Putter and bag, all for \$899.

Stock up now on leisure wear up to 60 percent off on the sale racks.

“The course is in great shape,” said Director of Golf Michael Field, PGA. “So, check out our tee times on our website, lassendas.com. For even more fun, sign up for our *Back 9 and Breakfast Special* every Friday through Sunday for only \$39 per player. Fee includes golf and a fantastic breakfast entrée at The Grille. Sign up on our website.”

OVERSEED NOTICE

Las Sendas Golf Course will be closed for overseeding beginning Monday, Oct. 4, and will reopen Saturday, Oct. 23.

For more information, check out lassendas.com or call the Pro Shop at (480) 396-4000, Ext. 203.

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Spend a cool, extended Summer Happy Hour inside at The Grille with a *Signature Drink Special* and some delectable small plates. Great discounts on libations and savory temptations are offered every day from 11 a.m. to 6 p.m., Monday through Thursday.

There are also lighter summer salads, sandwiches, and daily specials on the chef-created seasonal menu.

Sunday Brunch continues every Sunday from 9 a.m. to 2 p.m. Enjoy specials on *Signature Bloody Marys* and *Specialty Mimosas* while listening to live entertainment inside the coolness of The Grille. A fun kids’ menu means there’s something for everyone. ■

For reservations, call (602) 764-8824.





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Las Sendas Golf Club

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EDUCATION

Self Development Academy — Still Ahead of the Game

Submitted by Staff, Self Development Academy
Self Development Academy has always been ahead of the game. We teach high school level math, science, and language arts in middle school. We teach college level philosophy and logic. And last year, when schools were struggling with the lost year, we gained ground and pushed forward.

Permit the author an analogy to running a marathon. Mile 22 is the wall, they say. For SDA, it was a cooling station. Most runners are quitting at that mile. Last year was mile 22 and we did not just breeze past it, we are better for it. We learned to incorporate education technology in ways that dazzle and mesmerize.

As a token of our appreciation to the students, we are offering an expanded curriculum so that the analytical student can participate in high level coding, and the creative one can take music composition. Forget needing a second wind, our first wind still has us accelerating children's learning experiences past historical academic markers.

How do we do it? We inspire first. Then we perspire. A mix of high expectations, relentless support, and intrinsic motivation means SDA, as it always has, is ahead of the game.

Last year during the pandemic, the communities in Mesa and the Phoenix metropolitan area trusted SDA unequivocally to provide a nurturing and supportive educational environment for young children. For over three decades, SDA has proudly served the Mesa community and has developed a reputation of providing an excellent educational environment to our families.

Thankfully, SDA is a strong community of parents, students, and teachers who have been at our school for many years. What an honor it is to have second and even third generation students whose parents attended Self Development as preschoolers and completed SDA's K-8 elementary program. It is this legacy of trust, commitment and shared values that is the foundation of our strong school community and culture that supports student learning at its highest level.

Now, one year later, after successfully navigating last year's unknowns, students and parents are naturally



wondering what to expect when school opens in August. Remaining true to SDA's simple and straightforward mission, we prioritize the needs of our families in an environment filled with joy, learning, and high expectations of ourselves and students.

First, students can expect to be greeted each morning with the smiling faces of teachers and staff. Morning greetings set a happy and positive tone for the day. Greetings are sometimes expressed with elaborate hand gestures or dance moves based on individual student preferences. Who doesn't love to start the day with the joy that comes with smiles and dancing?

At SDA, we value making personal connections with each student. This connection transfers to the classroom through student engagement and motivation to be successful students who love to learn. As teachers and administrators, our favorite sight is a classroom of students raising hands and squatting just above their seats as if they are going to leap out from their desks along with their contributions. This shows us that the students are eager to learn.

Students can expect to participate in SDA's variety of special programs immediately after the school year begins. In the past, these programs began a few weeks after the opening week of school. This time lapse allowed students to adjust to the back-to-school routines of the new school year. However, after thoughtfully assessing student needs, students will have the opportunity to participate in clubs (chess, drama, sports, dance, coding) and fine arts programs including music (percussion, violin, chorus) and

art experiences that stimulate creativity.

Although SDA students normally learn at an accelerated grade level, SDA offers a gifted program for students who meet the criteria for this specialized learning experience. This program combines home and school research and participation in projects that focus on engineering, technology, invention design, and scientific reasoning.

Every child has their own unique genius. It is the difference that make us strong. We often emphasize student learning over mere teaching. This means that we accumulated an army of skills, products, formats, and disciplines. We are a school of agile teachers, now able to pivot from different styles of learning (visual, auditory) by using multimedia in the classroom. The brain learns best when the brain is subsumed in concept stimulation. This means that the more varied the methods of delivery, the better the learning.

Finally, parents and students can expect a school filled with administrators and teachers that absolutely love being in the classroom! Being a part of your child's educational journey is a privilege we at SDA take seriously. Choosing the best fit for your child's educational experience is an important task.

Some say to us, "It must have been challenging to make so many changes over a short period." To this, we say, we are better for it. We cared for our community with supplies and food. We entertained our SDA family of parents, students, and teachers. We learned every permutation of learning remote/distance/in-person. We learned to reach every child.

Avalanches happen on the way up to Mount Everest. But once climbers brave that bitter isolating chaos, they are stronger, more resilient, and prepared for everything.

Thank you for letting us be guides for your children as they climb the highest peaks. ■

To schedule a school tour, please contact the front office at (480) 641-2640 or visit our website at SelfDevelopmentAcademy.com. Self Development Academy has four campuses throughout the Valley. Limited spaces are available for school year 2021-2022.

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Top 5 Reasons Homes Sales Fall Through

By Lorraine Ryall
Associate Broker, CDPE,
CSSN, CNE
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It is so disappointing to think you have your home sold only to have the buyer back out, but it does happen. The good news is that it is not such a bad thing in today's market, as chances are you have several buyers waiting in the wings to buy your home, and you may even end up selling for a higher price the second time around. Here are the top five reasons why home sales fall through.

1. BUYER'S REMORSE

With multiple offers on many homes, buyers are losing out time after time and having to put in so many offers just to get one accepted. My husband's co-worker had 16 rejections before he finally got his offer accepted on the 17th home. With such low inventory and multiple offers, buyers are having to go all out to compete, especially with cash buyers. They don't even have time to think about it; they must be ready to see the home the first day it's on the market and put an offer in right away. This market creates a panic and a sense of urgency for the buyer, especially if they have had offers rejected. They go all out on the next home and are delighted when their offer is accepted, and they are finally under contract. But once the excitement subsides, they have time to go over exactly what they offered and look at the home in more detail. Is it really a great home for them? Did they offer too much over the asking price? Is it in as great a condition as they had first thought? Do they love this home, or did they settle?

After thinking it over, the buyer realizes they really don't want this home after all and want to cancel the contract. As they will be in the inspection period, which is typically 10 days, they can cancel and get their earnest money back.

2. INSPECTION

When the offer and any counters are signed by everyone, you are now under contract and the time frame begins. The day after a fully executed contract is day one and the buyer has 10 days (unless changed in the contract) to complete all their inspections and due diligence, even if they are purchasing As Is and not asking the seller for any repairs. This is usually when buyers will back out as they can cancel for any reason at any time during those 10 days and get their earnest money back. If the inspection finds a lot of things wrong with the house the buyer can cancel the contract or ask the seller to make the repairs. If the seller does not agree to make the repairs, the buyer can cancel at that time and get their earnest money back or move forward without the repairs being done.

3. THE HOME DOES NOT APPRAISE

Appraisals have always been one something everyone dreads as you are literally putting the success of closing in the hands of the appraiser, and in a seller's market it is even harder to get homes to appraise. We are seeing a lot of appraisal waivers, either full appraisal waivers where it doesn't matter what the appraised value is as the buyer agrees to pay the difference, or appraisal waivers with caps — the buyer will waive the appraisal up to a specified amount. So, if the appraisal comes in no less than that amount under the contract purchase price, the buyer will pay the difference. If the appraisal comes in lower than the specified amount or if there is no appraisal waiver, then this becomes another negotiation between the buyer and the seller. If the buyer and seller cannot agree on a price, then the contract is cancelled, and the buyer receives their earnest money back.

4. BUYER'S CONTINGENCY FALLS THROUGH

A buyer's contingency is when the buyer must sell their current home in order to purchase the new one. The buyer

may need the proceeds from that sale for the down payment or closing costs of the new purchase, or they may not qualify for both mortgages at the same time. If the sale of their home falls through at any time, the contract on the new home is cancelled and the buyer will receive their earnest money back unless the buyer is able to remove the contingency and purchase the home without having to close on their other home first.

5. THE BUYER NO LONGER QUALIFIES FOR A LOAN

When a buyer submits an offer, they will include a pre-qualification from their lender stating they have been pre-approved for at least the loan amount. Even if they have been pre-approved, there is no guarantee until the home closes that the buyer will receive the loan. Luckily, this does not happen very often, but it does happen. There are situations where the buyer no longer qualifies for the loan and the contract is immediately cancelled, such as loss of job, health issues, reduced credit score before closing, or buyer separation from spouse. Remember, a cancelled sale is not always a negative, especially in today's market, and sometimes you want a buyer to cancel as you have a better offer waiting to take their place. When issues arise, talk to your agent on what is the best way for you to handle it. Depending on the situation, you may want to try to keep the deal together and work with the buyer, or it may be better to let this buyer cancel and move forward with another buyer, or put your home back on the market. If you would like more information on cancelling a contract or have any questions on buying or selling a home, please don't hesitate to contact me. ■

Lorraine is a Multi-Million Dollar producing agent, has been a full-time Realtor for over 13 years, is an Associate Broker of KOR Properties, a Certified Negotiation Specialist, and is on the Professional Standards Board. You can reach Lorraine at (602) 571-6799.

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There are three words that describe my family's experience with Lorraine and her assistant Karen - professional, courteous, knowledgeable.

Unfortunately due to a sudden death in my family, we were left with a property as part of an estate. I am located in the Detroit metro area. It was going to be a daunting task to clear out a house thousands of miles away in the midst of a pandemic, but Lorraine made the process seamless.

She was sensitive to our situation and gave us the time and space to save and clear out special family items. But she was just as aggressive when we needed her to be when expediting a timeline to get things disposed/sold and cleaned. She treated my late aunts' home like it was one of her family members - with the utmost care and respect.

The process of listing and the open house was flawless. The staging and pictures were professional quality and everything went forward with no issues. We closed in a manner of weeks with thousands of miles between us.

Both Lorraine and Karen were available at all hours and all days giving their attention to details. Her knowledge base extends many years and she's in it because it's her passion. Contact Lorraine for your real estate needs, her work ethic and results speak for themselves.

- Eric and Katie

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EVENT

Celebrate Labor Day Weekend on the Salt River

Submitted by Lynda Breault, Salt River Tubing
Celebrate Labor Day weekend on the Salt River at the 26th annual Labor Day Salt River Heroes = Litter Zero event, Saturday, Sept. 4 through Monday, Sept. 6, from 8:30 a.m. to 6:30 p.m.

“During the past 25 years, responsible tubers have greatly contributed to helping to protect and conserve the Lower Salt River’s natural resources. Their public lands stewardship of stashing and bagging their picnic litter while floating helps to ensure that this recreational paradise will be enjoyed by future generations,” said Salt River Tubing President and Chief Executive Officer Henri Breault.

“We invite everyone to experience a cool and refreshing floating adventure in Tonto National Forest’s mini-Grand Canyon on the Lower Salt River. The 68-degree mountain stream waters are perfect for chilling and thrilling while enjoying fun in the sun. Catch of glimpse of the diverse wildlife including blue herons and the Salt River wild horses!”

In the past 25 years, the nationally acclaimed Take Pride in America program has reduced the amount of picnic trash on the Lower Salt River by over 90 percent. Responsible floating tubers have stashed and bagged their picnic trash in the free Tommy Tuber litter bags distributed by Salt River Tubing and placed them in designated receptacles upon exiting the Salt River. To date, 852 tons of picnic trash has been stashed and bagged during the Memorial Day and Labor Day holiday weekends.



Take Pride in America is a national partnership that aims to inspire a new generation of volunteers to put their love of country to work to improve our national parks, wildlife refuges, public lands, cultural and historic sites, playgrounds, and other recreation areas. Salt River Tubing has received a record four National Take Pride in America awards for the company’s conservation efforts in Tonto National Forest (1991, 2003, 2006 and 2010).

FACE MASKS ARE NOT REQUIRED IF COVID-19 VACCINATED

Salt River Tubing & Recreation has updated its face mask requirement. In accordance with new guidance from the CDC, and local and state recommendations, guests who have been fully vaccinated against COVID-19 will no longer be required to wear a face mask at the Tube Terminal, Shuttle Buses, or Shuttle Bus Loading Zones on the river. Consistent with CDC guidance, SRTR will continue to recommend face masks for unvaccinated guests. Additionally, safe distancing will no longer be required.

Shooting the Salt River rapids is great fun, and company officials recommend the following helpful tubing tips to assist tubers in planning their floating beach blasts:

- A valid driver’s license is required for a tube rental deposit per five tubes rented.
- Children must be at least eight years or older and four feet tall for tubing and shuttle bus service.
- Life vests are strongly recommended for children, non-swimmers and inexperienced swimmers.
- Glass containers by law are not allowed in the Salt

- River Recreational Area. Ice chests will be inspected for glass containers before boarding shuttle buses. Please use plastic bottles or aluminum can containers.
- Have a great time during your floating beach blasts, but remember that drugs, alcohol and the Salt River do not mix. Responsibly appoint a designated driver before your tubing adventure.
- Floating picnic ideas include fresh fruit, burritos, fried chicken, or sandwiches. Pack picnic items in Ziploc bags to keep dry. Please stash and bag all picnic supplies in litter bags while floating.
- Sun block, tennis shoes, cap or visor should be worn. A minimum 30 SPF is recommended.
- Ice chest/coolers: Fill with ice, sport drinks, fruit juice and water. One to two bottles of water per hour while floating is recommended to help prevent dehydration.
- Salt River Tubing accepts Visa, Mastercard, American Express, and Discover cards and cash. Credit card and cash transactions require a valid driver’s license for tube rental deposits and credit card information. Please visit saltrivertubing.com for more details regarding credit card transactions. ■

Salt River Tubing is located in Northeast Mesa, just minutes from Highway 202 East and Power Road (North) Exit 23A, in beautiful Tonto National Forest. For more information about Salt River Tubing and events, please visit saltrivertubing.com, or call (480) 984-3305.



FACE MASKS are NOT Required IF COVID-19 FULLY VACCINATED.
SRTR Guests who have been FULLY VACCINATED against COVID-19 will not be required to wear a Face Mask. SRTR recommends Face Masks for UNVACCINATED Guests.
Additionally, Safe Distancing will no longer be required.

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LOCAL BUSINESS

Tim Sends a Big “THANK YOU”

By Dawn Abbey

During the pandemic, people wanting rides to and from the airport decreased substantially, but Tim Schultz, owner of T & T Airport Service, believes locals preferred using his personalized service over other rideshare options.

“I think that’s because most of our clients are over 50 and live here in the neighborhood and didn’t want a ride to the airport with just any stranger,” Tim commented.

“It’s been a tough year, but we’re still here thanks to the loyalty of our local customers who kept us going. And we also have a big *Thank You* for the dozens of new riders who have chosen to use our airport ride service now that travel is opening back up,” Tim said.

After 21 years of shuttling locals to Phoenix Sky Harbor and Phoenix-Mesa Gateway airports with the motto *We Never Miss*, T & T Airport Service has completed 43,000 trips and there have only been five instances where they had a glitch, according to the owner.



“We call it *Airport Service* because service is the major part of our business. Passengers ride in a private, clean, comfortable, roomy sedan. With all the new construction and changes at the airport, it can be somewhat confusing, so we drop you at the most convenient

place. With our airport pickup, there’s no waiting outside in the heat and busy traffic. We park in the garage, meet you *inside* the airport terminal and assist with your luggage,” Tim explained. And best of all, he emphasized, is you know who’s driving your ride. ■

To schedule an airport ride or pickup with T & T Airport Service, call Tim at (480) 832-3483. Rides to Sky Harbor from the Northeast Mesa area are a flat fee of \$45 each way. Phoenix-Mesa Gateway Airport is \$30 each way.



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REAL ESTATE

Don't Let Your Home Search Leave You Feeling Lost

By John and Natascha Karadsheh, Designated Broker, Associate Broker and Owners, KOR Properties



John and Natascha Karadsheh

With all of the real estate information out there, buying a home should be easier than ever. However, with the speed at which the market is moving, it is easy to get overwhelmed as you try and process everything you see online.

We often get calls from clients asking about homes they are seeing on real estate websites and 90 percent of the time those homes are already under contract or, in some cases, were even sold months ago. Many websites maintain old information just to keep buyers hunting and clicking on their sites.

If you are serious about buying, we really believe you need a game plan and an experienced REALTOR® by your side to help you navigate the complexity of today's rapidly moving market. We have been able to place all of our buyers in homes even in this highly competitive market.

Here are a few tips to prepare you for your home buying journey.

1. ESTABLISH YOUR BUDGET

Start by getting prequalified and understanding what you can afford. You may be prequalified for \$450,000, but, in today's competitive environment, you may choose to see properties in the \$375,000 to \$400,000 range to allow room for competitive offers.

It is also important to evaluate your cash position and discuss your options with your REALTOR® and lender. You need to understand the financial impacts of different price points, interest rates, and loan products.

2. LEARN WHAT YOUR MONEY CAN BUY

Prices have increased over 40 percent in the past year, so

what you can buy today may differ from what you were prequalified to purchase three months ago. Be willing to adjust your expectations so you can get excited about what is actually available to you in the marketplace.

3. KEEP YOUR OPTIONS OPEN

We have yet to find a buyer who has not had to compromise on at least a few things on their wish list — regardless of price point. Start with the most important criteria in your search. Start with a broad search by price range and general area to help you understand the market and discover where you can find the best opportunities.

4. BUY WITH EYES WIDE OPEN

Today's market requires a strong dose of real reality — and not just HGTV reality! Look at the condition of the AC and not just the cute shiplap wall. A new roof has more value than cute staging and a trendy light fixture. A white kitchen doesn't make up for a bad lot.

Look at the entire package of the home and make an informed decision before you throw in that over-asking bid!



5. UNDERSTAND THE MARKET OF TODAY

This is critical. Listen to your REALTOR® and create a strategy for success before looking at property. Today's market is completely different than it was six months ago, so buying with the same expectation as a year ago will be challenging.

It may take a couple of tries to get an offer accepted and you may have to adjust your expectations along the way, but ultimately you can achieve success.

Lastly, think ahead. Don't get caught up in the moment and lose sight of the future.

Be sure to ask yourself a few questions before you are all in. Will this home be sellable down the road? What are some of the repairs that may be coming down the pike — and will I have the resources to do the repairs? Will I be happy in this location?

It is easy to get caught up in the moment and not really think through the process.

Getting ready to buy? Looking for great representation? Give us a call! We can help you craft a great strategy and help you get the answers you need to start your home buying journey! ■

John and Natascha Karadsheh are co-owners of KOR Properties, a boutique real estate brokerage serving the Valley of the Sun, and the creators and founding sponsors of Mesa Food Truck Fridays. John has been a Multi-Million Dollar producing agent for over 19 years and is an Accredited Buyers Representative (ABR) and Certified Residential Specialist (CRS), a member of the Arizona Regional MLS Rules & Policies Committee & Appeals Committee, and the West and Southeast Realtors of the Valley Professional Standards Committee.

Natascha is an Associate Broker, a Multi-Million Dollar Producer, Founder of Mesa Food Truck Fridays and Member and Past-Chair of the City of Mesa Economic Development Advisory Board.

You can reach John at (602) 615-0843 and Natascha at (602) 909-4995, or visit their website: KORProperties.com.

Real Estate In Mesa Uplands brought to you by: Mesa Uplands Area Market Report Sales over \$500,000 for the Month of June 2021

Address	Square Feet	Community	Sold Price
6705 E Adobe St	2,213	County Island	\$500,000
6334 E Viewmont Dr 42	1,978	Red Mountain Ranch	\$520,000
3851 N Kings Peak	2,222	Red Mountain Ranch	\$524,900
6262 E Riverdale St	1,899	Olympic Estates	\$530,100
1541 N 91st Pl	2,248	Sierra Heights	\$549,000
1825 N Raven Cir	2,801	Falcon Hill	\$550,000
6050 E Vermillion Cir	2,074	Red Mountain Ranch	\$580,000
1641 N Luther	2,359	Mountain Bridge	\$580,000
6553 E Palm St	3,409	Ridgeview	\$585,000
3937 N Sapphire	2,723	Red Mountain Ranch	\$585,000
8225 E Willetta St	1,768	Valley View	\$590,000
8525 E Indigo St	2,797	Mountain Bridge	\$595,000
9747 E Greenway St	2,251	Saguaro Mountain	\$596,000
1757 N Bernard	1,765	Mountain Bridge	\$601,000
6726 E Villeroy Cir	3,205	Red Mountain Ranch	\$610,000
8518 E June St	3,177	Mountain Bridge	\$615,000
2141 N Sossaman Rd	2,434	County Island	\$650,000
1636 N Atwood Cir	2,108	Mountain Bridge	\$660,000
4055 N Recker Rd 50	2,620	Red Mountain Ranch	\$675,000
1912 N Woodruff	2,146	Mountain Bridge	\$685,000
1641 N Channing	2,013	Mountain Bridge	\$700,000
3214 N 87th St	3,691	County Island	\$827,000
7159 E Ingram St	2,802	Annecey	\$835,000
2943 N 90th St	2,946	County Island	\$840,000
2719 N Layton	3,797	Madrid	\$875,000
8332 E Quill St	4,018	County Island	\$875,000
8315 E Palm Ln	5,539	County Island	\$925,000
6902 E Indigo St	2,791	Casaleros Ranchos	\$1,020,000
3327 N Hawes Rd	3,740	Cielo Vista	\$1,150,000
3152 N 76th Way	4,230	Sossaman Heights	\$1,200,000
3420 N 82nd Pl	4,648	County Island	\$1,275,000
3149 N Sossaman Rd	3,581	Sossaman Heights	\$1,335,000

Information gathered from the Arizona Regional Multiple Listing Service is deemed reliable, but not guaranteed. Sales Information Provided By John Karadsheh, ABR, CRS, DESIGNATED BROKER • KOR Properties www.KORproperties.com

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JUST SOLD!

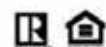
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LOCAL BUSINESS

A Delicious Grass-Fed Beef EXPERIENCE TO CONSIDER

By Randall Clarke

Sweetwater Farm Natural Beef are now selling their natural, healthy beef to residents of Northeast Mesa.



Sweetwater Farm Natural Beef, located in the San Luis Valley and San Juan Mountains of Southern Colorado, raise their grass-fed steers to USDA standards that requires continuous access to pasture and prevents animals from being fed grain or grain-based products. As well, the steers have not been fed any antibiotics, nor have they received any unnecessary prophylactic antibiotic injections.

"We both come from families that have enjoyed a long tradition of ranching and farming, and we feel very fortunate to continue that tradition and sustainably raise healthy, delicious beef which we sell directly to the consumer. We take pride that 90 percent of our sales every year are repeat customers," said Susan Hamilton and Patrick Phillips, owners of Sweetwater Farm.

Pricing starts at \$7.75 per pound and portions are offered as Full Steer, Half Steer, Quarter Steer, and Eighth Steer Sampler. Reservations and deposits are required for these products for delivery between late October and early November.

The meat will all be frozen, and there will be a one-to-two-day finite window for everyone to get their beef. ■

For information on portions, pricing and more, you can contact Sweetwater Farm Natural Beef at (928) 814-8241 or visit swbeef.com.



Susan Hamilton and Patrick Phillips

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EDUCATION

Mesa Public Schools Focusing on **PORTRAIT OF A GRADUATE**

By Laurie Struna
Photos by Tim Hacker

This fall, Mesa Public Schools families will learn more about the district’s innovative strategic plan and Portrait of a Graduate. In 2017, the Mesa Public Schools Promise was adopted by the Governing Board. The promise states that every student is known by name, served by strength and need, and graduates ready for college, career and community.

The strategic planning process began in 2018 to answer the question: Once the Promise is fulfilled, what would a graduate look like?

For eight months, the district spoke with parents, students, staff, and community members about their vision for the future to create the Portrait of a Graduate. This includes essential attitudes and skills for a graduate to be successful. The attitudes are ethical, inclusive, and resilient. The skills are collaborator, communicator, community contributor, creative thinker and innovator, and critical thinker and problem solver.

“We believe through the strategic planning process, our Promise, and the Portrait of a Graduate that if we align resources, engage our community, ignite a culture of learning and well-being, and ensure equity for all students, we will achieve college, career and community readiness,” said Dr. Andi Furlis, superintendent.

Helen Hollands, executive director of information and outreach, says a strategic plan helps a school define



what it intends to achieve when it comes to student success objectives and organizational goals. “With a plan in place, the Governing Board has a roadmap it can track, evaluate and modify to facilitate better governance decisions and provide direction for the future of the school,” Helen said.

HELPING ALL STUDENTS SUCCEED

Felicia Fraizer-Bisner is a 2021 Dobson High graduate who will attend Yale University this fall. She says her experiences mirror the essential attitudes in the Portrait of a Graduate.

“Dobson’s diverse community gave me a great foundation to experience a variety of unique perspectives,” Felicia said. “I think my service learning and volunteering provided something tangible to apply what I was learning. Plus, when I give back to my community, I know that I always leave feeling good. It’s a great way to make community connections.”

Heather Sharpe is a National Board-Certified Teacher at Mountain View High School. Her art classroom exemplifies the Portrait of a Graduate and the applications necessary for students to be successful in the workplace.

“I may not be able to introduce everything there is about the world of art, but I can teach my students how to approach it, to edit, and think for themselves,” Heather said. “I can provide a sense of community so my students learn the important skills needed to thrive after high school, and to ensure they have the tools and skills needed for college, career and community.” ■

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LOCAL BUSINESS

Stretch Zone is Here to Assist PEOPLE FROM ALL WALKS OF LIFE

Submitted by Stretch Zone Longbow

Stretching is for everybody, from professional athletes to your average Joe, to those just getting out of physical therapy from a hip or knee replacement, or spinal fusions. Stretching on a regular basis has plenty of health benefits.

Many people know that stretching after activity is important, but stretching every day regardless of activity is crucial as well. Elasticity and pliability set the body up for success. Without stretching the muscles, they begin to shorten and tighten up, leaving the body feeling stiff and tense, and more prone to injury.

Stretch Zone has created a method of assisted stretching that creates the ability to control and alter the timing of an individual's stretch reflex. It is a process which stimulates the neuromuscular connection, stimulating a relationship between the brain and the muscles.

In using this technique, your muscles gain more flexibility and mobility.



The tightness that happens because of the lack of communication between the brain and the muscle can cause serious injury and long-term damage to the body.

Here at Stretch Zone, we have accredited neuromuscular behavioralists — stretch practitioners — that use specific protocols to target problem areas and relieve tension. Within their session they use equipment that helps position certain muscles to be stretched correctly without other muscular groups getting involved and compensating for the stretch.

The techniques at Stretch Zone eliminate the hassle and agitation one feels when stretching on their own. Stretching enlivens the body and releases endorphins by increasing blood flow. The health benefits that follow the physical routine of stretching here at Stretch Zone go beyond price.

During a session, the stretch practitioner determines a diagnosis of the members' flexibility and mobility. Then the practitioner creates a short-term 12-week program that usually includes the client to come in anywhere from one to three times a week.

Sessions range from \$35 to \$65 a session with the greater frequency plans being more inexpensive per session. Stretch Zone accepts HSA and FSA accounts as well. ■

Stretch Zone Longbow is located at 3204 N. Recker Road, Suite 104. Schedule your session by calling (480) 590-1133. For more information, go to stretchzone.com.

EDUCATION

MCC Red Mountain Campus CELEBRATING 20TH ANNIVERSARY

SCIENCE AND HEALTH CARE EDUCATIONAL OPPORTUNITIES EXPANDING

Submitted by Mesa Community College

Music, multicultural dance, education booths, displays, dignitaries and cake are among the activities being planned to celebrate the 20th anniversary of Mesa Community College's Red Mountain Campus.

Events are scheduled throughout November, kicked off by the Grand Opening Festival, 4 p.m., Nov. 2 on the campus located at 7110 E. McKellips Road, Mesa.

"We are so excited to be able to welcome students back for on-campus learning and invite the public to join us in celebrating 20 years of providing opportunities on the MCC Red Mountain Campus to pursue educational and career goals," said Kris Bliss, interim associate dean. "The festival will be a fun celebration with plans underway for a native blessing, astronomy happenings, information booths about classes, a multiculturalism focus, a spotlight on the environment, and a chance to meet some of our fabulous desert critters."

Officially serving students and the community since Oct. 3, 2001, the Red Mountain Campus, located on 98 acres of Sonoran Desert in East Mesa, quickly became renowned for its outdoor laboratory and teaching spaces that encourages the integration of desert plants and animals into college classes. Among its many accolades, the campus received the North American Native Plant Society's 2014 Founders Conservation Award.

Red Mountain's Cienega wetlands, created as a refuge for endangered plants and animals, fosters partnerships with the



Arizona Game and Fish Department, U.S. Fish and Wildlife Service, the Phoenix Zoo and the Desert Botanical Garden. These partnerships allow the campus to be a dynamic learning environment where students are engaged in conservation and habitat preservation research while networking with professionals in wildlife and science-related careers.

The science focus on the Red Mountain Campus continues to grow with expanded course offerings in allied health care, including nurse assisting, phlebotomy, paramedicine, EMT, and dental hygienist.

Fall 2021 classes begin Aug. 21. Enroll in classes now — mesacc.edu/enroll — to secure the classes you want at the times and days most convenient for you. Admission, tutoring, and a wealth of other free services are available on campus as well as via web, chat, and phone.

A great place to begin your educational journey, seniors also take advantage of opportunities to earn credits, achieve certifications, and take interesting classes with a 50 percent discount (mesacc.edu/senior-discount). And, MCC's partnership with New Frontiers offers hiking, cycling, travel, cultural events and other activities for active adults (newfrontiers.mesacc.edu). ■

Visit mesacc.edu for more information.



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FINANCES

Over 50

Are Your Insurance Coverages Keeping Up with the Market?

IS IT TIME FOR AN INSURANCE REVIEW?

By Craig S. Boiler, Allstate Insurance

Homeowners in Arizona, and the Las Sendas community, have been fortunate as housing demand has driven up home prices significantly over the past couple of years in many areas. Some properties have doubled in value over the past five years.

Additionally, growth in the stock market has increased the net worth of many investment portfolios. Certainly, these are positive developments, but with these increases in value, have you increased the coverage limits in your insurance policies to protect yourself?

The question is not limited to your homeowner's policy, but also extends to your auto policy. The liability coverages



you carry should be enough to protect a significant portion of the value of your assets. Too low of a coverage can provide incentive for legal action against you as others may sue to recover actual and/or punitive monetary damages if you were at fault causing injury or loss-in-value to another person or their property.

So, if you have not updated your policy coverages in the past year, you may be at risk of being underinsured. An Insurance Review with an experienced agent understanding your specific needs, evaluating options, and making changes to keep up with the increasing value of your assets is a great way to adequately protect yourself.

If interested, our team is here to help and conduct a personalized insurance review with you! ■

Please call my office at (480) 924-1999 to schedule an appointment.

HEALTH

Over 50

Compare Medicare Supplement Insurance and Medicare Advantage Plans

Submitted by Tapestry Insurance

Often when I meet with people about to join Medicare, there is confusion about the differences between Medicare Supplement insurance and Medicare Advantage plans. Usually people get advice from friends, family, and neighbors, and the result is often confusion.

While Original Medicare (Part A and Part B) covers many healthcare expenses, it doesn't cover everything. Even with covered healthcare services, beneficiaries are still responsible for a number of copayments and deductibles, which can easily add up.

In addition, Medicare Part A and Part B also doesn't cover certain benefits, such as routine vision and dental, prescription drugs, or overseas emergency health coverage. If all you have is Original Medicare, you'll need to pay for these costs



out-of-pocket. As a result, many people with Medicare enroll in two types of plans to cover these gaps in coverage.

There are two options commonly used to replace or supplement Original Medicare. One option, called Medicare Advantage plans, are an alternative way to get Original Medicare. The other option, Medicare Supplement (or Medigap) insurance plans work alongside your Original Medicare coverage. These plans have significant differences when it comes to costs, benefits, and how they work. It's important to understand these differences as you review your Medicare coverage options.

If you are interested in learning more about these Medicare options, or have questions, please feel free to contact me. I am happy to explain and clear up any confusion. I believe that understanding allows you to make a better decision about what is right for you. ■

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- Would you like personalized help exploring your Medicare options?

You are not alone. This time of year is very confusing for most people that are on a Medicare plan.

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LOCAL BUSINESS

Give the Gift of Music TO YOUR CHILD



By Joy Robbins

Plato was quoted as saying: “Music gives a soul to the universe, wings to the mind, flight to the imagination and life to everything.” This philosophy of Plato is mine also. I have been in a musical environment all my life.

My mother taught piano lessons seven days a week, so my interest in the piano was natural. I tended my little brothers while she gave lessons, hoping to get my lesson time with her. She was a wonderful teacher and taught me musical skills, but also taught me to be a sensitive and artistic person.

By age 12, I was smitten with the string orchestra at my elementary school and begged to learn how to play the viola. My parents knew how important it was to study early with fine teachers and have the best instruments, so they gave me those gifts. I attended Sun Valley Music Camp for three consecutive summers on full scholarship. I started teaching my own students at age 16, and love teaching to this day.

I continued my studies through high school and received the Sterling Scholar Award, served as president of the Utah Symphony Sub Debs, and played with several

local orchestras as a section leader and soloist. At age 17, I was invited to perform as a soloist with the Utah Symphony in their annual Salute to Youth concert.

I also received a full scholarship to study with world renowned Walter Trampler at the Academy of the West in Santa Barbara, Calif. I was awarded a four-year scholarship to the University of Utah, where I earned my bachelor’s degree in music performance.

At 19, I became a professional violist with the Utah Symphony for 10 years. I had wonderful concert experiences, touring all over the United States and performance tours to Scotland, England, Germany, Greece, and Spain.

After moving to Arizona, I continued my music activities, performing with community orchestras at the Mesa Arts Center, Scottsdale, and Chandler Center for the Arts. As a certified teacher, I taught school at Dobson High, Heritage Academy, and Mountain View High, as well as serving as the viola and violin instructor at Chandler Gilbert Community College.

Music has taught me so much. I have learned patience, persistence, confidence, and most of all, a love for music of all kinds. Currently, I am rock ‘in out with my new wireless amplifier, but cling to my deep roots of classical music training. I enjoy sharing my skills and love for music with my students. I currently teach piano, violin, and viola in my home studio and love every minute! ■

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FINANCES

ECONOMIC LESSONS from Used-Car Inflation

By Scott Johnson, CFP®, AIF®, CPFA



Scott Johnson

Inflation is defined as the general upward price movement of goods and services in an economy. The key word is *general*. Inflation tends to be uneven and affects the price of some items more than others.

If you’ve been in the market for a used car, you’ve learned a critical economic lesson about the *uneven* side of inflation. The overall rate of inflation has been five percent for the past 12 months. Meanwhile, the average price of a used car is up 30 percent from a year ago.

Various factors drive used car prices, but most of the trouble links to the global microchip shortage.

Demand for used cars may well slow later this year as automakers return to normal production levels. As the market shifts, some people who bought used cars may learn another key economics lesson: they might owe more for their car than what it’s worth as prices return to historical levels. The most important takeaway is that inflation touches our lives in different ways.

A financial advisor can help investors weigh the impact of inflation and other important considerations when financially planning and investing for the future. ■

Scott Johnson is the CEO of DecisionPoint Financial, LLC. He is a CERTIFIED FINANCIAL PLANNER™ and an Accredited Investment Fiduciary. He and his firm provide comprehensive financial planning and investment management services to individuals and institutions. Scott can be reached at (480) 553-6249 or scott@dpplanners.com. Visit decisionpointfinancial.com.

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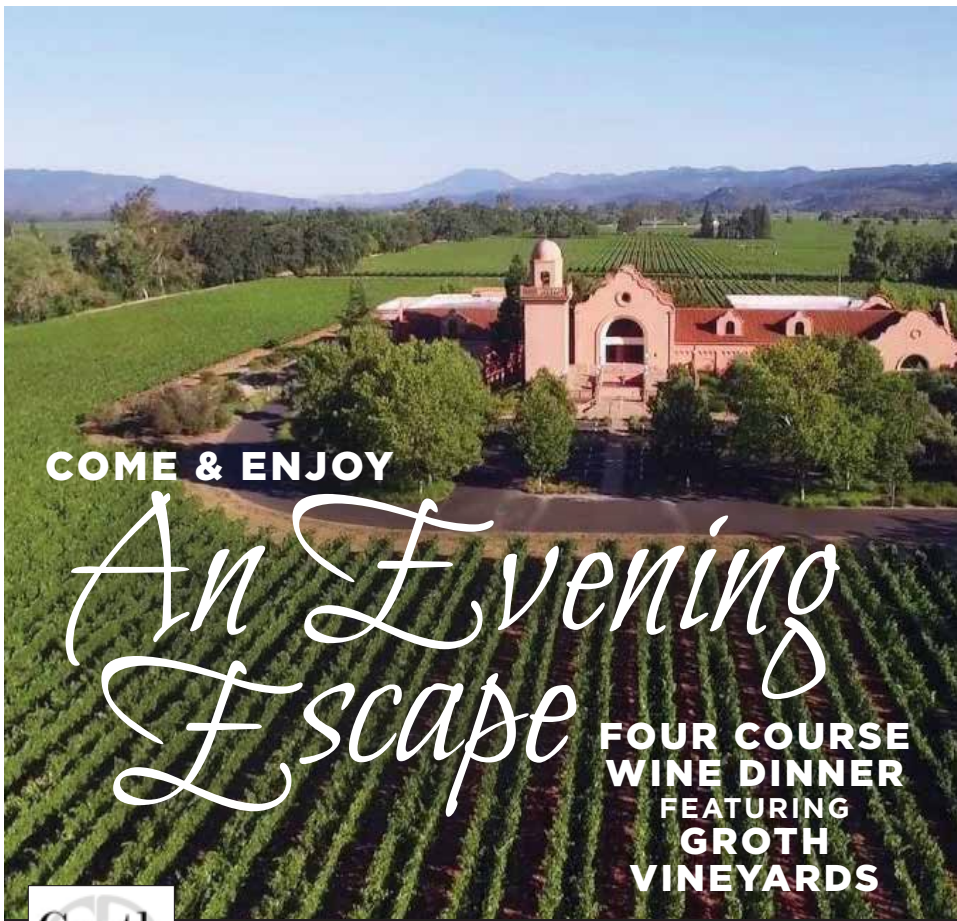
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Friday, Saturday & Sunday: 2 PM - 6 PM

Kitchen Board 10	\$2.50 OFF
Artisan Cured Meats, & Imported Cheese, House Made Pickled Vegetables, Olives, Grilled Bread	6 oz. Glasses of Wine \$10 & Under
Shishitos 9	\$2 OFF
Blistered Korean Peppers, Herbed Crème Fraiche, Lemon	Draft Beer
Miso Shrimp 7	\$3 OFF
Wild Caught Mexican Shrimp, Sweet Mango, Avocado, Ginger BBQ Aioli	Selected Specialty Cocktails
Spinach Artichoke Dip 10	
Creamy Blend of Three Cheeses, Fresh Spinach, Marinated Artichokes & Toasted Baguette	
Cheese & Pepperoni Flat Bread 8	
House Made Marinara, Mozzarella Cheese & Pepperoni	
Chicken Quesadilla 7	
Grilled Chicken, Peppers, Onions & Cheese Blend	
Slider 4 ea.	
Chefs Creative Selection of the Day	

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EVERYONE WELCOME!




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9am - 2pm EVERY SUNDAY

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Live Entertainment

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