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January 2024

Unlock Your True Potential by Achieving Your New Year's Resolutions

By Dr. Jordan Trapp,
Naturopathic Medical
Centers

The tradition of setting New Year's resolutions is a time-honored practice, a testament to the human desire for self-improvement and personal growth.

However, despite our best intentions, many of us find ourselves in the repetitive cycle of setting goals, only to falter and abandon them as the year progresses. Year after year, the pattern repeats — a cycle of enthusiasm, determination, and ultimately, disappointment.

It's a disheartening reality that a number of us face, but the question remains: Why do our resolutions often end in failure?

The answer lies not only in the nature of the goals we set but in our approach to achieving them. This is where the expertise of a naturopathic physician can make a profound difference.

As your doctor, my mission is to guide you toward optimal health and wellness by addressing the root causes of your challenges. New Year's resolutions are no exception. Setting realistic goals and creating a sustainable plan are key components of success.

Mastering the art of setting realistic goals involves self-awareness, the acceptance of limitations, and an appre-



Dr. Jordan Trapp

ciation for the significance of incremental advancements. Many resolutions fail because they are overly ambitious or lack an action plan. Through personalized visits, I work with individuals to set achievable goals that align with their unique health profiles and lifestyle.

The journey toward achieving resolutions will include obstacles, and during these times, adherence will be particularly challenging. This is where my support becomes invaluable. I employ evidence-based strategies, drawing from the principles of naturopathic medicine, to help individuals overcome obstacles and stay on track.

Whether it's creating a personalized nutrition plan, incorporating stress management techniques, addressing underlying health issues, or improving energy to increase capacity, my approach ensures a comprehensive and sustainable path to success.

It's crucial to recognize that failure is not a reflection of personal inadequacy but a sign that the approach needs an adjustment. As a naturopathic physician, I empower my patients to break the cycle by providing ongoing guidance and support.

Together, we work toward building resilience, fostering healthy habits, and achieving lasting change. This new year let's embark on a transformative journey toward your goals. I am here to guide you, supporting you every step of the way.

Embrace the opportunity for change, invest in your well-being, and unlock your true potential. Together, we can make this year the one where resolutions not only endure but thrive. ■

Naturopathic Medical Centers is now accepting new patients at our Mesa location at 3654 N. Power Road. Call (480) 590-0272 now to schedule a complimentary meet and greet with one of our doctors to better understand how we can help you on your journey of health and wellness. To learn more, visit wvncaz.com.



Prime IV Hydration and Wellness Offers Tranquility and Health Benefits

By Jamie Killin

This new year, get a jumpstart on your resolutions with IV therapy that can address fatigue, aging, weight gain, or even a holiday hangover.

Gina Van Luven, owner of Prime IV Hydration & Wellness in Northeast Mesa and a Board-Certified Health Coach, first became a fan of the treatments after moving to Utah, where she found her active lifestyle left her nutrient deficient, despite having a healthy diet.

She tried Prime Hydration & Wellness and instantly became a fan.

"It's an hour of bliss," said Gina. "I can lay down in the zero-gravity massage to relax and decompress and get the nutrients my body needs while I'm at it. For busy people who can't seem to make time for themselves, doing something like this helps you make time for you."

IV therapy was one of the modalities Gina used on her own healing journey after experiencing health issues, but she was drawn to Prime IV Hydration & Wellness' spa-like atmosphere.

She decided to open her own location, and ultimately decided to bring the concept's tranquility and health benefits back to her hometown. Even being a self-proclaimed *needle-phobe* hasn't stopped her from enjoying all the benefits of IV therapy and the vitamin injections her location also offers.

"The benefits far outweigh the fear," she said. "When you take something orally — either a supplement or food — your body has to go through that digestion process, and



not everybody's digestion is efficient. You're lucky to get 10 to 20 percent absorption out of a supplement compared to an IV, which is near 100 percent."

When someone arrives at Prime IV Hydration & Wellness for the first time, they complete a health intake and a consultation from an infusion specialist, who helps determine the best wellness plan for them. The location also has a medical director who can provide guidance to ensure each client receives the best plan for them.

Prime IV Hydration & Wellness is also 797 compliant — which is not a requirement for IV services — and ensures patient safety in the compounding as well as sterile preparations. Additionally, Prime IV Hydration & Wellness does custom compounding, so each client receives exactly what they need.

"We hold ourselves to a high standard and want to create

a great experience," said Gina. "It's not just about getting these extra nutrients — you're having a wonderful experience from the moment you walk in the door until you leave." ■

Prime IV Hydration & Wellness Northeast Mesa is located at 2025 N. Power Road in Suite 106. For more information, visit primeivhydration.com or call (480) 992-4202.



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Self Development Academy

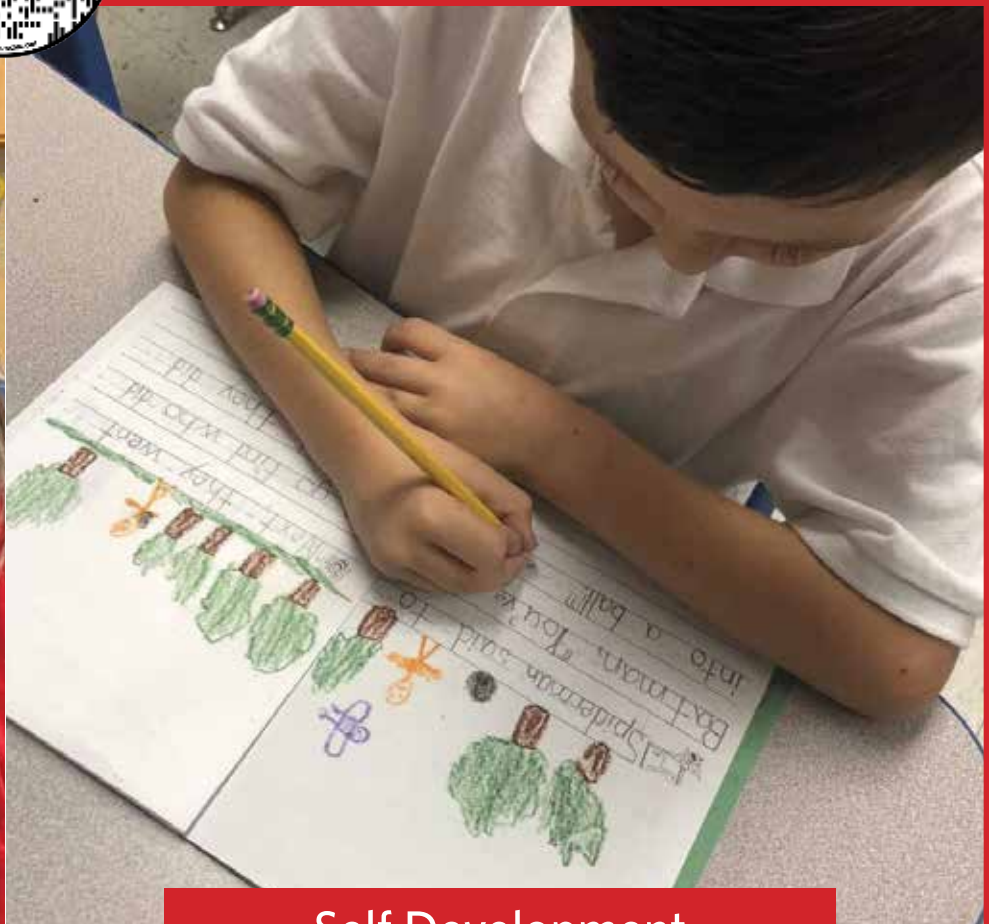
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EDUCATION

Why Read to Young Children

By Dr. Anjum Majeed
Self Development Academy

Often, we hear that we must read to young children as early as newborns. Why must we read to our children? How and what are we supposed to read to them? We also ask, isn't reading a skill taught in schools?

I was in graduate school when my daughter was born. Finding time to read to my infant daughter was indeed challenging. I was overwhelmed by the number of textbooks and research articles I had to read to meet academic requirements. I had no time to spare. I also knew it didn't matter what I read to a newborn. What really mattered was that I was reading to her regardless of the content. I learned that listening to the words said aloud and using the language, phrases, and sentences mattered. I decided to use whatever resources were available to me. I would place my child on the baby swing. Looking at her face and with exaggerated expressions, I would review my course material, go over the formulas I was learning, and make up a child-friendly rhythm to recite the concepts I was reviewing. She was happy.

It doesn't matter what we read to infants as long as they listen to the words, phrases, and sentences spoken in a

pleasant tone. However, as the child grows older, the content of what we read must be relevant and age appropriate. We move from board books to picture books to books with words by the time they are ready to enter kindergarten.

When we read to our children, we teach them critical reading skills and help them develop great learning habits. We also cultivate an environment that provides a lifetime of joy through reading.

LANGUAGE DEVELOPMENT

Research indicates that babies are hardwired for language development. Parents help lay the foundation for language development in children's brains by reading with children at a young age. Holding the books, looking at pictures, and reading together encourage their language and cognitive development.

Children need continuous experience with various language patterns and words. Exposure to a large vocabulary in books enhances children's ability to understand deeper concepts and express their thoughts and feelings. By reading with children, parents and caregivers are exposing them to a wider variety of word patterns and vocabulary. Through books, children learn words and language usage beyond what they hear and experience in their immediate environment from the adults in their lives. Books bring a large variety of words and patterns necessary for language development.

SOCIAL AND EMOTIONAL DEVELOPMENT

Reading books helps children identify with the story's characters facing various challenges. Children learn to relate to the characters' emotions and how the issues are resolved. They learn to understand their feelings of joy and disappointment. They can recognize their anger and how to respond to the situations appropriately.

PARENT-CHILD BONDING

Spending time reading with our children is more than just reading. It is that cherished time, a one-on-one



opportunity, normally free of disruptions, enabling us to delight in a simple endeavor. Having our young children sitting in our laps, listening to our soothing voice, rejoicing in holding that special book, we help build new neuron connections and facilitate brain development.

We can read with them for only 10 minutes or half an hour or more a day. We can read at specific times or times convenient for us, at bedtime, or at any time. We can also read in any language. We can use the print as well as the e-books. However, research shows that e-books can be less beneficial as children have the tendency to scroll down fast. Yet, during travels, e-books certainly come in handy.

We must provide a literacy-rich environment for our children. There is a possible million-word literacy gap between children entering kindergarten who come from a literacy-rich environment and those deprived of reading time with parents or caregivers. We must narrow that gap by reading to our children as young as possible and not wait for them till they are enrolled in school. ■



To learn more about Self Development Preschool, please contact (480) 396-3522, and for the accelerated K-8 program, Self Development Academy, call Self Development Academy at (480) 641-2640.



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LOCAL BUSINESS

DECODING MESA'S HOUSING TAPESTRY:
An Insight into Ownership and Rentals

Submitted by Brandon Balsley, Grand Welcome, East Valley of the Sun

Mesa, Ariz., a city where the urban and the natural converge seamlessly, is not just a geographical location; it's a diverse community with a housing landscape that tells a unique story. In this article, we're delving into the numbers to decipher the total number of homes, the prevalence of rentals, and the intriguing world of short-term rentals.



Brandon Balsley

- from out-of-state second homeowners to our region in the fall and winter months.
4. **The Rise of Short-Term Rentals:**
- With 2,700¹ (1%) vacation rentals exceeding 30 days, Mesa participates actively in the burgeoning short-term rental market.
 - The popularity of short-term rentals reflects Mesa's appeal to transient populations and its potential economic impact.
 - At just above 1% of all housing in Mesa, it still reflects a small minority of all homes available.

NAVIGATING THE DATA LANDSCAPE

While these statistics offer a comprehensive view of Mesa's housing landscape, it's crucial to acknowledge the dynamic nature of the real estate market. Periodic updates and collaborative efforts between city authorities and real estate platforms can provide more nuanced insights into the ever-evolving housing dynamics.

SOCIOECONOMIC IMPACT

Beyond the numbers, understanding Mesa's housing ecosystem provides insights into the socioeconomic dynamics of the city. It unravels patterns of population mobility, economic resilience, and the overall well-being of its residents.

Mesa's housing narrative is not just about structures and numbers; it's a story of choices, preferences, and the ever-changing dynamics of a vibrant community. Whether you're drawn to the stability of homeownership or the flexibility of rentals, Mesa offers a spectrum of choices against the backdrop of its unique southwestern allure. ■

Contact Brandon Balsley at (480) 933-8874 or email Brandon.Balsley@grandwelcome.com for more information on available services. Also, check out the website: eastvalleyazrentals.com.

MESA'S HOUSING BY THE NUMBERS
Let's break down the statistics to understand the composition of Mesa's housing market:

INTERPRETING THE DATA

1. **Mesa's Diverse Housing Mix:**
With 217,404¹ households, Mesa accommodates a varied demographic, offering an array of housing options.
2. **Homeownership vs. Rental Dynamics:**
- Owner-occupied homes make up a significant portion at 119,067¹ (50%), showcasing a solid culture of homeownership.
 - Renter-occupied homes, at 71,296¹ (30%), illustrate a substantial demand for rental properties.
3. **Vacancy and Second Homes:**
- 27,041¹ (12%) unoccupied homes suggest a certain level of housing turnover or potential for development.
 - The presence of 17,435¹ (7%) second homes indicate a noteworthy trend tied to seasonal living

1. U.S. Census Bureau release, the 2021 American Community Survey - <https://www.point2homes.com/US/Neighborhood/AZ/Mesa-Demographics.html>. AirDNA - <https://app.airdna.co/data/us/57427?tab=active-str-listings>

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E-mail: Publisher@PhillipsWest.com
(480) 748-1127

EDITOR-IN-CHIEF
Kim Phillips

ADVERTISING
Monica Adair (480) 772-1949
Kim Phillips (480) 748-1127

STAFF WRITERS
Kimberly Alvarado,
Jamie Killin

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

VIDEO PRODUCER
Chase Balsley

CONTRIBUTORS
John and Natascha Karadsheh, Lorraine Ryall

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LOCAL BUSINESS

Shave Years and Create Wealth
THE UNTAPPED POTENTIAL OF REFINANCING

Submitted by Michael Tranckino, Trusted Lending Center

Refinances still make up almost one-third of all mortgage transactions, even though rates have risen. You may be wondering how this can be?

Many consumers have amassed a large amount of debt, paying much higher rates of interest, thanks to the Fed hiking rates so aggressively. And many of those individuals are only making the minimum payments, with no path to paying off their debt. At the same time, most homeowners have record levels of equity in their homes.

Many homeowners are benefiting from a type of refinance where we pull that equity out of the home to pay off those debts, saving money on their overall monthly payments. Additionally, there are ways to gain equity at an accelerated pace and significantly shorten the length of your mortgage, by applying those savings as an additional payment each month.

It's about saving interest rather than having the lowest interest rate. As an example, if you have \$55,000 in high-interest debt and you pay that back over seven years you will have potentially paid back \$40,000 in interest alone.



If you are currently paying a monthly mortgage insurance premium, you may also be able to remove that from your monthly obligations with a refinance.

There is no need to start your mortgage over at 30 years either; you can set your mortgage term to match the remaining years on your current mortgage.

Call me today to review your current debt situation and see if I can help. ■



Don't wait. Contact Trusted Lending Center today and embark on a journey toward financial freedom. For more information on Trusted

Lending Center, visit trustedlendingcenter.com or call (480) 400-9884.

Total Debt Amount: \$359,000		Blended Rate: 6.033%	Total Monthly Payment: \$2,496
Debt Name	Debt Balance	Interest Rate	Min Monthly Payment (Optional)
Current Mortgage	\$300,000	3.5%	\$1,476
Credit Card #1	\$26,000	18%	\$420
Credit Card #2	\$21,000	20%	\$360
Credit Card #3	\$12,000	19%	\$240

LOCAL BUSINESS

The Art of Herbal Healing
USING CREATIVITY

Submitted by SW Herb Shop & Gathering Place

Creativity is the heart of using medicinal plants. Even if you have never used herbs, you can learn to use them easily and with great results. Most of the herbs we are familiar with have nourishing effects, are rich in vitamins, minerals, and nutrients and can be made into simple teas that we can incorporate into our daily lives.

Chamomile, oat straw, nettle, lemon balm and so many other simple herbs can be mixed and matched not only to taste great but also to load our bodies with so many health sustaining nutrients.

- ♦ **Oat straw** – a strong yet gentle herb that feeds and nourishes the central nervous system. The herb is rich in calcium, magnesium, and many other totally absorbable minerals. These same minerals make it the perfect base for building strong bones and teeth.
- ♦ **Lemon balm** – This beautiful herb has a mild sedative effect, with antibacterial and antiviral properties. Used for indigestion, to relieve cramps, fight cold sores, relax nerves, and help with insomnia, ADD and ADHD, and IBS. In addition, lemon balm smells wonderful and adds a nice flavor to your herbal preparations.
- ♦ **Nettle leaf** – Herbalists often say that “if you are not sure what to do for someone, give them nettle.” Long valued as a food and medicine, nettle has been used for treating coughs, arthritis, a pregnancy tonic, for anemia (one of



the highest sources of iron in the plant world), allergies and hay fever, plus urinary tract infections.

- ♦ **Raspberry leaf** – High in calcium, iron, magnesium, and other minerals (and vitamins too), this plant strengthens and tones the reproductive systems of both men and women. The leaf is an exceptional aid in pregnancy and childbirth.
- ♦ **Chamomile** - If your stomach, digestion, or bowels are inflamed due to stress, it's chamomile to the rescue. But that's not all; she also helps rejuvenate hair and skin texture and helps with mental alertness. Use her when you cannot sleep, to calm shattered nerves, or to speed wound healing.

Keeping it simple, just mix one ounce of each of these herbs together and store in an airtight glass jar. Drink warm or iced, during the long hot days of summer.

To make delicious herbal teas: Put loose herb(s) in a pot with cold water (ratio is one rounded teaspoon herb blend per eight ounces of water). Cover tightly and bring to boil. Take off the heat and let sit on the stove overnight. In the morning, strain, and store in the refrigerator. The tea keeps for about a week. Note: You can always add a touch of honey if you have a sweet tooth. ■

SW Herb Shop & Gathering Place is located at 148 N. Center St. in Mesa. Store hours are 11 a.m. to 5 p.m. Tuesday through Friday, 10 a.m. to 3 p.m. on Saturday, closed Sunday and Monday. Visit SWHerb.com or call (480) 694-9931. Madalyn Johnson can also be reached at (602) 920-8973.

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LAS SENDAS DENTAL HEALTH

SPIRITUALITY

The January Reset

By Judy A. Knox, Charis Christian Church

When the new year rolls around, most of us think about a fresh start, turning over a new leaf — in other words, a reset. In considering this year's reset, I pictured my life as a plant. I want my life to be like the one in Psalm 1:3, "like a tree, planted by rivers of water, that brings forth its fruit in its season, whose leaf also shall not wither; and whatever he does shall prosper." Jesus said He has appointed us to bear fruit. John 15:1-17 is all about abiding in the vine and bearing fruit.

The question is, what is the fruit of a Christian life? If I picture my life as a plant, then the fruit, or branches, are the various aspects of it: family, church, friends, household, social activities, money, self-care, and time management. At the center is my relationship with God. Jesus says unless we're connected to the vine, we can't bear fruit. So, it is important to stay connected to our relationship with Him.

I used to think about my life as a wheel with many spokes, and me at the center. A major reset in my thinking began taking place as I realized that my relationship with God needs to be at the center.

Then everything else will flow out from that. The spokes of the wheel, or branches of the tree, interact with one another to make up a life that is unique for each of us.

The healthier the plant, the better the fruit will be. We nurture the plant by spending time with God through prayer, reading His Word, and listening for His voice. Our primary focus should be on nurturing the plant instead of *fixing the fruit*. In Galatians 5:22-23, Paul describes the characteristics of healthy fruit: love, joy, peace, patience, gentleness, goodness, faith, meekness, and self-control. These will develop on their own as we continue to nurture the plant.

Instead of letting my activities and responsibilities be the center of attention, I'm trying to focus on nurturing the plant, seeking first the Kingdom of God and His righteousness (Matthew 6:33). I believe that's the key to bearing good fruit. As we reset our thinking toward feeding our *plant* with the Word of God, and watering it with the inspiration of the Holy Spirit, our lives will abound with healthy, prosperous fruit. ■

Would you like to learn more about living a fruitful life? Come and visit Charis Christian Church at 4811 E. Julep St. in Mesa.

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LOCAL BUSINESS

Hava Java Celebrates a Better Coffee Connection

By Tim Beaubien, Hava Java Mesa

Hava Java Mesa celebrated its four-year anniversary this past November, and while the coffee house may be new to the East Valley, Hava Java as a brand has been around since 1991.

The Biltmore Hava Java has the distinction of being the oldest independent coffee house in the State of Arizona. Hava Java's success is very simple, a better cup of coffee and a better coffee experience.

Hava Java has been partnered with Caff  D'arte Coffee Roaster since the beginning. This partnership has brought the Valley the best-tasting coffee around. Artisanal Italian coffees and generations of roasting and blending coffees is what makes the difference.

Founder Mauro Cipolla began Caff  D'arte, an award-winning Seattle-based coffee roaster with an international reputation for quality. He started his apprenticeship in Naples, Italy under the demanding eye of a fourth-generation master roaster. His insight into the science and art of coffee roasting and espresso blending have been the cornerstone of our company, founded on the traditional Italian values of craftsmanship and quality.

In the beginning, Mauro would meticulously taste and blend the best coffee varietals, tinkering with the wood-fired roaster he brought from his native Italy, to achieve perfection in the finished cup. Since those early days, Caff  D'arte has progressed to supplying a full spectrum of blends and coffee-related services to discerning palates



around the world.

Today, Caff  D'arte provides not only distinctive coffees roasted in the style of the various regions of Italy but also the warmth and uniqueness of traditional Italian culture. Caff  D'arte is one of the few roasters devoted to the art of the *post-blending* technique. Each single origin coffee is profiled and roasted separately to extract the origin's unique flavor.

Hava Java's ambiance combined with the superior quality of our coffee beans gives our customers a better daily experience. Come in and see for yourself. ■

Hava Java Mesa is located at the northeast corner of Power and McDowell roads in The Village at Las Sendas, 2849 N. Power Road, Suite 103, in Mesa.



LOCAL BUSINESS

480 Handyman Services Celebrates 10 Years

By Jamie Killin

480 Handyman Services is pleased to celebrate 10 years of business in Arizona, having built a loyal clientele who depend on owner Mike Leonard for everything from completing small household jobs – such as faucet replacement and lighting installation – to entrusting him with the care of their homes while they're away.

"After 10 years of business in Mesa, Ariz. I want to thank all my customers for their support," Mike said. "I've been fortunate enough to have had some of my customers through all 10 years in business, and now consider many of them friends."

Mike moved to Mesa more than a decade ago and brought his handyman business with him. He's been a Red Mountain Ranch resident ever since.

Mike began his business after seeing different tradesman work in his own home and decided to give it a try himself. From there, he started a side business remodeling kitchens, finishing basements, and doing general repairs for people in his area.

Today, he enjoys helping his neighbors with the small jobs that make home-owners' lives easier. Many of his clients are also seasonal residents or those taking extended vacations who enlist his help to ensure their homes are cared for while they're away.

480 Handyman Services include checking that all the house's functions are running correctly, inspecting for storm damage, and updating the homeowner on any problems. ■



Mike offers free estimates. Call him at (480) 226-3986 or send an e-mail to 480Handyman@gmail.com. Mike is insured and registered with the State of Arizona.

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Elevate your game with a round, or two, or three. The popular *Back Nine & Breakfast* is now available seven days a week. Book your morning tee time at lassendas.com for a special rate that includes nine holes, a cart, and range balls, followed by a sit-down breakfast at The Grille.



THE PATIO & GRILLE

The Grille at Las Sendas has rolled out a new beverage menu, which includes fun cocktails, an extensive spirit selection, and wine to satisfy every enthusiast. Food and Beverage Manager, Jose Martinez, is happy to offer a 30 percent discount off wine bottles valued under \$100 each on Wednesdays from 5 to 9 p.m.

Enjoy live entertainment seven days a week from 5:30 to 8:30 p.m. and 10 a.m. to 1 p.m. during Sunday brunch.

"Grab a cozy spot on the patio during the evening hours and bask in the stunning Valley views beneath heaters and blankets offered to guests to keep warm with during your dining experience," said Jose.

It's not too early to book a reservation for Valentine's dinner, scheduled for Wednesday, Feb. 14. A special dinner is being planned for you and your Valentine.



THE VISTAS PAVILION

Happy New Year from The Vistas Pavilion at Las Sendas. We have had an exceptional 2023 and we are gearing up for 2024.

At the beginning of each year, we like to say *Thank You* to all our members, customers, clients, and vendors. Without all of you, we would not have much to celebrate. We are delighted to be looking forward to 2024 and work with everyone on planning their upcoming events.

Did you start planning a future that included wedded bliss? The Vistas Pavilion at Las Sendas is a lovely venue for weddings of all kinds – elopements, small, large, and everything in between – we are here to help you start planning for your perfect day.

Are you reaching a milestone birthday? We have just the place to celebrate with family and friends. When you think about celebrations, call The Vistas Pavilion at Las Sendas – we are here to assist you in any way.

We will kick off 2024 with a wine dinner on Valentine's Day – love, like wine, gets better with time and we are having the *Best of the Best* to celebrate such a wonderful day. ■

Call us to make your reservations – it will be a night of delights. (480) 396-4000 ext. 222 or send us an email at cshaw@lassendas.com for all the details.





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Non Refundable Membership \$30,000 Initiation Fee + Yearly Dues (Seasonal dues available)	Proxy Membership \$220/Month + Yearly Dues (2 Year Commitment) Deposit Required (Limited Availability)	New Range Pass \$1,200 Unlimited Range Only (Can be added to Social Membership or Family Pass)
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REAL ESTATE

DON'T JUST LIST YOUR HOME

Get it Ready to Sell – Top Five Things to Do

By Lorraine Ryall
Associate Broker, CDPE,
CSSN, CNE, KOR Properties

If you have ever looked at homes for sale in person or online, you will know exactly what I am talking about in this article. It always amazes me why some sellers and just importantly their realtors will list their home with no effort to get it ready to sell. Buyers walk into these homes where the blinds are closed, there are no lights on and it's dark and cold, or sweltering hot in the summer. Or it's crammed full of the seller's oversized furniture with personal items and nicknacks everywhere. As soon as a buyer walks through the door or even pulls up to the house, they have already got a negative impression.

I have only had an objection once from a seller when I offered to help organize and stage their home, which is a free service I offer to all my clients. The husband didn't want me to touch anything; his argument was the buyers were coming to look at his house, not his things.

As I explained to him, most buyers are visual people and it's what they see that makes the difference as well as how they feel when they first step into the home. If it's light and bright, feels spacious and open as they walk through the front door, they are already getting a good feeling for the home versus opening the door into a dark and dingy closed-in space. If the rooms feel spacious and there are not



a lot of the homeowner's personal items everywhere, they can visualize where they would put their furniture and start to connect with the home. It's like when you walk into a model home, even if you don't like the floorplan, chances are you will always love the home because of how it is decorated and presented. You can have the exact same home and a buyer will pay thousands more for the home that has been prepared and staged for sale and it will sell a lot faster instead of sitting on the market getting price reductions. It can be overwhelming to get your home ready, but it doesn't have to be. Here are five steps to take to get your home prepared to sell.

1. MEET WITH A TOP LOCAL REALTOR
Find a top local Realtor who specializes in preparing a home for sale. There are plenty of Realtors out there who will just take the photos and list your home as it is. Choose a Realtor who will help you prepare your home and stage it to sell. They will also have all the contacts for anything you need help with.

2. SHOULD YOU DO ANY UPGRADES BEFORE YOU LIST YOUR HOME?
This is one of the top questions I am asked when I meet homeowners for the first time and the answer depends on so many factors. For example, how quickly do you want to sell? Do you want a fair price for your home or the highest price you can get? We will discuss which upgrades give you the best bang for your buck and can recoup the investment from the sale. Sometimes upgrades are not the way to go but freshening the home up with new paint, changing out some old light fixtures, and staging the home can make all the difference.

3. PAINT, CLEAN, AND REPAIR
I think the best money spent is on deep cleaning, repair of

small items, and fresh paint if needed. Just cleaning and changing the color can really transform a home from a dated, dark, or unkept house to a warm and inviting home. A deep clean will get the baseboards, door handles, light switches, fans, and all the little areas you may not have noticed but a buyer will. Have a handyman come out to do minor repairs and cosmetic touch-ups. I have an awesome handyman so please contact me if you need help with repairs.

4. GETTING YOUR HOME ORGANIZED
Buyers want as much space as they can afford, whether it's living space or storage space. Decluttering opens your home and will make it look and feel more spacious. A well-organized home lets the buyer see the space it has to offer without trying to look past all the clutter.

5. CURB APPEAL – THE FIRST IMPRESSION IS THE ONLY IMPRESSION
No matter how good the interior of your home looks, buyers have already judged your home before they walk through the door. You never have a second chance to make a first impression. It is important to make people feel warm and welcome as they approach the house. Spruce up your home's exterior with inexpensive shrubs and a freshly manicured landscape.

If you are thinking of selling and want to know how much your home is worth, whether you should do any upgrades, which minor repairs you should do before listing or need help staging your home, please contact me directly to set up a free no obligation consultation. I'd love to help you! ■

Lorraine is a Multi-Million Dollar producing agent, has been a full-time Realtor for over 14 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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“Stop your search! Honestly, you want to list your home with Lorraine. We live out of state and decided it was finally time to sell our property in Mesa. We truly could have not chosen a better Realtor than Lorraine. From our first phone conversation, her knowledge and expertise in the current market was evident. She knew the trends and guided us on what to expect. Her market analysis was right on target. She did not mislead us in pricing low so it would be a quick sale for her. As the market changed and trended up, she provided the latest data so we could price in the right range and still sell fast. That's honesty! Lorraine knows what it takes to sell a house, so following her advice we made some minor improvements and she staged it for us. What a difference that made, we got a full-price offer and a back-up. Our family has moved quite a bit. This is not the first property we have sold and we can truthfully say that Lorraine has been the best Realtor we have ever dealt with.” – Mary

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LOCAL BUSINESS

Milano's Offers Ways to Warm Your Heart



By Kimberly Alvarado

You don't have to look far to find unique savory dishes to warm you up this winter. Milano's Wood Fired Kitchen & Pizzeria, located at 4545 E. McKellips Road in Northeast Mesa, has combined the best of Italian and Mediterranean cuisine, continuing to promise customer satisfaction.

This winter, the local infusion restaurant you've come to love for specialty pizzas, homemade hummus, and falafel pitas has added a new winter favorite to the menu – Sam's famous bell pepper soup.

"We can't keep enough of it made," said Mike Bipar, owner of the Northeast Mesa establishment. During the month of December, Milano's was averaging 20 orders of bell pepper soup each day. "It's a traditional comfort food favorite, turned into a soup that satisfies," Mike said.

Milano's provides dine in and carry out service for customers desiring an authentic dining experience with unique menu selections.

The restaurant is a great neighborhood location for

watching local sports, including the upcoming Super Bowl. "You'll be pleased to know that Milano's hosts happy hour during each home game. This includes special pricing during all playoff games, too," Mike said. "Stop in to cheer on your favorite team with drink, appetizer, and food selections with unbeatable pricing."

Entertainment comes easy at Milano's. Each Wednesday is trivia night from 6:30 p.m. until close. Bring a group of your smartest friends or settle for laughs with your closest friends. Winners receive a gift certificate for future visits to the restaurant. Live music is played every Saturday night from 6 to 8 p.m.

Stop by to sample the blend of Italian and Mediterranean classics, with modern twists of comfort food and entertainment. The vibe at Milano's Wood Fired Kitchen & Pizzeria is sure to warm you up this winter. ■

Visit Milano's Wood Fired Kitchen & Pizzeria at 4545 E. McKellips Road, in Mesa. For more information, visit milanospizzamesa.com.

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COMMUNITY

Look at What's Happening at Red Mountain Ranch Social Club



Submitted by Cherie Snarr, RMRSC Secretary
Photos by Dave Bender

Another year has come and gone and 2023 was another wonderful year for the Red Mountain Ranch Social Club.

In October, Allyn Bransby hosted the second annual fabulous Cowboy BBQ in the wide-open spaces of her beautiful back yard. The food was scrumptious, and attendees were all decked out in their jeans, hats, boots and a lot of fringe. What a night!

In November, the Social Club coordinated the annual Red Mountain Ranch Community Garage Sale. There were over 95 participants this year. What a great way to find those hidden treasures you're searching for, or to sell off items that have served their purpose.

The Social Club's November speaker meeting was dedicated to honoring our Social Club members who are veterans. We are so proud of the many men and women who have served our country.

In December, the Social Club members celebrated the holiday season with a fantastic Hanukkah Holiday Party at the Red Mountain Ranch Country Club. The attendees learned the history of Hanukkah and six traditions, including the lighting of the menorah.

Potato latkes and sufganiyots (jelly-filled donuts) were included in the delicious dinner. Each person received a gelt and used it to play the dreidel game. At the close of the night, members enjoyed a recap of the year's activities and events with a slide show produced by Dave Bender, club photographer.

Ferne Zabezensky hosted the New Year's Eve Party in her lovely home. While waiting to ring in the New Year, partygoers played games, snacked, and socialized. A champagne toast and noisemakers marked the beginning of the New Year.

We are already looking forward to 2024's calendar of parties, tours, and fun get-togethers with our wonderful Red Mountain Ranch Social Club members.

Coming this spring, RMRSC will be celebrating its 20th anniversary. This will be the theme of the Spring Party in April, so don't miss it. It will be a night to remember!

Some of the other events planned are the chocolate faire on Valentine's Day, a hydroponic gardening tour, a wine tasting, a show at the Silver Star Theater, a play at Hale Theatre, and the ladies' tea in March. With that line-up there will certainly be something for everyone. Dates for all these outings are listed on the RMRSC website.

If you are looking to make new friends, participate in educational and fun-filled activities such as monthly community guest speakers, game night, monthly ladies' luncheons and monthly breakfasts for the men, outings, seasonal and holiday parties, say no more. ■

Your pass to all these wonderful events is an annual membership to the RMRSC, so if you are not already a member and would like to join us, visit our website at rmrsc.com.



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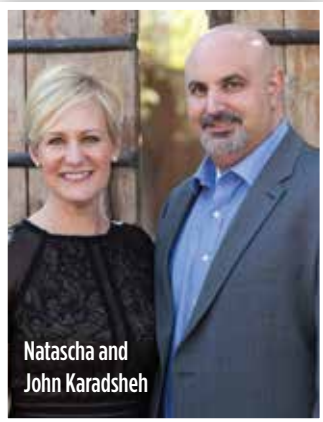
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REAL ESTATE

Real Estate Market Predictions for 2024

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

Happy New Year! We are looking ahead to 2024 and anticipating a stronger real estate market on the horizon. Here are our thoughts on what to expect in the coming year.



will remain the back stop for property values, while increased buyer demand will likely lead to rising prices in 2024. We expect a bump of 3 to 5% in property values in 2024.

BUYER'S MARKET VS. SELLER'S MARKET

We are kicking off 2024 with a balanced market but we don't think that will last for long. There are a lot of buyers waiting for rates to drop, so we anticipate that in the spring we will see more of a seller's market due to continued low inventory. With traditional buyers coming off the sidelines, winter visitors coming to the Valley, and Phoenix ranked as the No. 1 relocation destination in the country, we expect a very lively spring and summer buying season. However, as we approach the presidential election in the fall, we foresee that market activity will wane (as it usually does during national elections), and buyers will have more opportunities.

Preparation will be the key for buyers and sellers in 2024. As the market heats up, buyers will need to have a well-organized financial plan for buying a home and be

ready to be decisive when they find a quality property. The spring market will move quickly and buyers with a solid plan and strong, experienced Realtor representation will have greater success in the competitive environment.

Sellers will also need to be organized to attract the best buyers. They will need to have their homes properly prepared for the market and be fully organized for their next move. Even though we expect the market to heat up, buyers will remain hesitant to buy deferred maintenance and cosmetic neglect. Many buyers are still willing to pay a premium for newer construction and that will continue to be the challenge for aging resales.

While 2023 was a little bumpy for the real estate market with high interest rates and a low volume of sales, 2024 will bring some of the sparkle back to the market. Many potential buyers and sellers have been waiting in the wings and the coming Year of the Dragon may very well get them roaring to move once again.

MORTGAGE RATES

At the start of 2023, mortgage rates were averaging 6.5% and we had hoped the year would bring stability. Instead, the Fed continued their rate hikes, and, by the end of October, mortgage rates had climbed to just shy of 8%—negatively impacting consumer confidence and housing affordability. In December, when the Fed announced that they would hold rates steady and suggested there would be several rate cuts in 2024, the market breathed a collective sigh of relief. The good news drove rates below 7% for the first time since August and stimulated unseasonably strong market activity. In 2024, we expect rates to slowly decline into the low 6% range and, if the Fed continues to loosen monetary policy, we may even see rates drop into the high 5% range. We can only hope lower rates will be as good for the real estate market as Taylor Swift has been for football.

INVENTORY

The sluggish market of the summer and fall made it feel like we had way too much inventory. However, a lot of the homes that had lingered through the sluggish market have now sold. Quality homes that were new to market in the 4th quarter moved quickly and we had multiple offers on several of our listings. Unless sellers are willing to trade their existing low interest rates for higher ones, inventory will continue to remain low. Low inventory



John is the Designated Broker of KOR Properties and has been a Multi-Million Dollar producing agent for over 21 years. He is an Accredited Buyers Representative (ABR) and Certified Residential Specialist (CRS), and serves on the Arizona Regional MLS (ARMLS) Rules & Policies Committee, ARMLS Appeals Committee, and the West and Southeast Realtors of the Valley Professional Standards Committee.

Natascha is a Multi-Million Dollar Producer and Accredited Buyers Representative (ABR). She is the Founder of Mesa Food Truck Fridays, a Member and Past-Chair of the City of Mesa Economic Development Advisory Board, and on the Board of Directors of the Greater Phoenix Economic Council.

Real Estate In Las Sendas brought to you by: Las Sendas Area Market Report Sales for the Month of November 2023 KOR PROPERTIES ARMLS John Karadsheh

Address	Square Feet	Community	Sold Price
2728 N Augustine	1,910	Trailridge	\$535,000
7322 E Tyndall St	1,571	Featherwind	\$547,000
2750 N Augustine St	2,475	Trailridge	\$555,000
7746 E Wolf Canyon St	1,571	Mountain Gate	\$580,000
3060 N Ridgecrest #200	2,226	Desert Vistas	\$663,000
6939 E Redberry	1,739	Sanctuary	\$688,400
7941 E Sandia Cir	3,427	Eagle Feather	\$690,000
3430 N Mountain Ridge #64	2,826	Sonoran Heights	\$785,000
8040 E Vista Canyon St	2,952	Granite Preserve	\$1,068,000
7130 E Saddleback St #14	3,240	Golf Colony	\$1,100,000
4128 N Sage Creek Cir	3,197	Legacy Hills	\$1,225,000
8942 E Rosedale Cir	4,241	Estates At Las Sendas	\$1,700,000
4220 N Pinnacle Rdg	5,524	Pinnacle Ridge	\$2,400,000

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

Real Estate In NE Mesa brought to you by: NE Mesa Area Market Report Sales over \$700,000 for the Month of November 2023 KOR PROPERTIES ARMLS John Karadsheh

Address	Square Feet	Community	Sold Price
1509 N Bernard Cir	3,364	Sierra Estates	\$722,500
1939 E Gary St	2,661	East Oranewood Estates	\$730,000
3915 N Shannon Cir	2,279	Reserve At Red Rock	\$760,000
7613 E Culver St	3,900	Valley View	\$770,000
2629 E Odessa Cir	2,479	Lehi Crossing	\$770,000
8243 E Quill St	2,813	County Island	\$800,000
8046 E Jasmine St	2,495	Monteluna	\$808,900
8052 E Jasmine St	2,788	Monteluna	\$813,819
5938 E Sierra Morena St	2,462	Reserve At Red Rock	\$845,000
8715 E Nora St	2,651	Madrid	\$855,000
1144 N Quinn	3,012	Estates At Valencia	\$922,000
5345 E McLellan Rd #17	3,454	Alta Mesa Estates	\$1,050,000
3451 E June Cir	3,848	Arboleda	\$1,060,000
3209 N 81st St	3,984	County Island	\$1,298,000
3943 E Laurel St	5,535	Spyglass Estates	\$1,335,000
3831 E Fairbrook St	3,567	Trovita Norte	\$1,450,000
8040 E Laurel St	4,130	Mountain Bridge	\$1,500,000
1828 N Atwood	5,332	Mountain Bridge	\$1,765,000
4113 E Nora Cir	4,651	Estates On Mcdowell	\$2,149,000

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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3821 N. Rowen Circle - Las Sendas \$1,800,000

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NEW LISTING

3963 N. Pinnacle Hills - Las Sendas \$2,275,000

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Presented by: Natascha Karadsheh 602-909-4995



PENDING

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LOCAL BUSINESS

Inergy Systems offers solutions to high energy bills

Submitted by Inergy Systems

REVOLUTIONIZING HOME ENERGY:
HOW INERGY SYSTEMS IS TAMING THE
INFLATION MONSTER IN ARIZONA

In today's world, where inflation seems to be an unbeatable foe, constantly nibbling away at our hard-earned money, especially when it comes to those sky-high energy bills, there's a beacon of hope for homeowners in Arizona. Enter the game-changer: Scottsdale-based Inergy Systems. This innovative company is not just talking the talk; they're walking the walk, proving that it's possible to see your energy bills plummet while the rest of the world watches theirs soar.

THE INERGY SYSTEMS SOLUTION:
A SMART GRID MARVEL

At the heart of Inergy Systems' success is their flagship technology - the Demand Management System (DMS). This isn't your typical tech gadget; it's a groundbreaking smart grid technology that has quietly revolutionized how energy is used in homes. Think of it as a silent guardian, a watchful protector of your wallet. With thousands of homeowners already on board, Inergy Systems has managed to slash an average of 35 percent off energy bills without homeowners having to so much as flick a switch.

THE MAGIC BEHIND THE SCENES

So, how does this technological wonder work? Imagine your home's energy consumption as a symphony. Each appliance—your HVAC, water heater, clothes dryer—is an instrument. Inergy's DMS is the conductor, masterfully orchestrating these instruments to create a harmony of efficiency. By monitoring and adjusting energy usage, and even deferring the use of some appliances to off-peak hours, it achieves a reduction in energy demand that's nothing short of miraculous. In some homes, energy demand has been cut by up to 50 percent.

REAL SAVINGS, REAL IMPACT

The proof is in the pudding - or, in this case, in the significant savings. Inergy Systems isn't just providing a product;

they're delivering a financial lifeline. The cumulative savings for homeowners using their systems to date recently passed the \$10 million mark. That's a staggering amount of money that stays in the pockets of consumers, all while maintaining the comfort and convenience of modern living.

A TIMELY SOLUTION FOR RISING COSTS

As the largest utility companies in Arizona continue to work toward rate increases, Inergy Systems' DMS emerges as a hero in the nick of time. It's a solution that's more relevant now than ever. While solar is not needed for the DMS to yield savings on your electric bills, for those with solar power systems or battery installations, Inergy's DMS enhances these investments, ensuring even greater savings.

THE FINANCIAL INCENTIVES:
MAKING THE SWITCH EVEN SWEETER

2023 marked the start of an exciting opportunity for homeowners - the Home Energy Tax Credit. This initiative allows homeowners to claim a 30 percent tax deduction (up to \$600) when installing Inergy Systems' solutions. There are also rebates being offered by the Arizona electric utilities for installations that qualify. This combination of incentives drastically shortens the return-on-investment period, making the decision to switch to Inergy Systems both financially savvy and environmentally responsible.

INERGY SYSTEMS: THREE DECADES OF
PIONEERING EXCELLENCE

With over 30 years of experience in the development and deployment of load controllers and energy management

and monitoring systems, Inergy Systems stands tall as a pioneer in its field. Specializing in autonomous demand control and energy orchestration, they've consistently proven their ability to reduce energy demand by 35 to 50 percent. This isn't just about reducing bills; it's about leading the charge in sustainable living, offering solutions that make a real difference in the world.

A GLIMPSE INTO THE FUTURE:
WHAT INERGY SYSTEMS PROMISES

As we look ahead, the potential of Inergy Systems seems limitless. With their innovative approach and proven track record, they're poised to continue making waves in the energy sector. Their solutions offer a glimpse into a future where managing energy consumption is not only simple but also rewarding - both for our wallets and our planet.

TAKING THE FIRST STEP:
HOW TO GET INVOLVED

For those ready to take control of their energy consumption and bills, Inergy Systems is just a click or an email away. Their team of experts is ready to guide homeowners through the process, ensuring a seamless integration of their technology into existing home systems. It's not just about installing a product; it's about joining a movement that champions efficiency, savings, and environmental stewardship.

CONCLUSION: A CALL TO ACTION

In a world where the cost of living is constantly on the rise, Inergy Systems stands out as a beacon of hope and innovation. Their commitment to energy efficiency and cost savings is not just commendable; it's transformational. It's time to take a stand against the relentless tide of rising energy costs. Join the Inergy Systems revolution and be part of a community that values sustainability, efficiency, and smart living. ■

For more information about Inergy Systems and to take the first step toward a more efficient and cost-effective future, visit Inergy Systems at inergysystems.com, contact them at sales@inergysystems.com, or call (480) 500-9406. Be part of the change. Be part of the solution. Be Inergy smart.





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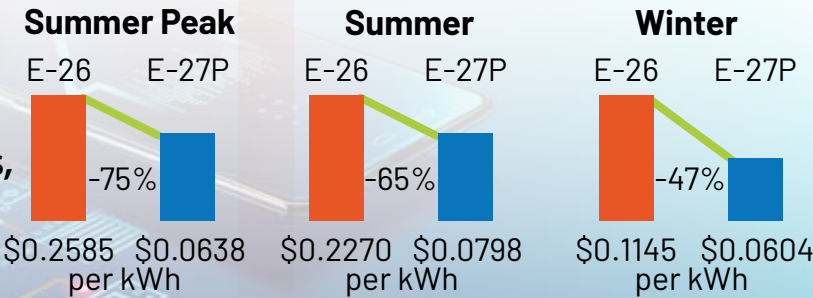


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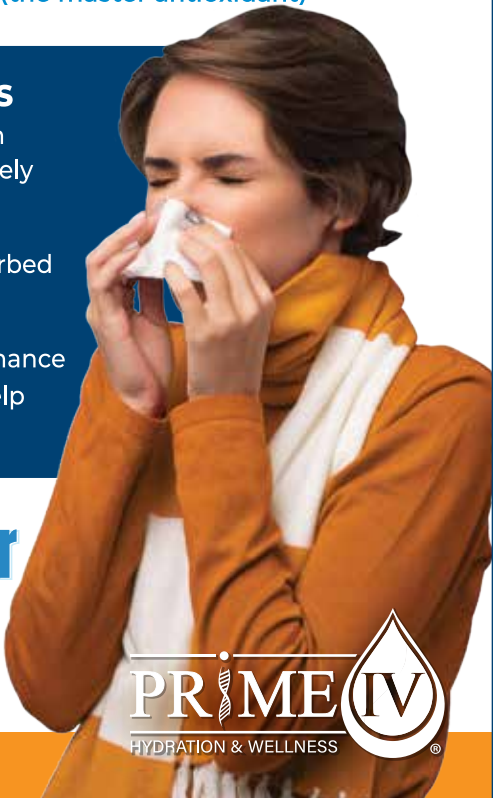
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EDUCATION

New scholarships available for MCC SPRING 2024 CLASSES

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Submitted by Mesa Community College
Register for classes at Mesa Community College pursuing a certificate or degree in behavioral science, health science, or education and you may be eligible for one of the college's new scholarships covering the cost of your tuition, course fees, books, and other needed resources. With funds provided by the American Rescue Plan Act, the Arizona Health Care Cost Containment System (AHCCCS) has partnered with Maricopa Community Colleges to offer two new scholarships — the Behavioral Health Scholarship and the Home and Community-Based Services (HCBS) Career Education and Training Scholarship — with the goal of empowering students to

make a difference in their communities through health professions and community-based services. Enroll in a health, education, or relevant community service program of study and apply until April 18, 2024, for spring semester funds.
The MCC Red Mountain campus offers health care programs in the fields of nursing and dental professions. The seven-week Nursing Assistant program prepares students to become a Certified Nurse Assistant or Licensed Nurse Assistant (LNA) and enter the workforce immediately.
The college's renowned Dental Hygiene program prepares students who earn an Associate of Applied Science Degree in Dental Hygiene to take the written and clinical exams necessary to obtain licensure in most states. For decades, 100% of MCC graduates have passed their licensing exams going on to careers in dental practices or

public health care settings.
The four-week Psychiatric Technician Overview class offers techniques and skills to care for patients with a variety of mental illnesses including anxiety, mood, personality and psychotic disorders, as well as post-traumatic stress syndrome and behavioral issues. Available to students studying health care, psychology, law enforcement or any profession dealing with potential patient crisis management situations, there are no prerequisites.
If you have questions about the Red Mountain campus health care programs, please contact Dean Mary Boyce (mary.boyce@mesacc.edu) or Kathleen Mead (kathleen.mead@mesacc.edu).
As the Red Mountain campus grows its Allied Health Department, it continues its 20 plus-year legacy of providing the East Valley convenient, affordable, quality classes in English, science, math, history, languages, and community fitness courses.
The AHCCCS scholarships are among the many funding possibilities you might find to cover the costs of your education. The Financial Aid Office at Mesa Community College is committed to providing financial aid and scholarship assistance to help remove educational cost barriers so that students can pursue educational goals. Go to www.mesacc.edu/financial-aid for more information or stop by the Enrollment Center at the Southern and Dobson campus or the Red Mountain campus.
Although spring classes began Jan. 14, you can still register for Flex Start classes each month through March and certification classes are ongoing. ■

To find out more about academic degrees, career classes, financial aid and more, stop by the Red Mountain campus Enrollment Center in the Mesquite building, call (480) 654-7600, or go to mesacc.edu/enroll.



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7 GOALS BEFORE MID-FEBRUARY

1 COLLEGE LIST

☐ Create a top ten list of colleges and universities

2 COLLEGE VISITS

☐ Complete three virtual (or in-person) college visits from top ten list

3 DiSC®

☐ Take DiSC® assessment & review report

4 ACT/SAT BASELINE SCORE

☐ Establish baseline ACT/SAT score

5 ACT/SAT TRENDS

☐ Document top ten trends from baseline score

6 RESUME

☐ Create a resume with all activities listed

7 JUNIOR PARENT MEETING

☐ Have a parent meeting to review all items on your checklist



Shawn Coats, M. Ed. Owner
Phone: (480) 428-0101
Address: Power Road Suite 101 - C5 Mesa, AZ 85215
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Sun. 7th - ERIC MILLER	Sun. 21st - SCOTT HALLOCK
Weds. 10th - JONNY SPLASH	Weds. 24th - PETE PANCRAZI
Fri. 12th - DAVE CLARK	Fri. 26th - DAVE CLARK
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EDUCATION

Empowering Parents through Mesa Public Schools PARENT UNIVERSITY PROGRAM

By Laurie Struna
Photos by Tim Hacker

Parents can increase their children’s academic success through school and community involvement. Parent University at Mesa Public Schools offers the best of both, empowering families, employees, and community members to actively engage in their child’s learning journey.

Whether seeking information on child development or college preparation, Parent University provides an opportunity for people to sharpen their parenting skills. In 1987, James K. Zaharis, former superintendent, founded Parent University with federal Title I funding to support parent involvement activities, fostering partnerships between families, the community, and local schools. Parent University equips parents with valuable resources, tools, and knowledge to bolster their children’s academic, social, and emotional development.

Jackie Thatcher, family and community engagement supervisor, shares that Parent University continues to grow and evolve with parents changing needs. Experts in the field teach a wide range of classes. Online and in-person offerings range from academic and technology-driven classes, such as reading and online safety, to social, emotional, and behavioral support, and even yoga. Most classes are offered free of charge.



“Our parents value the flexibility and convenience of our online courses, as they can easily tune in to the instructor and access information even while engaged in tasks like preparing dinner or other activities,” Jackie said. “We are excited to offer some morning classes to the schedule to better meet parent’s needs.”

Alicia Berzins, retired Mesa Public Schools principal, transitioned into a certified health and life coach, beginning her journey as an instructor for Parent University in 2018. Her eight-week *Stress, Anxiety and Overwhelm* course is extremely popular.

“Teaching is one of the most stressful jobs in my opinion. The job is very demanding,” Alicia shared. “Students are coming to school with more challenges than we ever saw 20 years ago.”

Alicia saw the need for a class that could support everyone with the same kind of support and learning.

“If we can teach some of the needed skills for stress reduction to the adults, then hopefully the children in their circle of influence can benefit by watching adults regulate their nervous systems and emotions better.” ■

For more information, visit communityed.mpsaz.org/o/commmed/page/parentu



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LOCAL BUSINESS

Improving Muscle Quality Will Change Your Life

Submitted by The Exercise Coach

WHAT DO WE WANT FROM EXERCISE?

For many years the idea of exercise has been shaped around the notion that if we just *get moving*, we can burn calories, improve cardiovascular health, and tone muscles. The prescription has been the same for decades: eat less, move more, exercise for at least 45 to 60 minutes four to seven days a week. There's just one problem, it doesn't work!

If you gauge the effectiveness of these recommendations by seeing that people exercise more than ever before, our nation's obsession with dieting is greater than ever before, 2.6 billion dollars per year is spent by Americans on gym memberships and personal training, and more people than ever before have gym memberships yet don't have the time or motivation; the bottom line remains: obesity, type II diabetes, and inflammatory related conditions all threaten not only our individual health, but also threaten to bankrupt our entire country.



INSANITY IS DEFINED AS: DOING THE SAME THING OVER AND OVER AGAIN AND EXPECTING A DIFFERENT RESULT

The prevailing sentiment with exercise remains the same. While every other industry in our country has seen improvement regarding effectiveness and efficiency, exercise and dietary recommendations have continued to be ineffective and inefficient for over 40 years.

Since The Exercise Coach®'s inception 16 years ago, there has finally been a different, and evolutionary approach to exercise/fat loss and health improvements – all centered on the most critical goal in improving the things that matter most to us: *muscle quality*.

If we take the approach that maybe *calories in/calories out* aren't the solution and look how muscle quality can improve our quality of life and decrease inflammation in our body, we open ourselves up to a new horizon for more effective and efficient physical wellness.

MUSCULAR STRENGTH, ABOVE ALL ELSE, HAS THE GREATEST IMPACT ON THE LONGEVITY OF LIFE (BIOMARKERS)

Muscles have been called the windows to every system of the body. If we start with this premise, we can see how transformative whole effort exercise (exercise which delivers immediate effects as well as longer term benefits that force the body to make positive adaptations) can be so meaningful.

- AS MUSCLE QUALITY IMPROVES SO DO THE FOLLOWING:
- Our body's ability to lose fat and reduce the risk of obesity and type II diabetes by improving glucose metabolism and insulin sensitivity.
 - Cardiovascular function and oxygen uptake in the body. This enhancement leads to lower blood pressure and takes stress off the heart. This also eases the burden of the lungs to ensure oxygen is delivered to the body.
 - Our skeletal system, because demanding greater load on our muscles leads to stronger tendons and stronger bones.
 - Our gastrointestinal tract and its ability to digest food and filter out nutrition while helping the waste exit our bodies.
 - Our endocrine system and its ability to properly balance the production and release of anabolic and catabolic hormones (stress, cortisol, HGH and its impact on the thyroid).
 - Our body's ability to deal with inflammation and the host of chronic disease that begins with cellular inflammation.
 - Our body's ability to slow down and in some cases reverse the aging process as well as keep us living a fully functional life.
 - Neurological activity and motor unit recruitment (the greater the ability to recruit muscle fibers). This means we can use more muscle fibers which in turn leads to greater capacity for increased muscular growth (density/quality), and a greater ability to improve glucose metabolism.

The choice is yours to make and The Exercise Coach can help. Make 2024 your best year yet! ■

Make today the day to start on your road to better health and fitness. Let our caring and knowledgeable certified coaches get you started. Call, text, or visit us online for your complimentary initial consultation and two free sessions, (480) 716-6080 or www.exercisecoach.com/north-mesa.

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EDUCATION

Class 101's Calling All High School Juniors: It's College Planning Crunch Time

By Shawn Coats, Class 101 Mesa/Gilbert

There's no denying it: Junior year is the most critical time for college planning. It's when high schoolers start to focus on their future and make decisions that really count. Students are just eight months away from applying to college, and it's clear that the eleventh grade is crunch time.

The good news? Class 101's Super Junior program is back! Last year, we were able to help over 500 juniors nationwide get ahead of the curve before application season even begins, and this year, we are excited to do the same with the Class of 2025.

Here's everything you need to know about becoming a Super Junior and why it's one of the best ways to bring your student up to speed.

WHAT IS A SUPER JUNIOR?

An eleventh grader who wants to get a head start on college planning. By completing our fast-track Super Junior program, students start the planning process when it matters the most: during the application pre-season. That way, when application season rolls around on Aug. 1 of their senior year, they are well ahead of their peers.

WHY IS THIS PROGRAM NEEDED?

Junior year is the most crucial time for students to take ownership of their grades, sharpen important skills, and begin the college admissions process. All of this



is time-consuming and overwhelming, from prepping for standardized tests to finalizing resumes. The Super Junior program alleviates the stress of college planning by helping students achieve their goals before senior year.

HOW DOES IT WORK?

All Super Juniors will complete a Super Junior Checklist specifically designed to help them put their best foot forward.

Here's a look at the seven things they will accomplish in 90 days:

- Create a top ten list of colleges and universities
- Complete three college visits (either virtual or in-person)
- Take DISC assessment & review report
- Establish baseline ACT/SAT score
- Document their top ten trends from the baseline score
- Create a resume with all activities listed
- Have a parent meeting to review all items on your checklist

What's in it for them? Not only will they get ahead for the application season, but all students who complete the program will enter into a drawing for a MacBook. ■

Ready for your student to become a Class 101 Super Junior? Contact Shawn Coats at (602) 647-8347, scoats@class101.com, or www.class101.com/mesagilbert for more information.

COMMUNITY

Mesa Citizen of the Year Association Selects 2023 Recipients

Submitted by Mike Hutchinson, Mesa Citizen of the Year Association

Members of the Mesa Citizen of the Year Association met in November to choose Mesa's 2023 Citizens of the Year. Sally Harrison was chosen as Woman of the Year and Vic Linoff as Man of the Year.

Sally Harrison moved from Washington State to Mesa in July of 2004. She joined the Mesa Chamber of Commerce staff in 2008 as the Director of Programs. She was promoted to the positions of Vice President of Development, where she was able to utilize her marketing and event management skills. In the Spring of 2013, the Board of Directors appointed her President and CEO.

Since she began working at the Chamber, Sally has been very active in Mesa non-profit organizations and community initiatives.

Sally is well known for her can do attitude and often assumes leadership roles. She is passionate about many causes, including serving veterans needs and raising awareness about teen suicide.

Vic Linoff, a Minnesota native, moved to Mesa more than 56 years ago. He is an entrepreneur and successful small businessman. He owned and operated the well-known Mill Avenue store Those Were the Days! for many years.



As a resident of Mesa, Vic has been extremely active in Mesa civic issues including the significant redevelopment activities that occurred in the past 40 years in Downtown Mesa.

He also was keenly interested in preserving Mesa's history and was the driving force behind the city's first historic preservation ordinance and the establishment of the Historic Preservation Advisory Board.

Many people would argue that Vic has done more than anyone in the city to preserve Mesa's history, including the preservation of buildings and iconic neon signage.

The Mesa Citizen of the Year Association is one of the oldest groups of its kind in the State of Arizona. Founded in 1935, the organization annually selects two individuals in the community who have dedicated a significant amount of time to volunteer activities.

This year's award recipients will be honored at the Association's Annual Banquet on Feb. 22 at the Double Tree Hilton Phoenix/Mesa. This community celebration of volunteerism will begin with a reception at 5:30 p.m. followed by dinner. ■

To purchase banquet tickets, please visit www.mesacitizenoftheyear.org or contact Debby Elliot at (480) 969-2731.

The awardees can be contacted at: Sally Harrison – sharrison@mesachamber.org – (480) 707-3309 or Vic Linoff – vic.linoff@gmail.com – (602) 524-6484



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DR. TRAPP OBTAINED HER MEDICAL DEGREE FROM SONORAN UNIVERSITY OF HEALTH SCIENCES. SHE COMPLETED AN INTERNSHIP IN NATUROPATHIC ONCOLOGY AND COMPLEX DISEASES IN SEATTLE, WA. SHE OBTAINED A B.S. IN MOLECULAR AND CELLULAR BIOLOGY FROM THE UNIVERSITY OF ARIZONA. SHE OBTAINED CLINICAL TRAINING AT BANNER HOSPITAL IN ONCOLOGY AND BONE MARROW TRANSPLANT. DR. TRAPP ALSO SPENT YEARS IN FITNESS TRAINING ASSISTING OTHERS REACH THEIR OPTIMAL HEALTH AND HIGHEST GOALS.



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HEALTH

Over 50

Medicare Enrollment Periods Can be Confusing

By Lynne Jones, Tapestry Insurance

We are all familiar with Medicare's annual enrollment, from Oct. 15 to Dec. 7 of each year.

This is the time Medicare beneficiaries are allowed to change their drug plans and Medicare Advantage Plans. If you have moved, just retired and lost employer coverage, have a chronic condition, such as diabetes, turning 65 this year or other situations, you may have a Special Election to make a change or enroll in a Medicare Plan any time during the year.

Open Enrollment Period (OEP) is from Jan. 1 to March 31, and allows



Medicare beneficiaries to make a one-time change of their Advantage Plan or choose to go back to Original Medicare and pick a drug plan.

As I visit with people, one of the main concerns I see is whether they are picking the best plan. It is hard to know what the future may bring, and picking the right plan can be stressful. That is why it is advisable to have an agent help navigate some of these choices. Being an independent agent, I can share a wide variety of plans that can work for your particular situation.

If you have questions about the plan that you picked, need to confirm coverage of prescription drugs or doctors that accept the plan, please give me a call. I can help ease your concern and make sure you have a plan that is right for you.

There are other opportunities to make changes throughout the year. You may be eligible to make a change or find a better fit. ■

Please call Lynne Jones, licensed sales representative, at (480) 212-2246 or email me at lynnejones17@gmail.com. I will be happy to answer any questions you have about Medicare Plans.



LOCAL BUSINESS

Over 50

Just Call John's includes heating, cooling, and now plumbing

Submitted by John's Heating, Cooling, and Plumbing

Good news! Two long-standing East Valley businesses (BSJ Plumbing and John's Heating and Cooling) have joined forces.

Founded in 1970, John's Heating and Cooling has served Mesa, Chandler, and Gilbert residents by providing a full spectrum of air conditioning and heating services. The family-owned and operated business focuses on *Doing the right thing, no matter what*. It's a philosophy that has brought many accolades and awards to the company over the years.

BSJ Plumbing was founded in 2000 in Gilbert by Brad and Jennifer Park. In 2022, BSJ Plumbing became part of the Johns family of businesses and moved their offices to Mesa.

In January of 2024, the two companies merged to become John's Heating, Cooling, and Plumbing.

"Our goal was to provide our

customers with the products and services they need to keep their families comfortable with convenient service hours, fair flat rate pricing, and the peace of mind that comes with our rock-solid guarantees that beat the socks off other companies in our neck of the woods," says C. Andrew John.

Whether you need an AC tune-up, a furnace replacement, or have a pesky plumbing problem to deal with, John's Heating, Cooling, and Plumbing have all bases covered.

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Some Medicare plans are prone to change more than others each year. Let me help take some of the confusion out of choosing a plan for 2023 and beyond.

- Have you received a letter showing that your plan's rates have changed more than you would have liked?
- 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.

Call me today for help navigating Annual Enrollment this year!

Lynne Jones
CELL:
480-212-2246

By calling this number, you will be connected to a licensed insurance agent.

We do not offer every plan available in your area. Any information we provide is limited to those plans we do offer in your area. Please contact Medicare.gov or 1-800-MEDICARE to get information on all your options.

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LOCAL BUSINESS

PlumbSmart can help with home systems efficiency

By Mark Moran

Winter weather means more time for A/C technicians, and PlumbSmart wants to give you a free report card on your system's efficiency. Your air ducts and insulation can be the hidden culprits in higher utility bills.

HVAC experts report about 70 percent of all America's homes have problems with their ductwork and insulation, and not necessarily just because they're old.

"You can have a brand-new air-conditioning system, but you're losing your cooling through the attic," said PlumbSmart's owner Wayne Decker.

Even newer homes can have problems with dust and dirt buildup, or leftover construction debris. The biggest problems, though, happen because your ductwork may be leaking, and your insulation is deficient.

"Since leaking ducts can suck up dust, dirt, and other debris from your crawl space, they can directly affect your indoor air quality," Wayne said. "These contaminants are detrimental to you or your family's health, especially if someone in the family suffers from allergies or asthma."

Wayne said around 70 percent of all homes either have leaking air ducts or far too little insulation.



"In fact, if you added up all the leaks, holes, and gaps in a typical home's envelope, it would be the equivalent of having a window open every day of the year," Wayne said. "Sealing air leaks around your home and adding insulation are two of the most cost-effective ways to improve energy efficiency and comfort in your home, which means saving a lot of money."

SRP is offering hundreds of dollars in rebates to help homeowners address energy deficiencies. Right now, PlumbSmart is offering a free video report card to show you, in dramatic and colorful detail, where your home is leaking energy and costing you money.

"It's not smoke and mirrors," Wayne explained. "The homeowner can actually see where they are losing energy. We don't want customers to just 'trust us,' we want them to be able to see it firsthand, and with the gauges and videos we use, they can."

"You could spend a couple hundred dollars on a thermal imaging camera and crawl up into your attic to do it yourself," Wayne continued. "Or you could call PlumbSmart and we'll do all of this for you for free."

"You'll receive a written report detailing the condition of your attic's insulation and ductwork. We'll also provide you with a detailed thermal imaging video that you can watch in the comfort of your living room that shows exactly where your home is losing valuable energy," Wayne said.

While PlumbSmart provides expert service to help you make your home energy efficient and get the ducts clean, they can also help prevent contaminants from getting into the house in the first place through duct sealing. PlumbSmart offers the Remy-Halo air purifier system, which is attached to the A/C unit outside and dramatically improves indoor air quality.

"It kills microbes, bacteria, anything that would come in through the air system that brings air into the house," Wayne said. "That includes cat dander and things that get blown out of your house but then sucked back in through the air handlers. It kills anything and everything traveling through the system."



PlumbSmart is also offering big discounts on a host of services, and there are coupons ranging from 50 percent off a reverse osmosis unit with any water softener (a savings of \$350), or a \$69 Heating/A/C tune-up, which includes a diagnostic, outdoor coil cleaning, and a check for refrigerant leaks.

Additional savings include a TRANE 3-ton, 14 SEER2 A/C unit, \$200 savings on tankless water heater installation, a \$49 drain cleaning, and other offers. The coupons and savings never expire.

PlumbSmart offers quick and reliable service Valley wide, and Wayne said this is a great time of year to call because their experts are less busy with summertime air conditioning emergencies.

He said some of their services may be eligible for rebates from Valley utility providers.

"We have become a popular choice throughout the area," Wayne added. ■

For more information, visit PlumbSmart online at www.itsjustplumbsmart.com, or call (480) 654-8865.

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FINANCES

New Year's financial resolutions

Submitted by Linda Drake, Edward Jones

Now that we've reached 2024, you might be thinking about some New Year's resolutions, such as volunteering or learning a new language. But why not make some financial resolutions, too?



Linda Drake

containing several months' worth of living expenses, with the money kept in a liquid, low-risk account. You can use your emergency fund to pay unexpected costs, such as home or car repairs.

- You might also want to avoid making emotional decisions, such as selling quality investments just because their price has dropped.
- And finally, review your financial goals and estate plans, especially if you've experienced changes in your family situation.

Here are a few to consider:

- For starters, if you can afford it, try to contribute more to your IRA, 401(k) or other retirement account.
- Next, think about ways you might be able to reduce your debts — it's not always easy, but the less you owe, the greater your cash flow.
- Here's another financial resolution: Try to build an emergency fund

You may not be able to tackle all these resolutions at one time, but if you can work at them throughout the year, you can potentially brighten your financial outlook in 2024 — and beyond. ■

This article was written by Edward Jones for use by your local Edward Jones Financial Advisor. Member SIPC



EVENT

Red Mountain United Methodist Church HOSTS CONCERT SERIES

Submitted by Red Mountain United Methodist Church

Red Mountain United Methodist Church is hosting a Friday Night Concert Series at 2936 N. Power Road in Mesa.

The 7th anniversary concert series will feature:

- **Friday, Jan. 7, 7 p.m.** – *Rockin' Rewind*, six decades of top rock hits with colorful costumes, live rock band, and five dynamite singers.
- **Friday, Feb. 4, 7 p.m.** – *Karen Hester as Dolly Parton*. Starring on E Networks *Clash of the Cover Bands*, Karen is the ultimate Dolly Parton tribute throughout North America.
- **Friday, Feb. 25, 7 p.m.** – *Best of Broadway*, featuring four powerhouse singers and a 10-piece orchestra. Hear your Broadway favorites from *Jersey Boys*, *ABBA*, *Cats* *Phantom to Sound of Music*, *Chicago*, *West Side Story* and *Hair*.
- **Friday, March 25, 7 p.m.** – *You've Got a Friend*, songs of Carole King and James Taylor, featuring Kristen Drathman and Kyle Sorrell, a live six-piece band, backup singers, and all the great hits, such as *One Fine Day*,

Will You Still Love Me Tomorrow, *So Far Away*, *It's Too Late*, *Natural Woman*, *Carolina in My Mind*, *How Sweet It Is*, *You've Got a Friend* and many more! ■

Tickets are available online at www.rmumc.com, www.showtuneproductions.com, or in-person at the church office from 9 a.m. to 3 p.m. Monday through Thursday.

Individual tickets are \$25.00 each, or subscriptions to all four performances will save you \$12 at a cost of \$22 for each.



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