



PRESORTED  
STANDARD  
US POSTAGE  
PAID  
COLUMBUS, OH  
PERMIT #1429

The Raines Group/Real Living HER  
5207 Hampsted Village Center Way  
New Albany, Ohio 43054



[www.TheRainesGroup.com](http://www.TheRainesGroup.com)

# We're Ohio's #1 Team.

The Raines Group was ranked 75th in the nation (and the only Ohio team recognized) by *The Wall Street Journal* and *LORE* magazine\*!

## CONTACT THE RAINES GROUP TODAY!

If you're ready for real results, we can help you.  
Visit us at [www.TheRainesGroup.com](http://www.TheRainesGroup.com) or call 614-418-7417.

\*The Raines Group, with Real Living HER, ranked 75<sup>th</sup> on the list of America's "Top 100 Real Estate Teams by Sales Volume" by *The Wall Street Journal* and *LORE* magazine. To view the complete list, visit <http://online.wsj.com/ad/top100teamvolume.html#51>

If your property is currently listed with another REALTOR,® please pardon our proactive marketing approach. It is not our intention to solicit the offerings of other REALTORS.®

© 2010 The Raines Group. This information is solely advisory, and should not be substituted for medical, legal, financial or tax advice. Any and all decisions and actions must be done through the advice and counsel of a qualified physician, attorney, financial advisor and/or CPA. We cannot be held responsible for actions you may take without proper medical, financial, legal or tax advice.

This newsletter is intended for entertainment purposes only. Credit is given to the authors of various articles that are reprinted when the original author is known. Any omission of credit to an author is purely unintentional and should not be construed as plagiarism or literary theft.



# THE RAINES GROUP



# RAINES REVIEW

A REPUTATION FOR RESULTS AND EXCEPTIONAL SERVICE

WINTER 2010

Dear Friends,

Winter is a season of ice and snow, reflection and contemplation, harshness and darkness. Yet there is a certain beauty, courage, and hope that is unique to the winter season. As we peer out of our windows at the cold landscape, we remember warm moments of the past year and look forward to the many wonderful things the New Year will bring.

2009 brought some significant changes into our lives. In September, Laura went off to college at the University of Michigan. While Nathan, Angel, and Webster still keep us on our toes, the home is different without seeing Laura every day. We are happy for her as she is thriving. She keeps in touch often, but it is not the same. We anxiously await her updates on college life and hope that we offer sound advice when those inevitable calls of frustration and loneliness do come. She recently joined a sorority and seems to be falling into the college life a little more each day. We enjoyed the holidays and loved having the chance to reconnect with her on a daily basis.

Nathan is now driving, which is both exciting and nerve-wracking. With his temporary license we look forward to him driving himself back and forth to his daily activities, but we will also lose our little bit of "control". While it is natural to resist change, we are doing our best to embrace it with the knowledge that change is inevitable. He is thriving as an 11th grader The Metro School and is starting his first class at Ohio State University this winter. We are very proud of the way he is growing and maturing.

Our wonderful dogs, Angel and Webster keep us smiling on a daily basis. They bring so much love and warmth into our home. There is something so incredible about coming home to their absolute delight in seeing us regardless of how long we have been gone.

2009 was a busy year on the real estate front, which we are thankful for. Since The Raines Group was ranked #1 in Ohio and 75th in the nation by *The Wall Street Journal* and *LORE* magazine, our goals and standards have been set high. In September, I was interviewed by Harris University, and the National Association of Realtors featured The Raines Group in their Masters Series. We just found out that we are once again #1 in sales volume with Real Living for the 7th year in a row. I feel blessed to have had these wonderful successes and opportunities and remain very grateful.

As we look forward to the new year we know more changes are in store for us. We look forward to meeting them and any challenges or opportunities that arise. We wish you and yours all the best in 2010.

Warmly,

CEO, The Raines Group

## INSIDE THIS ISSUE

MEET OUR TEAM

DESIDERATA

TRIVIA QUESTION

PROBLEM SOLVING BY THINKING BIG

SUCCESSFUL HABITS

WALL STREET JOURNAL RESULTS



## USE OUR TRUCK FOR FREE!

We are happy to provide our valued clients, neighbors, and community organizations free use of this truck for local moves and errands. All you pay for is the gas!

For more information, please call our toll-free hotline at 1-800-498-1480, code 3169.

\*Valid Driver's License, Proof of Insurance, and \$50 refundable security deposit required

TRIVIA QUESTION

**What was the name of the John F. Kennedy International Airport in New York before it was called JFK?**

The first five people to contact us with the correct answer will win a \$5 Starbucks gift card!

Contact us at 614-418-7417 or TRGfrontdesk@realliving.com

**GOOD LUCK!**

**MEET OUR TEAM**

**WE'RE PLEASED TO INTRODUCE YOU TO OUR TEAM!**

Look for new profiles in each issue of our newsletter, or visit [www.TheRainesGroup.com](http://www.TheRainesGroup.com) to learn more.



**JEAN-LUC GRAND-PIERRE** ■ Real Estate Consultant

Jean-Luc Grand-Pierre grew up in Montreal, Canada and has also lived in New York, Georgia, Washington, DC, as well as Germany and Sweden. He began playing professional hockey at the age of 20 and moved to the Columbus area in 2000 to join the Columbus Blue Jackets. He enjoys living in the Columbus area with his wife, Jennifer, who is an Ohio native. They live in New Albany with their daughter, son, and Boston terrier. He enjoys golfing, playing with his kids, and traveling. In May 2009, Jean-Luc obtained his real estate license and joined The Raines Group shortly thereafter because of their professionalism, great reputation, and the tools they offer agents to become successful.

CONTACT INFO ■ Phone: 614-418-7417 ■ Email: [Grandpierre@Realliving.com](mailto:Grandpierre@Realliving.com)



**ROBIN JOHNSON** ■ Real Estate Consultant

Robin Johnson grew up in Warren, Ohio and is a lifelong resident of the Buckeye State. She moved to Columbus in 1989, and currently resides in Hilliard. Robin attended Youngstown State University, Columbus State Community College, and received her certification in Real Estate from Hondros College in January 2006. In her spare time, Robin enjoys spending time with her family and friends, doing just about anything outside, crossword puzzles, and decorating her house inside and out. Her passion for architecture, interior design, and real estate guided her decision to enter the real estate field. Robin became a member of The Raines Group in March 2009 and enjoys the people, team atmosphere, and continuous learning opportunities.

CONTACT INFO ■ Phone: 614-582-6438 ■ Email: [Robin.Johnson@Realliving.com](mailto:Robin.Johnson@Realliving.com)

**DESIDERATA: FILLED WITH GREAT REMINDERS**

This article, written in 1927, offers many sound suggestions still relevant today. Enjoy.

Go placidly amid the noise and the haste, and remember what peace there may be in silence.

As far as possible, without surrender, be on good terms with all persons. Speak your truth quietly and clearly; and listen to others, even to the dull and the ignorant; they too have their story. Avoid loud and aggressive persons; they are vexatious to the spirit.

If you compare yourself with others, you may become vain or bitter, for always there will be greater and lesser persons than yourself. Enjoy your achievements as well as your plans. Keep interested in your own career, however humble; it is a real possession in the changing fortunes of time.

Exercise caution in your business affairs, for the world is full of trickery. But let this not blind you to what virtue there is; many persons strive for high ideals, and everywhere life is full of heroism. Be yourself. Especially do not feign affection. Neither be cynical about love, for in the face of all aridity and disenchantment, it is as perennial as the grass.

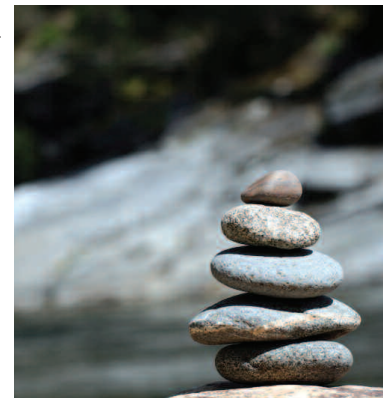
Take kindly the counsel of the years, gracefully surrendering the things of youth. Nurture strength of spirit to shield you in sudden misfortune. But do not distress yourself with dark imaginings. Many fears are born of fatigue and loneliness.

Beyond a wholesome discipline, be gentle with yourself. You are a child of the universe no less than the trees and the stars; you have a right to be here. And whether or not it is clear to you, no doubt the universe is unfolding as it should.

Therefore be at peace with God, whatever you conceive Him to be. And whatever your labors and aspirations, in the noisy confusion of life, keep peace in your soul.

With all its sham, drudgery, and broken dreams, it is still a beautiful world. Be cheerful. Strive to be happy.

-Max Erhmann



# Problem Solving by Thinking Big

“We can’t solve problems by using the same kind of thinking we used when we created them.” - Albert Einstein

With the holiday season upon us many people will soon face problems ranging from business & personal finances issues to complex relationship issues. In this article, we will discuss three reasons why thinking big can help you solve your problems and three simple steps you can follow to resolve these issues.

When faced with a problem, many people have difficulties thinking about anything other than the events or behaviors of others that contributed to the problem. However, sometimes in order to create a solution, you have to look past the problem.

One of the best ways to solve a problem is by thinking BIG!

Over the last several decades, large corporations embraced problem solving concepts such as Total Quality Management and Six-Sigma methods to reduce costs and streamline operations. Today a new approach is taking hold as top MBA programs focus on the value of the creative thought process in order to create customer value and drive revenue growth. Many companies realized that without a focus on the value they could bring to their customers, they could problem solve themselves into irrelevance. This approach stands to benefit us in our own business and personal lives.

Consider three reasons why thinking big can help you solve your problems:

The first reason is that thinking big will provide a guidepost for you as you encounter problems. Seek the solution to your problems in terms of what brings you closer to your ultimate vision and you will find the right answers.

The second reason is that it will help you to avoid getting bogged down in the details that prevent you from reaching your goals. Remember the trend in today’s corporate world and this point becomes self-evident.

The third reason is that Thinking Big produces Big Results! By targeting big results many of your little problems will take care of themselves. We can all likely recall in our past how a big idea has created momentum and enthusiasm that propelled a project or desire past small difficulties.

Now that you have a few reasons why thinking big works, let’s look at a simple 3 step process to help you face problems with this in mind.

The first step is to identify the best case scenario based on the ultimate goal. Develop clarity about your big picture goals by thinking big and visualizing results. It will help you stay focused on where you want to go and remain ready to create a solution.



The second step is to look at the current situation with a new perspective and make your decisions based on whether or not it moves you closer to your ultimate goal. Instead of seeing the situation as a problem, see it as an opportunity to clear a hurdle. Thinking big often transforms the problem into the very opportunity you need to move forward.

The third step is to make a conscious decision to take action. Taking action based on the direction of your ultimate goal will create momentum that can resolve problems for you.

Remember to think BIG, take ACTION, and ENJOY the Journey!

*Author Dawn Nocera is a LifeSuccess Consultant who delivers training and coaching programs for small businesses and individuals to help them achieve higher levels of success.*

[www.DawnNocera.com](http://www.DawnNocera.com)

## SUCCESSFUL HABITS



Whatever you do again and again turns into a habit. And your habits have a profound effect on the quality of your life. Look honestly at what you do each day. What things are moving you forward, and what things are you doing that keep holding you back?

Your actions are yours to control. And your habits are yours to develop or abandon. Though habits rarely come or go overnight, you can indeed choose and control them. Add an

empowering habit, or get rid of a destructive one, to dramatically improve your life. Even a small positive habit will make a big difference. Because each time you do it, you steadily add more power to it.

Think of what you can do, beginning right now, to add a habit of success to your life. And watch as that small success, done again and again, turns into plenty of big achievements.

-- Ralph Marston