



RAINES REVIEW

A REPUTATION FOR RESULTS AND EXCEPTIONAL SERVICE

FALL 2007



A NOTE FROM SANDY RAINES

Dear Friends,

Autumn is here again, and as with every year, my focus shifts from the relaxed mindset of summer to the busy, schedule-oriented lifestyle that comes with having an active family, an established career, and many diverse interests. This is also a time when I refocus my energies on staying in shape – physically, mentally, and emotionally.

Physical fitness has always played a major role in my life, from being a college gymnast to coaching high school basketball, and continues to be an enjoyable way to have fun and stay in shape. These days, I favor activities that incorporate both muscular and mental strength; golf and running are essential contributors to my state of well-being.

Like many of you, I've taken golf lessons to improve my technique, lower my score...and to keep up with my daughter, Laura, as she continually improves her game! Recently, I decided to do the same for my running by taking a workshop called ChiRunning. Through this four-hour intensive class, I learned to apply the ancient techniques of T'ai Chi to my self-taught method of running—and what an incredible experience it turned out to be.

The promise of ChiRunning is to build a strong mind and body—and to strengthen the connection between them. I learned the proper body alignment to protect my joints and strengthen my muscles, and heard the instructor speak of the importance of 'practicing mindfulness,' as this is the key element to getting the most out of ChiRunning. As I first practiced the techniques of ChiRunning, I was completely consumed with perfecting my form—balancing my weight, straightening my spine, aligning my head, tilting my pelvis, etc. But as the weeks passed, this new form started to feel more natural...and that's when I discovered the real magic of ChiRunning. Not only did I enjoy pain-free, endorphin-releasing runs, but my mind has become stronger and more focused—a benefit that extends far beyond the track. The exercise of shifting my focus between my new running form and thoughts about "the rest of my life" and then re-focusing on my form, has fortified and enhanced my mind's ability, much like weight lifting will do for your muscles.

Participating in the ChiRunning workshop was an incredible gift that I gave to myself. I would absolutely recommend it to everyone, from active runners to "retired" runners—those that have stopped running due to pain. This method of exercise is wonderful for your body AND your mind...a multi-tasker's dream!

I hope that you will all enjoy the changing of seasons, spending time outdoors, and discovering new and exciting ways to reach your goals. As always, feel free to call me anytime. I'd love to tell you more about ChiRunning, answer your real estate questions, or just chat. And if you see me running, please be sure to wave!

Warmly,

Sandy Raines, *Founder and CEO of The Raines Group*

P.S. I'm extremely proud to announce that Laura finished in second place at the Ohio High School Athletic Association (OHSAA) sectional golf tournament, qualifying her to play at the OHSAA district tournament! Congratulations, Laura!

INSIDE THIS ISSUE

- TO REALIZE
- THE MATH LESSON
- MEET OUR TEAM
- GIFTS FROM THE HEART
- COATS FOR COLUMBUS
- WINE TASTING TIPS
- EXPLORING COLUMBUS



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



TO REALIZE

— *Origin Unknown*

To realize the value of a sister:
Ask someone who doesn't have one.

To realize the value of four years:
Ask a graduate.

To realize the value of one year:
Ask a student who failed a final exam.

To realize the value of nine months:
Ask a mother who gave birth to a stillborn.

To realize the value of one month:
Ask a mother who has given birth to a premature baby.

To realize the value of one week:
Ask an editor of a weekly newspaper.

To realize the value of one hour:
Ask the lovers who are waiting to meet.

To realize the value of one minute:
Ask a person who has missed the train, bus, or plane.

To realize the value of one-second:
Ask a person who has survived an accident.

To realize the value of one millisecond:
Ask the person who won a silver medal in the Olympics.

To realize the value of a friend:
Lose one.

Time waits for no one. Treasure every moment you have.

You will treasure it even more when you can share it with someone special.



THE MATH LESSON

Little Zachary was doing very badly in math. His parents had tried everything... tutors, mentors, flash cards, special learning centers. In short, everything they could think of to help his math.

Finally, in a last ditch effort, they took Zachary down and enrolled him in the local

Catholic school. After the first day, little Zachary came home with a very serious look on his face. He didn't even kiss his mother hello. Instead, he went straight to his room and started studying. Books and papers were spread out all over the room and little Zachary was hard at work. His mother was amazed. She called him down to dinner.

To her shock, the minute he was done, he marched back to his room without a word, and in no time, he was back hitting the books as hard as before. This went on for some time, day after day, while the mother tried to understand what made all the difference.

Finally, little Zachary brought home his report card. He quietly laid it on the table, went up to his room and hit the books. With great trepidation, his mom looked at it and to her great surprise, little Zachary got an "A" in math. She could no longer hold her curiosity.

She went to his room and said, "Son, what was it? Was it the nuns?" Little Zachary looked at her and shook his head, no. "Well, then," she replied, "Was it the books, the discipline, the structure, the uniforms? WHAT WAS IT ALREADY?"

Little Zachary looked at her and said, "Well, on the first day of school when I saw that guy nailed to the plus sign, I knew they weren't fooling around."

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 to learn more.



JULIE SWICK ■ Real Estate Consultant

Julie Swick is a life-long resident of Ohio and currently resides in Pataskala. Julie grew up in Toronto, Ohio, and moved to Columbus in 1998 to attend OSU where she double-majored in Finance and Real Estate and received a Bachelor of Science in Business Administration. In 2005, Julie joined The Raines Group, bringing with her three years of experience as a licensed agent. As a Real Estate Consultant for buyers and sellers, Julie enjoys the relationships she builds with her clients while guiding them through the home sale and purchase processes. In her spare time, Julie enjoys working out, traveling, and spending time with friends and family.

CONTACT INFO ■ Phone: 614-418-7433 ■ Email: Julie.Swick@RealLiving.com



KATHLEEN YORK ■ Real Estate Consultant

Originally from England, Kathleen York currently resides in New Albany. She earned a degree in Theatre Arts while in London and a Bachelor of Science in Business and Communication from Otterbein College. Kathleen and her husband relocated to the Columbus area in 1987 where they raised their three children. With industry experience from Michigan, Kathleen obtained her Ohio real estate license in 2005 when she joined The Raines Group. As a Real Estate Consultant for buyers and sellers, Kathleen excels at finding the ideal home for her clients and negotiating contracts. For balance, Kathleen enjoys knitting, yoga, and playing tennis.

CONTACT INFO ■ Phone: 614-371-8460 ■ Email: Kathleen.York@RealLiving.com

GIFTS FROM THE HEART

According to legend, a young man while roaming the desert came across a spring of delicious crystal clear water. The water was so sweet he filled his leather canteen so he could bring some back to a tribal elder who had been his teacher. After a four-day journey he presented the water to the old man who took a deep drink, smiled warmly, and thanked his student lavishly for the sweet water. The young man returned to his village with a happy heart.

Later, the teacher let another student taste the water. He spat it out, saying it was awful. It apparently had become stale because of the old leather container. The student challenged his teacher, "Master, the water was foul. Why did you pretend to like it?"

The teacher replied, "You only tasted the water.

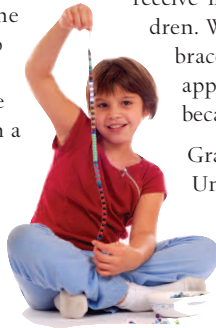
I tasted the gift. The water was simply the container for an act of loving kindness and nothing could be sweeter."

I think we understand this lesson best when we receive innocent gifts of love from young children. Whether it's a ceramic tray or a macaroni bracelet, the natural and proper response is appreciation and expressed thankfulness because we love the idea within the gift.

Gratitude doesn't always come naturally. Unfortunately, most children and many adults value only the thing given rather than the feeling embodied in it. We should remind ourselves and teach our children about the beauty and purity of feelings and expressions of gratitude.

After all, gifts *from* the heart are really gifts *of* the heart.

By Michael Josephson



“Autumn is a second spring when every leaf is a flower.”
—Albert Camus (1913 – 1960)

FALL TRIVIA QUESTION

What former Chicago Bears star was known as “the Enforcer,” “the Animal,” and “Paddles”?

The first three people to contact us with the correct answer will win two free movie tickets!

Call 614-418-7417

Fax 614-855-8706

TRGfrontdesk@RealLiving.com

Summer Trivia Answer: Jay Leno
Congrats to our winners!

COATS FOR COLUMBUS

HELP US KEEP
COLUMBUS WARM
THIS WINTER!



Saturday, October 27, 2007 from 9 a.m.—noon

The Raines Group is proud to support The Salvation Army's "Coats for Columbus" annual charity drive. We will be accepting new and gently-used coats and blankets for the Salvation Army on Saturday, October 27th from 9am until noon. Please stop by to donate your coats and enjoy coffee, cider, and doughnuts.

We will also accept donations during the week prior to the event, beginning on Monday, October 22nd between the hours of 8:30 am and 5:30 pm.

The Raines Group/Real Living HER office is located in the New Albany Kroger Shopping Center off Fodor and New Albany Roads. For additional information, please call The Raines Group at 614-418-7417.



DOING
THE MOST
GOOD

COATS
FOR COLUMBUS

10 GREAT WINE TASTING TIPS BY NERELLO GLASURE

- 1. Try something new.** You might be surprised. Let the staff make suggestions. Compare the wines aged in steel to those aged in oak.
- 2. Take notes,** especially if you're out all day. Most wineries offer a list that will assist you on keeping track. When you get home to your local wine shop, you will appreciate having a cheat sheet.
- 3. Visit during off season.** November through May is an excellent time. You might be only one of the few guests all day, so the staff can give you some extra time.
- 4. Ask questions.** Winery staff love to be engaged and help educate. They are trained to know a lot about the wines you taste.
- 5. Eat the crackers.** They help you clean your palate and absorb the alcohol.
- 6. Don't just stick with the big-name wineries.** Check out some of the smaller ones in the area. (Local wineries listed at right.)
- 7. The nose, knows.** Try not to use too much perfume or aftershave. The aroma of the wine is half the fun of tasting.
- 8. Call ahead for large parties.** If you call

ahead, some wineries will even arrange cheese and fruit trays.

9. Be patient. If you prefer to visit during the peak seasons, you will have a great time tasting, but it may take a minute or two for the staff to serve you.

10. To test for a really good wine, swirl it around the glass. Legs or tears are what is left trickling down the glass after swirling. The stickier and longer the legs the better the quality.



You don't have to go to wine country to experience a great varietal. Here are a few wineries in our own backyard:

Camelot Cellars Winery Ltd.
958 N. High St, Columbus, OH 43201
(614) 441-8860 ■ www.camelotcellars.com

Winemakers Guild
6528 Riverside Dr, Dublin, OH 43017
(614) 791-9583 ■ www.winemakersguild.net

Slate Run Vineyard Winery
1900 Winchester Southern Rd,
Canal Winchester, OH 43110
(614) 834-8577 ■ www.slaterunwine.com





EXPLORING COLUMBUS

Greater Columbus has festivities taking place throughout the year including concerts, festivals, fairs, and sporting events. Call to confirm dates and times.

OCTOBER

NATIONAL HOCKEY LEAGUE

October 5 – April 6; game times vary
From October on, it's non-stop action in the world of hat tricks and sudden death overtime. For Columbus Blue Jackets game times and information, visit www.bluejackets.com.

HAUNTED SHIP

October 25, 26, 27; 7–10 pm
Pirates and their booty provide a haunted twist to Halloween fun during family-oriented tours of the Santa Maria at Battelle Park in Columbus. Call (614) 645-0351 for more information.

BUCKEYE RANCH FAMILY FALL FEST

October 27; 10 am – 3 pm
Buckeye Ranch hosts an annual Family Fall Fest with a slate of activities from hayrides to cookie decorating. Call (614) 539-6441 for more information.

HALLOWEEN PET PARADE

October 28; 1– 3 pm
The Capital Area Humane Society, raising money to aid homeless animals, hosts this annual event where pets in costume parade around the Easton Town Center. Call (614) 337-2200 for more information.

PEARL ALLEY FARMERS MARKET

Tuesdays and Fridays until Oct. 30; 10:30 am – 2 pm, weather permitting
June through October, farmers gather weekly to sell fruits, vegetables, plants, and baked goods. Ohio's only "certified" farmers market is staged in conjunction with the Lynn Alley Market of some 25 merchants selling clothes to garden gifts. Call (614) 645-5095 for more information.

TRUNK OR TREAT

October 28; 5 – 7 pm
On the last Sunday evening in October the Westerville Christian Church hosts this family event with games, face painting, food, and candy. Costumes are encouraged. Call (614) 891-6842 for more information.

NOVEMBER

COLLEGE BASKETBALL

Nov. 12 – March 9; game times vary
NCAA basketball brings grass roots hoop dreams to an entirely new level each fall, building toward March Madness, the NCAA Division Basketball Championships. For The Ohio State University game times and more information, visit www.osu.edu/athletics.

HOLIDAY LIGHTS PARADE & FESTIVAL

November 24; starting at 8 am
As Ohio's leading evening parade, Granville Street's lighted floats, marching bands, Clydesdales, and more lead the way to post-parade nostalgic holiday fun in charming, old Gahanna. Call (614) 342-4250 for more information.

WILDLIGHTS AT THE ZOO

November 16 – January 2; times vary
The Columbus Zoo and Aquarium lights up the holidays with this spectacular winter celebration where more than two million lights adorn the Zoo. Attractions include skating, seasonal food, a model train display, and more! Closed on Thanksgiving, Christmas Eve, and Christmas. Call (800) MONKEYS for hours and more information.

DECEMBER

A DICKENS OF A CHRISTMAS

December 7, 8, 14, 15; 6 – 9 pm
December 16; 12 – 5 pm
The Ohio Village/Ohio Historical Center recreates a Dickens-style Victorian Christmas with cooking demos, caroling, readings by candlelight, and other traditions. Call (614) 297-2300 for more information.

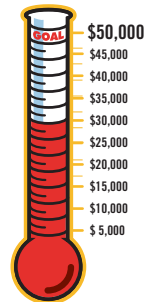
FIRST NIGHT COLUMBUS

December 31; 4:30 pm – midnight
First Night Columbus is Central Ohio's largest New Year's Eve celebration. This interactive indoor experience is alcohol-free, fun for all ages, and safe with diverse entertainment at dozens of indoor venues downtown. Call (614) 481-0020 for more information.

HELP US REACH OUR GOAL!

We believe that the best way to keep our community strong, vibrant, and growing is by supporting community endeavors, such as The New Albany Performing Arts Center.

In our efforts to work hand-in-hand with children, families, and the community, The Raines Group will donate a percentage of its commissions to the New Albany Performing Arts Center. We met our donation goal for two years running and we need your help to keep on track! Our goal is to donate \$50,000 over five years. Call today to find out how you can help!



5207 Hampsted Village Center Way
New Albany, Ohio 43054

614-418-7417



www.TheRainesGroup.com