



THE RAINES GROUP



RAINES REVIEW

A REPUTATION FOR RESULTS AND EXCEPTIONAL SERVICE

SUMMER / FALL 2008

A NOTE FROM SANDY RAINES

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Dear Friends,

I'd like to introduce the newest member of our family, Angel. Angel is a Maltepool who was the companion of my late mother, Tomie Raines. As some of you may know, my mother passed away on June 25, just days after celebrating her 85th birthday. Tomie was a spirited, unique, and dynamic person...qualities that Angel clearly displays. I feel blessed to have Angel as an ongoing connection to my mother and as a living reminder of all of the wonderful things that she accomplished in her lifetime.

My mother had a vibrant life and was a pioneer in many ways. In the 1940s she was the State of Indiana drum champion. In the 1950s, Tomie introduced East Lansing, Michigan (and me!) to the organic health food concept. In the 1960s, she studied new age subjects like yoga, meditation and astrology. In the 1970s, she started her own real estate company which continues to be very successful. In the 1990s she was voted Businesswomen of the Year. Through these and a myriad of other accomplishments, she impacted people throughout her life.

This was especially evident at her celebration service where friends, colleagues, and family members were invited to share their memories of Tomie. There were some amazing stories that brought much laughter and many tears. My daughter Laura gave a simple yet brilliant speech that touched everyone there. Hearing Laura's speech and countless others, I was filled with a profound respect for the way in which my mother contributed to her community, accomplished so much, and influenced so many.

My mother brought many amazing experiences into my life, one of them being the magic of real estate. She taught me that people should always come first and that integrity is a must, lessons that have directly shaped my business and personal philosophies. I was lucky to have such an accomplished mentor and I attribute much of my success to her influence. I hope to continue her legacy by being a positive force in the lives of those around me, starting with my family and extending to my community and beyond.

If you see me out and about (most likely with Angel in my arms), please stop and say hello. Have a wonderful autumn season and enjoy the newsletter!

Warmly,

Sandy

Sandy Raines

CEO/President, The Raines Group

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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



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The Importance of Shoes: Remembering My Grandmother

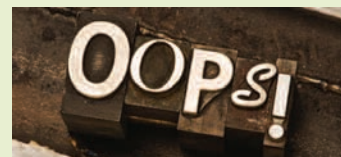
By Laura Raines-Gilbert

My grandmother loved shoes. But after she turned 80, she could no longer wear her fancy high heels and took a liking to my Puma sneakers. She thought they were just perfect...comfortable, supportive, and most importantly "hip"! So, we went online and ordered her a pair. She loved them so much that every time I visited she had me order her a pair or two! Eventually she accumulated 15–20 pairs in every color of the rainbow, with each pair representing a different part of her personality.

The yellow pair represented the sunshine that she brought to everyone around her. The green and black pair represented her love for the Michigan State Spartans. The white pair represented the "New Age" Tomie, while she wore her black pair to look more sophisticated. Her black and white shoes could adapt to every occasion just like she could. But her favorite pair of all was her red and black Pumas... probably because they represented her spunky side! She wore them so often that she wore a hole through the toe. After an exhaustive and repeated online search, we were never able to find her a new pair of red and black Pumas. But that didn't bother her too much, she just went ahead with her sassy self and wore them with her toe poking out!

You've heard the saying that in order to really know a person, you have to walk a mile in their shoes, but with my grandmother, you'd have to walk a mile in EVERY pair of her Pumas!

THE POWER OF APOLOGY



According to a poll by Zogby International, a market research firm, people earning more than \$100,000 a year are nearly twice as likely to apologize after an argument or mistake on the job as those earning \$25,000 or less.

Business coach Peter Shaw says this finding isn't surprising. "This shows that successful people are willing to learn from their mistakes and are keen to mend relationships."

Announcement



Julie Swick is now **Julie Myers** after marrying her long-time sweetheart, Dustin Myers.

Their beachside ceremony took place in the Dominican Republic on March 29, 2008.

Please make a note of Julie's new surname and e-mail address:

Julie Myers, Real Estate Consultant
Julie.Myers@realliving.com

Best wishes to the newlyweds!

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.



SONDRA JOHNSON ■ Real Estate Consultant

Sondra Johnson relocated to Columbus in 1983 with her family, after living in New York, Pennsylvania, Indiana, and Mexico. Today, Sondra and her husband reside in New Albany. With a degree in Graphic Design from Indiana University, Sondra enjoys implementing cutting edge technology to help better service her clients. Licensed in 2001, Sondra joined The Raines Group in 2007 as a Real Estate Consultant. In this role, she enjoys helping families through a life-changing experience and she loves to see them get excited about their new homes. In her spare time, Sondra enjoys traveling to visit her daughters in California and Scotland, reading, recreational walking, and writing.

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MARILYN DAVIS ■ Real Estate Consultant

Marilyn Davis has called the Columbus area home for the majority of her life. She attended The Ohio State University, earning a BSBA from the Fisher College of Business. After graduation, Marilyn worked as a mortgage underwriter and loan officer. In February 2008, Marilyn obtained her Ohio Real Estate license and joined The Raines Group as a Real Estate Consultant for Buyers. Her main goal is to efficiently match her clients with the their "perfect" home. Marilyn currently resides in New Albany with her husband and two children. In her free time, Marilyn enjoys managing her personal real estate investments, playing tennis, and volunteering.

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HEART ♥ WISDOM

- ♥ Be kinder than necessary because everyone you meet is fighting some kind of battle.
- ♥ A sharp tongue can cut your own throat.
- ♥ If you want your dreams to come true, you mustn't oversleep.
- ♥ Of all the things you wear, your expression is the most important.
- ♥ The happiness of your life depends on the quality of your thoughts.
- ♥ The heaviest thing you can carry is a grudge.
- ♥ One thing you can give and still keep ... is your word.
- ♥ You lie the loudest when you lie to yourself.
- ♥ Ideas won't work unless 'you' do.
- ♥ If you lack the courage to start, you have already finished.
- ♥ One thing you can't recycle is wasted time.
- ♥ Your mind is like a parachute... it functions only when open.
- ♥ The 10 commandments are not multiple choice.
- ♥ The pursuit of happiness is the chase of a lifetime! It is never too late to become what you might have been.
- ♥ Life is too short to wake up with regrets. So love the people who treat you right. Forget about the ones who don't. Believe everything happens for a reason. If you get a second chance, grab it with both hands. If it changes your life, let it. Nobody said life would be easy, they just promised it would be worth it.

TRIVIA QUESTION

What milk product did the U.S. Agriculture Dept. propose as a substitute for meat in school lunches in 1996?

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



IS SCHOOL STRESSING YOUR CHILD?

Do you have a child who's starting school this year? Is he or she suffering anxiety about school? If so, you can help reduce that anxiety, according to the American Psychological Association's Web site:

- Let children know that feeling the way they do is OK, and that lots of people get nervous when they do something for the first time.
- Make sure your child has a regular routine at home to get ready for school. You'll also want to let her make some choices, about what to wear, for example.
- Make sure your child has a chance to participate in fun activities with school friends after school. Having friends always makes things easier and less stressful.
- Spend time every day talking to your child about her school day. Listen to their stories and respond appropriately.

“Patience, persistence, and perspiration make an unbeatable combination for success.”

—Napoleon Hill, 1883–1970, American author of personal success literature

FOOD for
THOUGHT

What's Missing?

This is an unusual paragraph. I'm curious how quickly you can find out what's so unusual about it. It looks so plain you would think nothing was wrong with it. In fact, nothing is wrong with it! It is unusual, though. Study it and think about it, but you still may not find anything odd. But if you work at it a bit, you might find out. Try to do so without any coaching!

~answer on back page~



WHICH DAY ARE YOU LIVING?

There are two days in every week about which we should not worry, two days which should be kept free from fear and apprehension.

One of these days is **YESTERDAY** with all its mistakes and cares, its faults and blunders, its aches and pains. Yesterday has passed forever beyond our control. All the money in the world cannot bring back Yesterday. We cannot undo a single act we performed; we cannot erase a single word we said. Yesterday is gone forever.

The other day we should not worry about is **TOMORROW** with all its possible adversities, its burdens, its large promise and its poor performance; Tomorrow is also beyond our

immediate control. Tomorrow's sun will rise, either in splendor or behind a mask of clouds, but it will rise. Until it does, we have no stake in Tomorrow, for it is yet to be born.

This leaves only one day: **TODAY**. Any person can fight the battle of just one day. It is when we add the burdens of those two eternities—Yesterday and Tomorrow—that we break down.

It is not the experience of Today that drives a person mad, it is the remorse or bitterness about something that happened Yesterday and the dread of what Tomorrow may bring.

Let us, therefore, live but one day at a time.

Which day are you living — YESTERDAY, TOMORROW, OR TODAY?

"What's Missing?" Answer: The entire paragraph is missing the letter "e," the most commonly used letter in the alphabet.

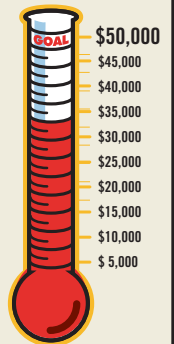
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HELP US REACH OUR GOAL!

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 three 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!






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