

Gizelle & John Sipin



The Sereno Group Real Estate
30 years as Negotiation Specialist in every market.
Helping our clients get what they want!

Clients For Life
November 2018

Be A Confident Mariner

Many years ago, Rene Henry invited some friends for an afternoon on his sailboat on Santa Monica Bay. The good times quickly soured when a thick blanket of fog appeared, making visibility almost nonexistent.

For Henry, who regularly raced his boat and sailed every month of the year, the fog was of no concern. GPS was not available at this time, but armed with a compass and nautical charts, Henry plotted a solid course that would bring the boat safely back to the marina.

Suddenly, Henry's boat was nearly cut off by several sailboats that emerged from the fog. Henry's guests noticed that the long line of boats was headed in a different direction from their own and suggested that the best course of action was to follow their lead. "All those captains couldn't be wrong", they said.



Henry was confident in the course he had charted, but agreed to recheck his calculations. He shifted control of the wheel over to his friend, so he could go below deck. When he returned, he realized his friend had taken them off course to follow the other boats.

Despite his friends' fears, Henry repositioned himself at the wheel and put the boat back on the course he'd established previously. His years of sailing experience had made him an able mariner, and sure enough, he delivered his party safely back to the marina.

Later that evening, Henry received a call from a friend who told him about how several sailboats had crashed onto the breakers at Venice Beach due to the fog.

Henry's experience is a good example of why you should trust your abilities, and never blindly follow someone else's lead.

On Gizelle's Mind

Dear Friends,

Here we are closing in on 2018 and I have nothing but gratitude for this year. It's been too fast which is always a constant topic but I have come to realize that's just a given. My childhood summers that stretched out forever are long gone. I think the long childhood summers had to do with hanging out with no schedules and nothing to do but an occasional rotten apple war in the orchard between the boys and the girls, 2 on 2. One summer I thought i'd make money by picking a bin of apples for Martinelli's. I thought it couldn't be that hard to fill up a bin. I can still see the very slow progress I made for a whopping \$35.00! Now it's not even profitable to have apples picked. The Grey Bears did it for a while but they've moved on too. The days of no schedules are gone and to be honest, I like being busy. I love what I do and it's always changing as everyone has different goals to accomplish when it comes to real estate. It's exciting to sit down and figure out the best path to my clients success and together make it happen. It's very rewarding to work together with great people who trust in my expertise. 30 years in the business has taught me so much. Seeing all kinds of markets and real estate cycles has been an education in itself. I am so grateful for my clients who turn into friends, grateful for the lessons I learn along the way, grateful for John and my family, who's always there for me. BUT, this year there is one thing that has eclipsed everything else in my life and that is my precious grandson, Aishian born on December 10th. Even though he lives across the country, we FaceTime just about everyday and seeing that sweet face brings both John and I so much joy, it's hard to describe. I think only grandparents can understand. I am so grateful that Kamala and Anderson make it a point to FaceTime with us. I'm grateful that Anderson is not in the background rolling his eyes saying "them again". He has welcomed us so graciously into their home when we come to stay, makes us feel so good. Thank you Anderson. We're so grateful for Alisha and Marcus too. They bring so much to our lives. So much to be thankful for every minute of everyday! We wish everyone a very Happy and Healthy Thanksgiving with family and friends to share in the feast.



Love, Gizelle

Whose Surprise Is It?



"No peeking," Reggie's dad said. Reggie shielded his eyes. His father's hands rested on his shoulders and slowly guided the boy to the family's living room.

"Happy birthday!" his dad said. "You can look now."

"Oh boy!" Reggie yelled as he ran across the room and hugged the neck of a huge hound dog. The dog and the boy stood nose to nose and then the dog licked the birthday boy in the face.

Reggie turned to his dad and asked, "Is he for me, or am I for him?"

Build Impulse-Control In Your Children

You might have heard of the famous Marshmallow Test, a study that looked at impulse control in a group of young children. The conclusion, accepted for many years, was that the children who displayed impulse control had better grades and were more successful in life.

However, this research did not control for an individual's ability to learn impulse control. Child behavior researchers offer many approaches to teaching children self-control, including this interesting technique:

Disrupt habits: Researchers believe one of the best ways to teach self-regulation is to provoke a child's ability to resist small impulses, kind of like building up an immunity to impulsive behavior.

An easy way to do this is by occasionally changing the rules when playing games that have children follow a specific set of directions. In the game "Red light, green light," for example, children are allowed to move about when they hear, "green light," and they must stop moving when they hear, "red light." When you change the rules so that red means "go" and green means "stop," you teach your children to ignore an impulse, go against habit, and fulfill new expectations.

Alisha & Kamala's Corner...

November is here and 2018 is flying by! It has officially been **5 months** since Marcus and I pulled the trigger and bought a new home in Roseville, CA. Leaving Santa Cruz was not easy and I miss my friends, family, weather and ocean but we have come to really love Roseville and when we look around we are really proud of where we are. Since then I have received a promotion to an Officer with Guardian as the Director of Compliance, taken on additional staff and responsibilities, Marcus' fire shift was changed to Tues-Thus with Fri-Mon OFF (still not sure how we scored that fire schedule) and my parents have visited to help us with decorating and getting settled. In the 5 months since moving we have made amazing neighbors, Bonnie and Chris, who have taken us in and been a great support system when Marcus is at fire and reconnected with old friends. It has been a great experience and we are looking forward to being settled and building our family here.

XOXO - Alisha

P.S. If you live in Santa Cruz and have a need for dog walking or vacation pet care please contact my friend Holly. You can visit her website at <https://kozysk9s.com/> or call her directly at (262) 366-6218. (Shameless plug - but she is amazing!) See her information on page 7.



Aishian is 11 months old. He's very observant and then very adventurous. He's wearing a size 24 and just took his first steps. We'll celebrate his first birthday with Family here in Norfolk and then are spending Christmas in St Croix and New Years Even in Jacksonville with Aishian's Godparents, Janae and Charles Hicks. When we return to Norfolk Anderson switches commands and starts a commute to Williamsburg. Please pray for our family as we transition during the new year with his new job. Gods got a plan much greater then ours, but all prayer is welcome. Wishing everyone a wonderful Thanksgiving and New Year! Kamala

Your Intangible Legacy

As most of us get older we begin to think about the things we will leave our loved ones after we depart this earthly plane. Money, property, and heirlooms occupy most of our considerations in this matter.

Yet we often overlook many priceless treasures that we possess and have inherited from others...

Do you share your father's work ethic, your mother's tenaciousness, your grandmother's loving spirit, and your grandfather's resilience? How we live our daily lives, the choices we make, and our values are influenced by the examples passed down to us from our ancestors. These are the legacies that shape our identity and interactions with others.

Share these explicitly with kids and grandkids, helping them see and appreciate these values that they've learned from you.

"Carve your name on hearts, not tombstones. A legacy is etched into the minds of the others and the stories they share about you."

~ Shannon L. Alder

Common People Foods That Are Bad For Dogs

While tempting to give Fido extra goodies, not knowing what is and isn't safe for dogs can cause serious harm. In particular, you should avoid giving your dog these common human treats:



Alcoholic beverages and food containing alcohol can cause vomiting, diarrhea, decreased coordination, central nervous system depression, difficulty breathing, tremors, abnormal blood acidity, coma and even death. Under no circumstances should your pet be given any alcohol.

Chocolate, coffee and caffeine all contain substances called methylxanthines, which are found in cacao seeds, the fruit of the plant used to make coffee, and in the nuts of an extract used in some sodas. When ingested by pets, methylxanthines can cause vomiting and diarrhea, panting, excessive thirst and urination, hyperactivity, abnormal heart rhythm, tremors, seizures and even death. Note that darker chocolate (including baking chocolate) is more dangerous than lighter chocolate.

Grapes and raisins can cause dogs to develop acute kidney injury (the sudden development of kidney failure) with anuria (a lack of urine production). The phenomenon was first identified by the Animal Poison Control Center (APCC), run by the American Society for the Prevention of Cruelty to Animals (ASPCA). Approximately 140 cases were seen by the APCC in the one year from April 2003 to April 2004, with 50 developing symptoms.

John's dropping a line

Happy Thanksgiving

Love this time of year not only because its the start of the holiday season but my lawn is going dormant and I wont have to cut it for at least a couple months...although my buddy gophers are still active and they drive me nuts. Our grandson is almost a year old already, I guess that is a easy way to say I'm one year older...Ha

We had a 2" pvc water pipe break at our home and lost 5,000 gallons of water to our front yard...had to dig pretty deep to find a couple of joints that broke open. We didn't have water for our house for 48 hours in repairing the pipes...it's amazing how much water we do use when the system is working correctly. We were using plastic bottled water to do everything and it took 4 bottles just to fill up my coffee maker, and what a privilege it is to just turn on the water at any sink and wash your hands...tough with bottled water.

This year at our home for Thanksgiving we decided to honor our loved ones that we have lost...putting up a shrine of pictures to see and remember and

"Sleep On It" Isn't Just A Saying

Many people report that when they wake after a good night's sleep, they find solutions and ideas they hadn't been able to think of the day before.

An article on the Medical News Today website explains why. According to neuroscientists, sleep is essential for consolidating memories.

Insufficient or poor sleep makes the synapses in your brain less effective, which interferes with your ability to learn and sort information.

Recent studies also suggest that taking a quick nap, or even just resting quietly for 10 minutes or so, can help new information settle into your memory so you can access it more readily afterwards.

remissness...with close to 30 of us sitting at one table we may need a few boxes of Kleenex. I'm smiling right now just thinking of my parents Johnny and Ethel, can't wait.

Looks like a little adjustment in the real estate market is taking place, usually happens when we have a election.

Wishing all of you a Happy Holiday and great festive food and enjoy your family and friends while they are close to you.

Gobble Gobble John





*"If you try to fail but
succeed, which have you
done?"*

~ George Carlin

*"Sleep is the best
meditation"
- Dalai Lama*

*We want to THANK ALL OF YOU for your continued business
and referring your friends and family to us.*

Welcome Clients:

Jessica and Dave Cameron referred by Jesse and Carle Cunha

Gayne and Ed Kemper referred by Deneice Smith

The Calvert Family referred by Heidi Rossi

Andreas and Dana Bunnett Guralas

Amy Fitts and Ron Bonnema

Tim Robins

Lauren and Jeremy West referred by Jesse and Carla Cunha

Aimee Castro and Will Richards

Victoria Bonney

Recommendation Corner



Kozy's K9s

Holly Korzeniewski

Insured Pet Sitter

Organic, Wheat-Free Treats

Phone: 262-366-6218

Website: www.KozysK9s.com

Email: Holly@KozysK9s.com

John and Gizelle Sipin
The Sereno Group
2407 Porter Street, Suite 16
Soquel, CA 95073
BRE #01029805
BRE #01029806

PLEASE FRIEND ME ON FACEBOOK

www.facebook.com/GizelleandJohnSipin

I post fun information about Santa Cruz local events!



Friends: Would you rather receive this electronically???

If so please email Alisha at: alishahightower@gmail.com.

Call me with your real estate questions and check out our website.

Gizelle at (831) 212-9800

gizelle@serenogroup.com

Find us at: www.sipinrealestate.com

Copyright John and Gizelle Sipin, 1979

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