



**Monthly Notice:** I consider myself to be a very positive person. I always believe in the best. At times I have my moments when human trait enters into pessimism. This month I have worked many hours, just like any other month. I spend 10-12 hours (or more) a day on various items and feel it is never going to end. When you work this hard, you wear down. You start to become on edge. You grow to be tired and start nitpicking at things. You know you are complaining but you believed you had an excuse to feel this way. You think you earned the right to whine a little; after all you put in the hard exertion. I felt this way throughout the day and felt I was justified with these actions until I viewed a clip on a TV program. It was "Inside The NFL". The clip shown was from the major earthquake in Haiti. As I fixed my eyes on this devastation, they showed buildings and areas destroyed. Rubble was everywhere. Sadness was part of the day. A country that had nothing in the first place, had so much less. The people did not cry. There was no mass-hysteria. They simply said, "we have lost our loved ones, but we will live on". I watch people walking around as if it was a way of life. Not happiness, but a sadness that has been part of their life, yet they were not giving in. I watched the capital, half destroyed, with soldiers and people viewing their flag being raised the next morning. They did not complain of what they lost or how much help they were not receiving in aid. They simply, sucked it up and stood proud that they were alive and they would live another day.

At that exact moment, it hit me like a ton of bricks. HOW DARE I! What right did I have to complain, nitpick, whine, nag, or be negative, when these Haitians are enduring such tragedy? These folks knew how bad they had it, but did not complain. I felt that they were better human beings than most of us who have it different. I have the chance to make it great on any given day. Within an instant, things can improve. Any moment can spin well. You have the power to make things grand. You can change it for the better. After this observation, a sensation came...



over me, and in a flash I stopped feeling sorry for myself just for being tired and worn down. I had so much energy and a new appreciation for my day that I did not sleep until 3 a.m. I woke early and had an abundance of delight for living a great life, and vowed to not complain or nitpick just for working hard. For this reason, I would like to dedicate this letter to Haiti. I hope that you will learn this valuable lesson and remember that we have it grand. We have a chance; they do not. Stop Whining.

**Did You Know??** The Celts and Druids of Ireland, Scotland, Wales, and N. France started Halloween as early as 800 BC. It marked the end of summer and harvest time. They would appease the good spirits by putting bread and fruits at the front door. The kids would dress to mimic a good spirit and go door-to-door taking these gifts. This celebration lasted for three days. And they call us party animals. Halloween is 2<sup>nd</sup> to Christmas for holidays.

**HERE'S A HELPFUL HINT: Third-Party Stories** Often we endure our own thoughts by presenting our view in a manner we feel flawless. Too many times, we will present information on a product pertaining to "I." I own this product, I use this product in this fashion, and I found it works great for me. One major point we are unable to grasp, the client does not care about your needs but his or her own. As negotiators, the "I" story does not give us power. It makes us weak in negotiating. All prospects want to relate to their equal and a negotiator is not their equal. You need to place all statements toward any negotiating deal in third-party content. Even if the story truly pertains to you, the content needs to be placed in the "third party", which will correlate to the client. If the client has a feature that is similar to other clients than the story should adapt. There are many reasons to use third-party stories, which will help all parties in reference to validity. To have a full explanation of this technique, please call my office for an appointment.

## LOOKING FORWARD

MBIC, LLC, is finalizing its new branch by selling homes at 20K to 30K. The 800 lines and marketing are in place and ready to roll. Personnel are ready to start helping people own a home for little down and a small monthly payment. This system will help folks who are unable to qualify for a home, the availability of ownership. Stay tuned to the next letter or website to find out more. If you have question or wish to help please call my office.



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