



GROUP ESTES *realty*

“Thank you expresses extreme gratitude, humility, understanding.”

-Alice Walker

Dear Client Advocates,

*November 2016*

We hope you all had a special Thanksgiving day and weekend... and more! You may have heard the saying, “Gratitude is the best attitude.” Gratitude is more than a passing “thank you;” it is a heartfelt way to acknowledge everything and everyone possible. There is appreciation to be found in everything, even if we have to look for a bit or think for a moment or more to find it. And Thanksgiving is more than a day, and more than a holiday; it is a frame of mind.

This month, in honor of a season of gratitude, this month’s flyer that outlines nine ways to express gratitude to the people who have gone the extra mile to help us. Ideas include writing a note, giving them a small token of appreciation like flowers or their favorite treat, or publicly acknowledging and appreciating their good deed on social media. Gratitude is more than good manners; it’s a great way to improve relationships with friends, colleagues and loved ones.

We want to take this opportunity to tell you how much we appreciate you! Your business and referrals allow this business to thrive. Thank you for being trusted and respected clients and allowing us to be your trusted real estate resources and advisors.

And thank you for your continued generosity as we support Northwest Harvest with our wine-tasting fundraiser events. Michael Florentino Cellars hosted our event a few weeks ago. And we are honored to be able to report that, together, we have donated \$17,343 to this very worthy cause. At \$.67 to feed a family of three, that’s almost 26,000 family meals. We are grateful to be part of all of this. And the wine was really yummy too! Thank you, Brad Sherman, owner and winemaker for donating the tasting fees.

Before wrapping up for this month, please do check out the highlighted vendors that we have for you here. We enjoy maintaining a database of trusted resources as part of our service. While it’s not fun when you need a resource for your home, we always enjoy hearing from you!

Spotlight Vendors for November

Craig Noreen - Busby Junk Removal - [craig@busbyjunkremoval.com](mailto:craig@busbyjunkremoval.com) - 877-404-5865  
Junk Removal

Moving Link - [info@movinglink.com](mailto:info@movinglink.com) - 425-882-7882  
Mover

Founder Christine Estes 206-910-7926  
Co-Founder Bob Ferguson 206-799-0997  
[Chris@GroupEstes.com](mailto:Chris@GroupEstes.com)  
[Bob@GroupEstes.com](mailto:Bob@GroupEstes.com)  
[www.GroupEstes.com](http://www.GroupEstes.com)

Group Estes Realty  
15600 Redmond Way  
Suite 200  
Redmond, WA 98052

Joe Schneider - JAS Design Build - jschneider@jasdesignbuild.com - 206-547-6242  
Construction, Design

Drew Bauer - Eastside Kitchen & Bath - Thetilewizard@hotmail.com - 425-686-4043  
Tile

Dave Greytak - Greytak Residential Remodel & Repair - davegreytak@gmail.com - 425-985-6209  
Contractor, Handyman

Best wishes for a heart and gratitude-filled holiday season. We appreciate your advocacy and the opportunity to be of continued service.

Sincerely,

Two handwritten signatures in blue ink. The first signature is cursive and appears to be 'Drew'. The second signature is also cursive and appears to be 'Dave'.

*Always looking for more ways to be of service ... if you know of someone who would appreciate the consistent level of service we provide, please introduce us via email, or call / text us with their name and contact information, and we'll be happy to follow up and take great care of them.*



## 9 Ways to Say

# Thanks

What's the best way to show appreciation and improve relationships with family, friends and anyone you associate with each day? Express gratitude. Aesop, the ancient Greek storyteller, said, "Gratitude is the sign of noble souls." While we may appreciate something a person has done for us, our gratitude often goes unexpressed or unnoticed. When someone goes above and beyond to help you out, acknowledge their efforts and show your appreciation with one of these thoughtful suggestions.

### 1 GIVE FOOD

Freshly baked cookies and pies, whether you made them yourself or bought them from the local bakery, are a nice way to show someone you appreciate them, or to say "thanks" for a good deed. Why? Everyone loves food. Find out their favorite treat and deliver it in person.

### 2 WRITE A NOTE

Nothing expresses gratitude better than a heartfelt, handwritten note card. You don't have to be a poet or have perfect penmanship. Just write from the heart and say why you're thankful.

### 3 RETURN THE FAVOR

If someone did something nice for you, return the favor. Did a neighbor pick up your newspaper and mail while you were gone on vacation? Pick up their newspaper and mail when they go on vacation, or offer to lend a hand if you see they need help.

### 4 PAY IT FORWARD

When someone does something nice for us, it's natural to pay that generosity forward. If the person in front of you at your favorite coffee place buys your coffee, say "thanks" and pay their generosity forward by buying coffee for the person behind you.

### 5 DELIVER FLOWERS OR A COLORFUL PLANT

Brighten someone's day and show you appreciate them with a bouquet of flowers or a colorful, easy-to-care-for plant, such as lavender, aloe, jade, ferns and snake plant. All of these plants are resilient in case the recipient doesn't have a green thumb.

“I would maintain that thanks are the highest form of thought; and that gratitude is happiness doubled by wonder.”  
- G.K. Chesterton

## 6 GIVE THEM SOMETHING USEFUL

Never underestimate the power of a useful and thoughtful gift. If you know the person well, think about their interests—what do they like or enjoy doing? For example, if they garden, get them a pair of gloves to say “thanks” for their help. If they love wine, buy them a bottle of their favorite wine. They’ll know how grateful you are, and will appreciate you personalizing the gesture.

## 7 GIVE A GIFT CARD

Gift cards are ideal for those you may not know well, but have some ideas about their daily life. If they’re into cooking, get them a gift card from the local kitchen store. If you know the person spends a lot of time in their car zipping around town, get them a gift card from a local coffee shop so they can enjoy a beverage on the go.

## 8 SING THEIR PRAISES ON SOCIAL MEDIA

When you write a message on a connection’s profile, the comment will be shared with their family, friends and colleagues. Sing their praises by tagging them in a post thanking them for their help. When people within your networks see it, they can “like” the status, which will make the person feel appreciated.

## 9 DONATE MONEY TO CHARITY IN THEIR NAME

If you want to say more than “thank you,” and the person has everything, donate to one of their favorite charities, in their name. Either browse for favorite organizations on their social media pages, or ask them directly for the name of their preferred charity. They’ll not only enjoy the gesture, they’ll also appreciate you listened to them and respected their interests, which helps to build relationships.



# 5 Benefits of Gratitude



There’s more to gratitude than appreciating what you have; it’s also scientifically proven to be good for your overall health and wellness.\*

- 1. Improved health.** Grateful people report fewer aches and pains and are more likely to go to the doctor for a checkup.
- 2. Improved sleep.** Want to get a better night’s sleep? Write down what you’re grateful for at the end of the day. Science shows those who express gratitude sleep better and longer than their peers.
- 3. Boost your self-esteem.** People who express gratitude have higher self-esteem than those who don’t.
- 4. More empathy.** When you’re grateful, you’re more likely to help others and are less likely to exhibit aggression or hostile behavior.
- 5. More resiliency.** Grateful people tend to be more resilient than their peers.

\*Source: Newsweek, November 25, 2015