



From the Broker's Desk Nancy C. Rowe

Is it time to refresh your walls with a new coat of paint? Are you checking out the paint colors in the architectural magazines or the color charts at your local paint store? Remember that the colors in a publication may not look the same in your room due to the difference in the size of the space and available lighting. Each paint company is promoting their colors for 2017 so how do you choose which of the trending colors will work for you? If you are anticipating a sale in the near future, stay with neutral colors and accent with your furnishings and decorations. White tones are no longer in vogue as consumers have turned to more color combinations. If you are re-decorating for your personal pleasure, then select colors than work with your personality. If you are a creative and social personality then you would probably select colors of dusky blues, spicy reds and lime greens which captivate attention. If yours is a more traditional personality and you are just looking to create a more contemporary space then it would be the earthy greens and taupes. If your personality is one that finds it hard to make a decision or worries about that decision, then stay with the pale pastels in pinks, blues and yellows which will give color to your rooms without creating unnecessary stress on you. It's amazing how closely our color preferences align with our astrological sign.

Find your Zodiac sign below:

- Aquarius: January 20-February 18.
- Pisces: February 19-March 20.
- Aries: March 21-April 19.
- Taurus: April 20-May 20.
- Gemini: May 21-June 20.
- Cancer: June 21-July 22
- Leo: July 23-August 22
- Virgo: August 23-September 22
- Libra: September 23-October 22
- Scorpio: October 23-November 21
- Sagittarius: November 22-December 21
- Capricorn: December 22-January 19

- Color Violet
- Color Indigo
- Color Red
- Color Green
- Color Orange
- Color Violet
- Color Yellow
- Color Blue
- Color Green
- Color Red
- Color Violet
- Color Blue

- Highly creative with keen sensitivity
- Highly sensitive to external influences
- High passion, high energy and enthusiasm
- Hearth, home, growing things are foremost
- High level of diversity, sociability, inspiration
- High perception and idealism
- High energy, humor, intelligence, courage
- Helpful, understanding, intuitive, calming
- High emphasis on life, health and harmony
- High sensuality, love, potential
- High enthusiasm, temperance, adventuresome
- High perception, confidence, instinct

Whether re-decorating, re-modeling, buying or selling, the experienced Agents of WILLOW Realty stand ready to assist.

WILLOW REALTY 2016 STAR AWARDS



(2.5) ★★
Debbie Teague



★★★ (2.6)
Nancy C. Rowe



The most important single ingredient in the formula of success is knowing how to get along with people.
~ Theodore Roosevelt



Do not wait; the time will never be 'just right.' Start where you stand, and work with whatever tools you may have at your command, and better tools will be found as you go along. ~ George Herbert

Red-Hot Red Velvet Brownies © MidwestLiving.com

- Brownies:**
- 2 c all-purpose flour
 - 1 tbs unsweetened cocoa powder
 - 1 tsp ground cinnamon
 - 1/2 tsp salt
 - 1 c butter
 - 2 c granulated sugar
 - 4 eggs, lightly beaten
 - 1-oz bottle red liquid food coloring

- Cream Cheese Frosting:**
- 8 oz reduced-fat cream cheese (Neufchatel), softened
 - 2 c powdered sugar
 - 2 tsp vanilla
 - 2 - 4 tbs milk (if necessary)



Preheat oven to 350 degrees . Line a 13x9x2 inch baking pan with foil. Coat foil with cooking spray; set aside. In a large mixing bowl, combine flour, cocoa powder, cinnamon and salt; set aside. In a large saucepan, melt butter over medium heat. Remove from heat. Stir in granulated sugar until combined. Stir in eggs and the bottle of food coloring. Add butter mixture to flour mixture and stir with a wooden spoon until well combined. Pour into prepared pan. Bake for 20 to 25 minutes or until a toothpick inserted in center comes out clean. Cool on a wire rack.

Prepare Cream Cheese Frosting. In a medium mixing bowl, beat cream cheese with an electric mixer on medium speed for 30 seconds. Beat in powdered sugar and vanilla. Beat until well combined. If necessary, beat in milk to make icing a spreadable consistency.

When cool, use foil to lift brownies from pan. Carefully remove slab of brownies from foil onto a serving platter. Frost generously, chill until icing is set, then cut into squares.

The Top 10 Tips on Managing Conflict, Emotional Tension and Anger

To be a safe and predictable person for those around you at work and at home, it is essential that you are able to maintain your composure when you feel like your 'buttons' are being pushed. This strength will help you to achieve your goals in business as well as your goals for your personal relationships.

1. Share negative emotions only in person or on the phone. E-mails, answering machine messages, and notes are too impersonal for the delicate nature of negative words. What feels like a bomb on paper may feel like a feather when delivered in person.
2. Pepper your responses with the phrase, "I understand". This phrase will support your goals when the tension is high and you need to find common ground to form compromises or agreements with the other party.
3. Take notice when you feel threatened by what someone is saying to you. Resist the temptation to defend yourself or to "shut down" the other person's communication. It will take this kind of discipline to become an open, trusting communicator.
4. Practice making requests of others when you are angry. It is often much more useful to make a request than to share your anger. For example, if the babysitter is driving you crazy by leaving dirty dishes in the sink, it is better to make a request of them than to let your anger leak out in other ways such as by becoming more distant.
5. Try repeating the exact words that someone is saying to you when they are in a lot of emotional pain or when you disagree with them completely. This mirroring technique can keep both the speaker and the listener 'centered' in a difficult conversation, especially when the attitude of the person doing the mirroring is to gain understanding of a different point of view.
6. Take responsibility for your feelings to avoid blaming others. Notice when

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begins to leak into your speech. "I feel angry when you are twenty minutes late and you don't call me" is much better than, "You make me so mad by being late."

7. Learn to listen to the two sides of the conflict that you are in as if you were the mediator or the counselor. If you can listen and respond in this way you will bring peace and solutions to the conflict more quickly. For example, in response to an employee's raise request, you might say, "On the one hand I understand that you really need the raise, and on the other hand I represent the company, whose funds are very scarce at this time. Is there a way that I can work on your compensation package that does not involve cash?" Here, the mediator's point of view can look for the creative compromise that takes into account the limits and the needs of both parties.
8. Take a playful attitude towards developing the skill of emotional self-control in high conflict situations. You could view maintaining self-control in a tense, angry conversation as an athletic feat. You could also view developing this skill as similar to working out at the gym with weights - the more that you use your self-control muscle the bigger it will grow and the easier it will be to remain calm when tension is great.
9. Wait a few days to cool down emotionally when a situation makes you feel wild with intense feelings, such as rage. As time passes, you will be able to be more objective about the issues and to sort out the truth about the situation more clearly.
10. Make a decision to speak with decorum whenever you are angry or frustrated. If you give yourself permission to blow up, people will not feel safe around you. They will feel that you are not predictable and will carry 'shields' when they are near you. The fear and walls of others will not support your goals for success in relationships or at work.