



From the Broker's Desk
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**Our Listings are Selling.
We Need New Listings.**

Ever wonder what all those letters behind a Realtor's name might mean? Realtors have the opportunity to increase their skills, proficiency and knowledge in different areas of real estate and earn a designation in that field. Once the course requirements are met, a Realtor may advertise their designation affiliation. Check out these designations.

- ABR-Accredited Buyer Representative: In-depth training in servicing buyers
- ABRM-Accredited Buyer Representative Manager: For brokers, owners & managers
- ACRE-Accredited Consultant in Real Estate: Using consulting approach versus sales approach
- ACR-Accredited Seller Representative: In-depth training in servicing sellers
- AHWD-At Home With Diversity: Increase awareness and sensitivity to different cultures
- ALC-Accredited Land Consultant: Specializing in land brokerage transactions
- ASP-Accredited Staging Professional: Understanding the art of home staging
- CCIM-Certified Commercial Investment Member: Commercial training in all aspects of commercial real estate
- CIPS-Certified International Property Specialist: Training to work with buyers/sellers from different countries
- CPM-Certified Property Manager: Training in every area of real estate management
- CRB-Certified Real Estate Brokerage Manager: For managing brokers to increase their level of industry knowledge

CRP-Certified Relocation Professional: Must have minimum of 2 years' experience in relocation transactions
 CRS-Certified Residential Specialist: Advanced training for experienced Realtors in listing and selling

- E-Pro-Certified Internet Professional: How to navigate the internet and incorporate digital devices into daily use
- GRI-Graduate Realtor Institute: Core training for Realtors involved in residential real estate
- GAA-General Accredited Appraiser: For appraisers whose education and experience exceed state requirement
- MRP-Military Relocation Professional: Training to work with current and former military service members
- Realtor-A member of the National Association of Realtors who must adhere to a Code of Ethics
- RSPS-Resort & Second-Home Property Specialist: Training for Resort & Second Home markets
- SFR-Short Sale & Foreclosure Certification: Training to work with finance, tax & legal professionals for distressed sellers
- SRES-Seniors Real Estate Specialist: Training to work with the 55+ clientele
- SRS-Seller Representative Specialist: Training in all areas of the home selling process

There are other designations and certifications and new ones will be developed over time. When searching for a Realtor, look for experience and knowledge to ensure a successful transaction. The Agents of WILLOW Realty meet that standard so call on us for your next real estate transaction.

No one can make you feel inferior without your consent. ~ Eleanor Roosevelt



8 Spring Gardening Hacks

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Eggshells and Coffee Grounds-Combining eggshells and coffee grounds and mixing them into your soil as compost serves two purposes: it provides your soil with much needed nutrients and it prevents blossom-rot on fruiting vegetables. That's a win-win!

K-Cups as Seed Starters-Why not reuse those K-Cups after your morning cup of joe instead of just chucking them into the garbage? K-Cups have a little mesh strainer at the bottom of each container which makes them perfect because the water will drain through but the soil will stay put. Simply remove grounds, add soil (you can mix some of the grounds in for extra nutrients), plant seed, cover with more soil, and water. We recommend covering your seed-starters with plastic wrap in order to block in the moisture. Make sure to put your seed starters somewhere where there is sun-

light and you should see your seeds sprout within just a few days.

Protect Plants with Milk Jug Tops-Cold weather at night can kill little seedlings in your garden. Try covering them with the top half of a milk jug in order to create their own personal greenhouse. Start by cutting off the bottom half of a milk jug and place over plant and push into the soil so that it stays put. Remember, they will only need the protection when it's cold so you'll want to remove the milk jug when temperatures are above 40 degrees.

Save Your Cooking Water-Maybe you've never thought about saving your cooking water but think about it, that water is loaded with nutrients. Instead of dumping it, why not water your garden with it? By doing this, you're giving your plants a little something extra to help them grow and stay healthy. If you don't plan on watering right away,



just save it for the next time you're watering. Also, let that water cool down, let's not scald our plants!

Soap Under Nails-This one is super simple but sometimes it's all about the little things in life. Getting dirt under your nails is not ideal but it's almost always bound to happen when you're gardening. Try scratching a

bar of soap before heading outside, the soap will prevent any dirt from getting under your nails and as an added bonus the washup is super easy.

Grow Roses in Potatoes-Early spring is a great time to plant your roses because it's still early enough and the weather is mild. Here's a trick for getting even healthier and more beautiful roses out of your rose cuttings -- Plant them in potatoes! This may sound strange but it's super simple. Take your cut rose and push it into a small potato before planting it into your soil. The potato will help keep your rose moist in addition to regular watering.



Epsom Salt as Fertilizer-Epsom salt has many healing uses for people but did you know that it can also benefit your garden? For one, it can act as a fertilizer for your garden and eliminate the need for chemicals. All you have to do is sprinkle it onto your soil in addition to your organic materials and it will help improve nutrient absorption. As an added bonus, it helps deter pests too!

Water Plants with Paper Towels While Away-Don't have anybody to water your plants while gone for a few days? No problem. Here's a solution that's almost too easy to be true. All you need is some paper towels and a glass of water. Take some paper towels, roll up as tight as you can, lay besides plants and leave the end in the glass of water. The paper

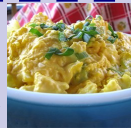
towels will soak up the water and distribute evenly along the soil. Just make sure that the end of the paper towel hits the bottom of your glass.



Heavenly Egg Salad

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- 6 eggs
- 1/4 c mayonnaise
- 1 tsp Dijon mustard
- 1/2 tsp prepared yellow mustard
- 1/2 lemon, juiced
- 1/4 c chopped green onions
- salt & pepper to taste



Place eggs in a saucepan and cover with cold water. Bring water to a boil and immediately remove from heat. Cover and let eggs stand in hot water for 10 to 12 minutes. Remove from hot water, cool and peel. For faster cooling, place the eggs in an ice bath before peeling. In a medium bowl, stir together the mayonnaise, Dijon mustard, yellow mustard, lemon juice and green onions. Chop the eggs into big chunks and mix gently with the dressing. Season with salt and pepper.