

GOOD FENCES MAKE GOOD NEIGHBORS, OR DO THEY?

They live next door to you. They may have parties constantly, they may be shy, they may take over the neighborhood, or they may be friendly. They are your neighbors.

No matter who they are, they have their own distinct personality which could unlock the secret to peaceful coexistence. There are basically four personality types: driver, analytical, expressive and amiable. Regardless of their personality, everyone operates on the principle of pleasure and pain. The tricky part of this is what is pain to one person may be pleasure to another. By identifying your neighbors personality, you can use the pain and pleasure principle to improve your relationship with them. This also follows through with any interpersonal relationship: co-workers, peers, and friends.

Expressives (aggressive people oriented individuals) love to be the center of attention.

Amiables (non-aggressive people oriented people) would rather blend into the background. While an expressive would enjoy giving a speech to 100 people, an amiable would find this experience painful. Likewise, **drivers**

(aggressive, task-oriented individuals) would probably find more pleasure in a fast-paced controlled atmosphere while **analyticals** (non-aggressive task-oriented people) would experience pain because there is not enough time to ensure precision. A driver's pain is caused by lack of control and an analytical is in heaven if they can have every last detail.

Do your neighbors fit any (or all) of these descriptions? We all may not fit neatly into just one category, but may have aspects of each personality type. Understanding the personality of your neighbor may make that six foot tall, 3 feet thick wall not necessary.

From: Vol.1 Issue #8 "First Things First"
First Union Securities August 2001

Courtesy of Synergy Solutions, Inc. ©2000. Used with Permission. Synergy Solutions helps individuals increase their income and decrease the number of hours they work by implementing powerful sales and marketing systems. For information on how Synergy Solutions, Inc. can help YOU increase your business potential call Synergy today toll-free 888-230-2300 or visit www.synergysolutions.net

Life is like a moving vehicle
with no brakes.

If you spend too much time
looking in the rearview mirror, you
are likely to ram a tree through
your front window.

That's why your rearview
mirror is smaller than
your windshield.

- Terry Paulson

Summer BBQ Time—Avoid Food Poisoning

Follow these guidelines for safe summer cooking on the grill:

➤ **Wash your hands** before you start. You don't know where your hands might have been!

➤ **Keep meat or chicken refrigerated** until you are ready to put it on the grill. This includes keeping it on ice in the cooler if camping or traveling. Don't allow meat to defrost outside the refrigerator.

➤ **Use two plates**—one for raw items and another one for cooked.

➤ **Use a meat thermometer** to check doneness. The color of meat is not always a reliable indicator. Cook steak between 145°F and 160°F, beef burgers to 160°F and chicken to 180°F.

➤ **Don't reuse raw meat marinade** on the cooked meat. Save some on the side if you intend to use it on the cooked meat.

Once the food is cooked, try and serve it as soon as possible.

With outdoor temperatures above 80 degrees, the cooked food can be without refrigeration for about an hour. In cooler weather you have a two-hour window.