

VISIT US AT WWW.SELLINGVIRGINIA.COM

The Green Pages

Serving Northern Virginia & Points South Since 1969 JANUARY 2005

2005 - 2006 Academic Year

Scholarship Program

The well-known Long & Foster Scholarship, begun in 1993 in celebration of our 26th anniversary, is awarded each year to well-rounded, deserving high school seniors in Long & Foster's service area to help them with college expenses. These scholarships are awarded each Spring, \$1,000 per individual, and one-time only. This year,

the Scholarship will be awarded to 200 recipients, up from 150 in previous years.



Application Deadline Notice:

The applications for the 2005-2006 Long & Foster Scholarship must be completed in its entirety and postmarked by March 1, 2005 to be considered. Thank you for your interest in the Long & Foster scholarship program and we wish you the best of luck. If you would like to receive an application contact our office at 703-492-1700 or email me at cherish.green@longandfoster.com. To apply online go to www.longandfoster.com/scholarship

INSIDE THIS ISSUE

- WE ARE MOVING
- PREFERRED PROFESSIONALS
- ITEMS FOR SALE
- BIRTHDAYS & ANNIVERSARIES
- COMCAST SPOTLIGHT
- WHAT YOU SHOULD DO IN ORDER TO SELL YOUR HOME!
- LONG & FOSTER SCHOLARSHIP PROGRAM
- INTERESTED IN A CAREER IN REAL ESTATE
- PATTI GREEN & COMPANY'S CHRISTMAS KIDS
- ODDS & ENDS
- PATTI GREEN & COMPANY'S REFERRAL PROGRAM
- KEEPING YOUR NEW YEAR'S RESOLUTIONS

INTERESTED IN A CAREER IN REAL ESTATE

Free Career Counseling

If you are considering a new career in real estate or are transferring from another company, Patti Green & Co. is looking for associates to join our team. Give us a call and we will tell you more. Prospective Sales Associates are given all the information they need to decide if a career as a Real Estate Associate at Long & Foster's Patti Green & Company is right for them.

**CALL TODAY FOR MORE INFORMATION
703-492-1700**

What you should do in order to sell your home!

- **The Exterior “Curb Appeal”**
 - Trim lawn and shrubs
 - Remove lawn tools, garden hoses and any clutter from your yard
 - Check all roof shingles are laying flat and in place
 - Check windows and siding (solid caulking around all windows and doors)
 - Repaint any deteriorated trim paint
 - Keep walks free of snow, ice & leaves
 - Make the front door gleam (This is the first impression of your home)
 - EXTRAS: Seasonal Decorations, Flower Beds, Brass Door Knocker
- **The Foyer**
 - Keep your home well lit and smell fresh & clean
 - Invest in a new Welcome rug
 - A fresh coat of paint in the foyer in a neutral color
 - Carpet should be clean & woodwork unmarred
 - Extras: Door Chimes, Dead bolt or chain
- **The Living Room**
 - Discard broken or frayed furniture that you do not intend to move now
 - Open Curtain
 - Add fresh flowers or drop bath oil or vanilla on light bulbs
- **The Kitchen**
 - Appliances should be spotless in perfect working order
 - Replace or repair anything that sticks, squeaks, or dips
 - All counters should be open and uncluttered
 - Floors & walls should be inviting light colors and serviceable (resistant to grease & moisture)
- **The Master Bedroom**
 - Uncluttered Furnishings; define areas (sleeping, sitting, dressing) by furniture arrangement. Show the true size of closets by removing or packing items that can be stored elsewhere.
- **Bathrooms**
 - CLEAN
 - Fix any leaky faucets
 - Repair any caulking or grouting

- **The Recreation Room**
 - Fireplace or woodstove should be clean with fresh logs
 - Keep spaces open
- **The Garage**
 - Clean oily floor
 - Sell giveaway toss unnecessary articles
 - Strong Overhead light
 - Keep things tidy
- **The Basement**
 - Organize, hang tools on peg boards, put items on shelves
 - Damp area place bag of limestone
 - Clean exterior water heater Change filter furnace
 - Make inspection access easy
- **The attic**
 - Replace light bulb
 - Pack anything you are going to move
 - Toss anything else

LIZAMA'S PAINTING

FREE ESTIMATES

703-314-6661

**AFFORDABLE
PAINTING**

Be sure to mention the Green Pages

**GEORGE MASON
MORTGAGE, LLC**

A Subsidiary of CARDINAL BANK



Timur J. Tunador
Sr. Loan Officer

Office: (703)934-4108

Cell: (703)403-5462

ttunador@gmmlc.com

www.gmmlc.com/ttunador

With over 12 years experience and the backing of Northern Virginia's largest lender, I can help make the financing of your home the stress-free process it is meant to be. Call today or apply online!

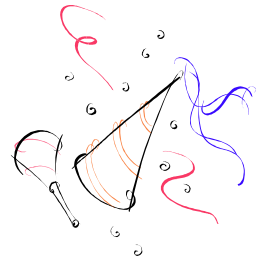


Odds & Ends

JANUARY, the first month in the modern calendar, consisting of thirty-one days. The name (Lat. Januarius) is derived from the two-faced Roman god Janus, to whom the month was dedicated. As doorkeeper of heaven, as looking both into the past and the future, and as being essentially the deity who busied himself

with the beginnings of all enterprises, he was appropriately made guardian of the fortunes of the new year. The consecration of the month took place by an offering of meal, salt, frankincense and wine, each of which was new.

New Year's Day will be Jupiter's opposition, when it reaches a point in the sky opposite that of the Sun. It will be relatively close to Earth -- a mere 395 million miles away. Even the smallest telescope can see the view of Jupiter that Galileo marveled at in 1610 when he became the first human to see its miniature solar system.



World's Most Famous Coffee Pot Retires: The Trojan Room Coffee Machine, after years of faithful brewing live online, has been retired and sold at auction. In 1991, computer science students at England's Cambridge University became frustrated after continually finding the coffeepot empty after climbing several flights of stairs to get a fresh cup. After about a day's worth of programming and wiring, the students had a camcorder relaying images of the coffee pot filling up directly to their computer screens. Two years later the pot appeared on the Internet via the world's first webcam. The site achieved a sort of cult status and has had an estimated 2.5 million visitors. The university's computer department moved to a new building in 2001 and the students decided to put the old coffee maker up for auction-online, of course. In August, the pot sold on eBay to the German news magazine "Spiegel Online" for 3,350 pounds (about \$4,771 U.S.). The students planned to buy a "shiny new espresso machine."



The Darker Side of Coffee: That morning cup of coffee and its jolt of caffeine on which so many people depend to start the day could prove deadly - especially for alien frogs. Caffeine is a central nervous system stimulant that interferes with neurotransmitters in the brain, increases heart rate, and constricts blood vessels. The U.S. Environmental Protection Agency announced Oct. 1, 2001, that it had approved the use of caffeine to combat coqui frog infestations in Hawaii. An overdose is lethal to the coqui frog. The non-native Caribbean amphibian has no natural predators in the islands and is breeding prolifically.

Populations may exceed 10,000 frogs per acre, and the frogs eat as many as 50,000 insects a night, competing with native insect-eating birds. Though the EPA's approval was not granted for reasons of noise control, residents and visitors alike would welcome a relief from the frog's extraordinarily loud mating call. At dusk the frogs climb into the trees -- where they remain until dawn -- and begin emitting a two-note "chirp" that reaches noise levels comparable to a lawn mower or a helicopter.

Patti Green & Company's Christmas Kids



Hanna Nussbaumer



Gavin & Angelina Clark



Cole & Sienna Lambert



Aydan McAllister & Seth Heywood



Rowen Bergman



Shaun & Colby Blackburn



Jake & Sarah Lockett



Cherish & Jason Avallone



Autumn Resch

Thank you to everyone that sent beautiful Christmas pictures. Please continue to send your photos throughout the year so everyone can share how beautiful each and everyone of our children are. We get calls, letters and emails from many of our readers that love to see our kids and how they change every day. **THANKS AGAIN FOR SHARING!**



Keeping Your New Year's Resolution

It's that time of year again when we start talking about a new years resolution. Everyone talks about them but how many actually follow through with them. We know that within a few days or weeks, the resolutions will be forgotten. But yet we all seem to worry about making one every year. I guess that it is because there is a small chance that we could follow through with it this year.

There is the usual resolutions, such as losing weight, changing jobs, and/or making money. The problem is that these are too vague and tend to be the same ones that were not followed through with in the past years. For new year's resolutions to work, they need to be well thought out and have real meaning. If they do not they become an item on your wish list, instead of actually doing something with meaning.

The word resolution comes from resolve and means to make up ones mind or decide firmly. Even though many of us know that resolutions don't usually work, we still seem to want to make them. Maybe the reason for us wanting to make one is because other people around us want to, so we feel that we should follow suit. There is something about a new year, a new beginning, and a fresh start which encourages us to make new years resolutions. It is a powerful feeling to know that you have a year ahead of you and you can choose what you do with it. It is a time to reflect on where you want to go next.

Maybe instead of resolutions we can commit to actions and changes. The key to achieving what you really want in life and business is to take action to achieve those changes. It's the lack of action which stops us from having what we most want. What you want will be different for each individual and may include:

- More time in your personal life
- Less stress and more fun
- Greater business and career success
- Balance between work and home
- Altering your management or leadership style



You may think that life and business should be separate, yet they can be linked. The key point is that you choose which is more important to you and focus on that.

With all this talk about new years resolutions, this may have encouraged you to make a new years resolution. I encourage you to make one, but be consistent and choose one that you are likely to follow through with.

**Comcast
SPOTLIGHT™**

See your business grow with Targeted advertising on the most Popular cable network & programs.

Call today to see how affordable Cable Advertising can be!

For more information contact:

Renee Beck

Account Executive
Comcast Spotlight
Prince William Office
(703)583-4829
Email: renee.beck@cablecomcast.com



**Eastern
Mortgage Services**
A Division of National City Mortgage Co.

Lake Ridge Branch
13000 Harbor Drive, Suite 300
Lake Ridge, VA 22192

**Kim Ramey
Senior Loan Officer**

Office 703-551-4177
Fax 703-492-7998
Pager 703-705-6360
Email duncanrameyk@compuserve.com

cns

COMPUTER & NETWORK SERVICES

www.cnsva.com

COMPUTER & PRINTER INSTALLATION	VIRUS REMOVAL & PROTECTION
HARDWARE & SOFTWARE INSTALLATION	HOME WIRELESS NETWORKING
COMPUTER DIAGNOSTICS & REPAIR	GRAPHIC DESIGN
WINDOWS & MACINTOSH PLATFORMS	HOME THEATER INSTALLATION

(703) 580-7142

TINT & WINDOW

AMERICAN

Glass Tinting · Window Cleaning · Exterior House Washing

**Jason B. Dunphy
Perfectionist**

(540) 428-3133



American Home Modifiers, Inc.

Fulfilling All Of Your Home Improvement Needs
Derek Mordan, President

Kitchens, Bathrooms
Dry Wall
Ceramic Tile
Painting
Handy Man Services

Office: 540.720.6007
Mobile: 571.259.6067
E-Mail: amhomemod@verizon.net
Licensed & Insured

**ON THE
RHOADES**



**MOBILE
CAR WASH & DETAIL**

703-577-8499

**TWINKIE & NICOLE
DARNELL**

PROFESSIONAL STYLISTS

**CALL TODAY TO MAKE AN APPOINTMENT
BE SURE TO MENTION WHERE YOU SAW
THIS AD!**

**703-455-4499 / 571-722-2382
EMAIL JDARNELL1@COX.NET**

We take great pride in the hundreds of families we have helped with their Real Estate needs over the years and we would like to offer you free space in our Preferred Professionals as a way to say THANK YOU. If you offer a service and would like to see the name of your firm in our newsletter just give us a call,
703-492-1700

Ask for Cherish Green or email me at cherish.green@longandfoaster.com

**First Class
GLASS**

AUTO

- *Mobile Glass Replacement*
- *Crack Repair*
- *Insurance Claims*

HOME

- *Vinyl Replacement Windows*
- *Entry / Interior Doors*
- *Sliding / French Doors*
- *Shutters / Window Trim*

**Craig Avallone
703-615-9319
Fax 703-997-4005**

Preferred Professionals

Mortgage Company

Eastern Mortgage Services/Kim Ramey

703-551-4177

George Mason Mortgage/Timur Tunador

703-934-4108

Tree Service

Tree Bark/Vinny Resch

703-690-6064

Home Inspector

Advanced Building Consultants/Jeb Paarfus

703-495-0939

Home Diagnostics, Inc./Bill Meininger

703-583-0967

Home Improvements

Swecker's Home Improvement/Kasey Swecker

703-494-2541

American Home Modifiers, Inc/Derek Mordan

540-720-6007

House Cleaning

Guadalupe Quinteros

703-675-8960

Termite/Pest Control

Bob's Termite & Pest Services

703-497-2225

Accounting/Booking

F.C.I. Stephanie K Hill

703-494-7390

Window Replacement (Home & Auto)

Craig Avallone

703-615-9319

High End Car Repair

Dave Bergman

703-380-0465

Faux, Murals Interior & Exterior Painting & Wallpapering

Michaela Langford

703-680-1483

Lizama's Painting

Jose Zepeda

703-314-6661

Tours & Charter Services

Samuel Crawford

571-437-1118

Pleasure Paradise/All Natural Products for Mind, Body & Spirit !

Michelle Talbot

703-670-0877

Title Company

First Guardian Title

703-643-0000

Window Tinting & Power Washing

Jason Dunphy

540-428-3133

Computer & Network Services/CNS

Matthew Harner

703-580-7142

Professional Stylists

Nicole & Twinkie Darnell

571-722-2382

Mobile Detail & Body Wash Service

Mike Rhodes

703-577-8499

Carpet & Flooring

Carpet & Floor Outlet/Nadar

703-497-4747

**HAPPY NEW
YEAR
EVERYONE!**

Thank You to all of our friends and family. If you know anyone who would like to receive the Green Pages, let us know! Email me at Cherish.Green@LongandFoster.com

WE ARE MOVING



Patti Green & Company is relocating to 13875 Hedgewood Drive Woodbridge, VA 22193. Our new office is located across the street from BJ's on the Prince William Parkway effective 1/13/2005. Please feel free to drop by and visit us at our new location. Our number will remain the same 703-492-1700.

PATTI GREEN & COMPANY'S REFERRAL PROGRAM

Patti Green and Company is offering a **\$100 Gift Certificate** to Panino Restaurant in Manassas, Virginia in the month of January for those who participate in our referral program. The criteria is, any referral sent in January that goes to settlement in 2005 will receive the certificate after settlement. We just received our first referral of the year, Jason & Heather Dunphy referred Jim & Tammy Schawb. We hope that we can find them a home and send you to dinner. Panino was just listed in Washingtonian magazine as one of the 100 best restaurants in Virginia, Maryland & the District. For a review of this restaurant go to www.washingtonian.com **CALL OR EMAIL ANY REFERRALS TO 703-492-1700 OR CHERISH.GREEN@LONGANDFOSTER.COM**



Long & Foster Realtors
2070 Old Bridge Road
Suite 103
Woodbridge, VA 22192
703-492-1700
www.sellingvirginia.com

When Real Estate Experience Counts