



TraVek Presents:

TIPS & CLIPS

SEPTEMBER/OCTOBER 2019

TraVek Remodeling
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Hello friends! We are pleased to send you this monthly issue of *Tips & Clips*. It is our way of saying that you are important to us and we truly value your business. Please feel free to pass this newsletter on to your friends and neighbors. Enjoy!

Calendar of Events

Coming up...

September 2: Happy Labor Day

September 28: Design & Remodeling Seminar 10:00 AM - 2:00 PM at TraVek. 15575 N 83rd Way Ste A-4, Scottsdale, AZ 85260 Registration required, seating is limited.

If you or your friends are considering remodeling, join us at TraVek for an informative evening about what is helpful to know before you start remodeling. The design team along with the President and several other team members will be here. Bring a notebook! There's a lot of information. Registration is required and is limited. Lunch will be served. R.S.V.P. at www.travek.com.



Recognized Excellence

"Thomas did an excellent job on our handyman project. He not only did a great job, but he is really a nice person, too! We're very happy with what he did for us."

John E., Phoenix

Thanks for the Referrals in July/Aug:

Alex R, Scott & Ann M, Galit C, Larry & Joy M, Vernon G, Claudia W, Dale M, Matt K, Steve S, Brian G, Colleen O, Anees, Gabriel, Fernando O, Michael.

Dear Valued Customers and Employees,

I hope this finds you well. By now, the kids are back in school and if you're like most people, the Fall and Winter routines have started once again. Summer vacation time is always nice, but it usually feels good to add a little structure back into the day, despite of the heat that is still hanging around.

Our Remodeling Seminars have been fun and successful. Attendees have expressed appreciation of the information they are getting in order to help them make more informed decisions in regards to their upcoming remodeling projects. If you or anyone you know is considering a remodel, especially for a first time, check our website for the next seminar date. The events have been filling up, and registration is required, so it's better to register sooner rather than later.



We love the questions at our Remodeling Seminars.

As you know, we value education. No matter what stage of life we are, what career paths we have chosen, there is always something more that we can learn. Right now four of our Team Members have been taking an evening course on Project Management and will be taking their certification exams through the National Association of the Remodeling Industry next month. We love having a culture that is committed to excellence and are thrilled that they are prioritizing some of their time with this continued learning. We feel that this helps raise the bar of excellence to create an even better customer experience.

Our Handyman Division here has been very well-received. They are spending time working on inspection lists for home sales, miscellaneous carpentry (Honey-Do Lists), and most recently they have been working on repairs after plumbers and electricians have needed to open up walls or floors. If you have simple carpentry that our handyman services can help with, our fees are simply an hourly rate, plus the materials used. They will come out ready to work depending on the service needed and they are very well-rounded in most aspects of construction.

Just this past week, TraVek was listed in Remodeling's 2019 Top 100 Remodeling Firms in the United States. We are humbled yet excited to keep doing what we do best - serve our customers. Thank you for allowing this opportunity.

Sincerely,

Von K. Raisanen, CR, CKBR
President



From the Doc

Laser is as Effective as Botox for Migraines

Botox is a drug made from a toxin produced by the bacterium *Clostridium botulinum*. It's the same toxin that causes a life-threatening type of food poisoning called botulism. Botox for migraines has been used for over 25 years. After you receive Botox injections, it may take as long as 10 to 14 days for you to experience relief. In some cases, you may not experience any relief from your symptoms following your first set of injections.

Common side effects may include:

- muscle weakness near where the medicine was injected;
- trouble swallowing for several months after treatment;
- muscle stiffness, neck pain, pain in your arms or legs;
- blurred vision, puffy eyelids, dry eyes, drooping eyebrows;
- dry mouth;
- headache, tiredness

A recent study has shown that low level laser therapy is equally effective for pain management of migraines with none of the side effects. The treatment plan was laser sessions twice a week for 5 weeks. (1) The study also showed patients in the laser therapy group had better sleep patterns.

Botox works by paralyzing the tight muscles of the face and neck. Laser is a light therapy that energizes the spastic muscles to relax. At our office we take laser to another level by incorporating eye exercise to strengthen the weak muscles of the neck for a more long-lasting effect. The long-term effects of Botox aren't known because it has only been used for a generation. It's my opinion that your long-term chances of developing Parkinson's and other movement disorders may be increased because you are injecting a neurotoxin into your body. All new patients start with a free consultation at our office. Call 480-951-5006 to schedule.

1. Botulinum toxin A (BT-A) versus low-level laser therapy (LLL) in chronic migraine treatment: a comparison. Loeb LM, et al. *Arq Neuropsychiatr*. 2018. Loeb LM1, Amorim RP1, Mazzacoratti MDGN2, Scorza FA1, Peres MFP3.

Yours in health,

Dr. Burdorf, D.C., D.A.C.N.B.

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Dr. Burdorf is one of only seven Board-Certified Chiropractic Neurologists in the State of Arizona. He deals with very complex neurological issues, and is a doctor patients go to after they have been dealing with their situations for many months or even years, and have been unable to find help elsewhere.

"If everyone is moving forward together, then success takes care of itself." – Henry Ford

Selling Your Home?

88 Types of Turbulence That Could Go Wrong During a Transaction

Have you ever been on an airplane and the captain informs you to expect turbulence? He advises you to remain seated and fasten your seat belts. You have no idea of the challenges or communications that are taking place in the cockpit, while you enjoy a movie, cocktail or read a book. I think we all would have a better appreciation of the role of the pilots if there were live cameras in the cockpit ... on second thought NO.

Here is why it is so important to hire the right consultant to handle all the turbulence that may come up during the largest financial transaction of your life. Check out the *88 Types of Turbulence*. **(This is a partial list, and more will be added to the next issue. If you want to see the entire list now, go to travek.com and look at the blog article.)**

Things That Might Go Wrong During Your Transaction

The Buyer/Borrower:

1. Does not tell the truth on loan application.
2. Has recent late payments on credit report.
3. Finds out about additional debt after loan application.
4. Borrower loses job.
5. Co borrower loses job.
6. Income verification lower than what was stated on loan application.
7. Overtime income not allowed by underwriter for qualifying.
8. Applicant makes large purchase on credit before closing.
9. Illness, injury, divorce or other financial setback during escrow.
10. Lacks motivation.
11. Gift donor changes mind.
12. Cannot locate divorce decree.
13. Cannot locate petition or discharge of bankruptcy.
14. Cannot locate tax returns.
15. Cannot locate bank statements.
16. Difficulty in obtaining verification of rent.
17. Interest rate increases and borrower no longer qualifies.
18. Loan program changes with higher rates, points and fees.
19. Child support not disclosed on application.
20. Bankruptcy within the last two years.

To be continued in next edition with Seller and Lender Lists.



Colleen Olson

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Colleen has over 15 years experience in leading, guiding and protecting her clients. She has systems in place to assure their transactions are chaos free and enjoyable while keeping their best interest in mind. Whether you are moving in or out of Arizona, once you are her client, you are her client for life.

Changing Your Diet?

Do you need to change your diet and don't know where to start?

Have you found yourself in a situation where you have no other choice but to change your diet? Whether it is for medical reasons or a personal choice, switching to a new diet is never easy; however, there are a few things you can do to make it easier and ensure you are successful at that new regimen and overall new life style.

The very first thing, clean your fridge and pantry! Whatever it is that you have to remove from your diet shall not stand on your way. There is no reason to put more temptations in between you and your goal!

Once all the forbidden elements are gone, plan some time for this new diet. When you have to make changes, you need to learn everything again, that will be time consuming. Whatever that new diet is, you will need to:

- Research recipes that will fit your diet
- Shop for new ingredients, you can also keep a list handy of your new choices
- Learn how to make these new recipes

These steps are essential to your success. Once you have the recipes, keep them on hand so you do not have to do the research again. This tip will also ensure you always have meal ideas too!

Keep healthy options on hand: when dinner time is here and you have nothing, the risk of a breakdown suddenly gets bigger!

Also, as you prepare your meals, it does not take much more time to make a few extra portions and if you don't do good with left overs, freeze some of it, you will have healthy options ready and a dinner you don't have to cook!

Be patient with yourself: results do not always show right away, you are doing good! Be your biggest cheerleader.

Keep track and monitor: As you change your diet, you might have to monitor to know how your body reacts to these changes, it will also help measuring your success and reflecting on it! Keeping track will show the progress you are making!

Team work: Get people on board with you, they will be present to cheer you, help you and support you. This will also make you more accountable and willing to stay on the right track. Get people on your side, ask for recipes, make a phone call when you don't feel right, ask for "checking in" text messages, get together to cook and eat the new recipes and enjoy every step of the new successful you!



Chef Celine
480-628-7258

Cuisine by Celine

Chef Celine Fabre provides flavorful dishes that are nutrition-rich for all types of special diets. She is currently focusing on working on medically-monitored diets for patients such as radiation therapy patients. Chef Celine graduated from Le Cordon Bleu with high honors and was classically trained in France.

Designer's Column

More Space or More Organization

As a kitchen designer, I'm always staying on top of the latest trends. To find out what people would want when remodeling their kitchen, I took an informal poll on Facebook. I asked, "What would be the top three things you would want to include in a remodel?" I was a bit surprised by the response. I expected the answer to be "more storage space". However, most of the people who answered the poll wanted better organization. This is good, because there is a difference between storage space and organization. I do get a lot of clients that ask for more storage. However, unless we are enlarging the area, it is very difficult to add more space.

Making the kitchen more organized usually includes accessories for the cabinets. Pull-out trash bins for waste and recycle are the number one accessory. It may take up cabinet space, but a pull-out bin eliminates the cans being out in the open, thus giving a cleaner look to the space.

The second most requested accessory is pot and pan storage. There are many options for this one. Roll out shelving is the most common. A great alternative is a hanging pot rack. No, not the kind that hung above the kitchen island in the 90's. This one fits inside of a base cabinet. The pots hang by their handles, and the rack pulls forward for easy access. No more stacking pots and lids on top of one another.

Many kitchens do not have a designated pantry. This can be an issue, and brings us to the third most requested item - pantry solutions. Many cabinets now offer pullout options, such as can storage and spice organization. These accessories can help keep all the staples in their place. They will be easy to find and easy to use.

All of the cabinet lines that TraVek provides have great organizational accessory options. If you are thinking about a kitchen remodel, and want to find out more about what is available, give me call. I would be glad to help you create the best organized kitchen of your dreams.



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Thom has been in the remodeling industry for nearly 17 years. He studied Design at the Interior Designer's Institute in Newport Beach, CA, and is a certified Associate Kitchen and Bath Designer with the National Kitchen and Bath Association. Thom also has a degree in culinary arts from Le Cordon Bleu in Scottsdale.



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TraVek just added another Handyman. Do you have a Honey-Do List?

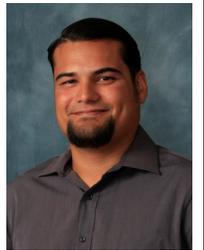
ENTERTAINMENT AND EDUCATION FOR OUR CUSTOMERS

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Featured Project: Bathroom Remodels in North Scottsdale

These homeowners came to TraVek wanting to update three bathrooms in their beautiful North Scottsdale home. They wanted more of a modern look, while at the same time keeping the touch of traditional style that was throughout the rest of the home. It all transitioned beautifully! To see more pictures of this project, go to www.travek.com/About Us, and then click on the picture of Hans. These pictures will show up at the bottom of his page for Projects Hans has recently completed.



Hans Raisanen, Designer

Sam Browning, Lead Carpenter

