



TraVek Presents:

APRIL 2018

TIPS & CLIPS

TraVek Remodeling
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ROC # 168997 and #168998

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!

Anecdote The Mask of Kindness

There once lived a man who was disliked by everyone in his village because of his surly demeanor and foul temper. He was known to mumble and grumble unpleasantly to passersby and therefore had no friends. He lived alone, with the only knocks at his door coming from the rocks thrown at his cottage by the children of the village.

One day after his kitchen window was smashed by a rotten gourd, the man visited the village elder to complain about his miseries as well as the ill treatment he felt he was subjected to by the other villagers. He demanded that something be done.

“I have a solution for your problems,” the elder said, and he disappeared into an adjoining room where he could be heard rummaging through a great many things.

He returned holding a mask of a smiling face. “What I’m about to share with you will have the power to transform your life,” the elder said.

“The only thing that needs transforming is my broken window!” the man sneered.

The elder let out a heavy sigh. “As I was saying, this mask will not only transform your life, but it will correct any grievances you might have.”

(Continued on page 3.)

Dear Valued Customers and Employees,

Congratulations to Mark Poulton for being chosen Employee of the Month. Mark joined our team initially as a Lead Carpenter, and recently was promoted to Project Manager. In this new role, he oversees several projects and a team of carpenters at any given time. He has jumped into his new position with great initiative to serve our customers and projects well.



Mark Poulton, David Allen

We love when our Production and Sales teams get together for their joint meeting each month. This provides an opportunity for them to talk about some of the projects that are going on as well as some ideas to help get things done more efficiently. This last week we also conducted our Quarterly Safety Briefing.

By the time you receive this I will just be finishing up a week long learning session with my Remodelers Advantage roundtable group in Austin, TX. This is a nationwide group of very motivated and excited remodeling business owners who have dedicated a lot of time and effort to meet several times a year at different locations, as well as conducting monthly phone conferences, to help improve their companies. It is a mastermind group, and our goal is to be able to exchange best business practices with the members of the group, and to hold and be held accountable to certain commitments made during the meeting. In the relationships that we are building, we also have the opportunity to ask advice of the others on different things that we are currently experiencing as well as ways to improve our businesses, so that we can ultimately serve our customers and our team better.

Since moving to this office over a year ago, we have hosted guest speakers at our office nearly once a month for various presentations. We would love it if you would come! **Please join us on Tuesday evening, April 24 at 6:30 p.m.** Dr. Mark Burdorf, one of only seven Board-Certified Chiropractic Neurologists in the State of Arizona, will be a guest here in the TraVek offices and will be speaking about Parkinson’s Disease. Not only will he talk about some of the symptoms, but even more importantly, he will talk about some of the steps that we can take to hopefully help prevent this difficult disease. This is a **FREE event**, but if you plan to come, please R.S.V.P. by calling our office at 480-367-1171.

Sincerely,

Von K. Raisanen
President

From the Doc

Parkinson's Disease

Parkinson's disease is a chronic and progressive brain disorder that causes loss of muscle control and affects nearly one million people in the United States alone. The Parkinson's Disease Foundation says the disease involves "the malfunction and death of vital nerve cells in the brain," many of which produce dopamine, a chemical that is responsible for controlling movement and coordination.

While symptoms such as tremors, slowed movement and speech problems are among the most common symptoms of Parkinson's, they tend to present themselves only once the disease has progressed. To detect Parkinson's disease in the early stages of development, look for the following seven signs that can present years before the above.

1. Loss of Smell

A lost, or impaired, sense of smell is considered among the very earliest warning signs of Parkinson's disease. Medically referred to as anosmia, it can sometimes occur as much as several years prior to other symptoms developing.

2. Trouble Sleeping

While it's common for someone to experience trouble sleeping on occasion, if it occurs often it may be a sign of Parkinson's disease. Kicking, shouting or grinding one's teeth while asleep may indicate a condition called rapid eye-movement behavior disorder (RBD). Approximately 40 percent of those with RBD eventually develop Parkinson's disease.

3. Constipation

As Parkinson's disease compromises the body's nervous system, which is responsible for proper digestion and bowel function, constipation is another early warning sign of the disease. While constipation on its own is quite common, if it's also accompanied by symptoms such as "difficulty sleeping and trouble moving or walking," then it may be cause for concern.

4. Masked Face

Early on, Parkinson's disease may impact the movement of the small muscles in the face. This can affect a person's facial expressions, often leaving them with a very serious look, a blank stare on their face and less frequent blinking.

5. Mood Disorders

Although doctors have yet to completely understand the connection between mood disorders and Parkinson's disease, it is a common early indicator. A person may experience symptoms such as depression, social withdrawal or heightened anxiety in new situations.

6. Dizziness and Fainting

Feeling dizzy after standing up can happen from time to time, but if it is a persistent issue it may be a sign of Parkinson's disease.

Postural Orthostatic Tachycardia Syndrome (POTS) is when a person's blood pressure drops suddenly after standing up is quite common in those with the Parkinson's disease, affecting 15 to 50 percent of people.

7. Stooping or Hunching Over

Are you not standing up as straight as you used to? If you or your family or friends notice that you seem to be stooping, leaning or slouching when you stand, it could be a sign of Parkinson's disease (PD).

Again, all of these can occur years before the condition is full blown. The test becomes your therapy with functional neurology applications in my practice. Combine this with a science based nutritional approach and you can decrease your risk of this horrible disease. Call 480-951-5006 to schedule a consultation.

Sincerely,

Dr. Burdorf, D.C., D.A.C.N.B.
8140 East Cactus Road, Suite 730
Scottsdale, AZ 85260

Dr. Burdorf is one of only seven Board-Certified Chiropractic Neurologists in the State of Arizona.

P.S. Dr. Burdorf will be giving a presentation about Parkinson's Disease & Science-Based Nutrition at TraVek on Tuesday, April 24 at 6:30 p.m. Please join us!

Homeowner's Corner

Is a Reverse Mortgage a Good Option For Me?

For many home owners, hearing the term "reverse mortgage" causes a chill to run down their spine. In reality, these loans have some real benefits for home owners and unfortunately, have become the victim of bad PR perpetrated by a few unscrupulous scam artists decades ago.

People are living longer than ever these days and many seniors are finding they did not budget enough to lead the comfortable life they want during their retirement. Reverse mortgages allow the home owner to withdraw some of the financial equity they've built in their home over the years, rather than having to sell their home to reap the financial rewards.

For older home owners, reverse mortgages can help them "age in place" and live a comfortable life in the way in which they've become accustomed to.

Despite what the FHA has said regarding HECM reverse mortgages and all of the benefits they provide, many home owners simply aren't aware of the real benefits these mortgages can provide them.

Please join us at TraVek's offices on Tuesday, May 22 at 6:30 p.m. as we discuss more about Reverse Mortgages.



Cheryl Scheidell
Reverse Loan Mortgage Originator

Odds & Ends

(Anecdote Continued from Front Page)

“Though, I must warn you,” he continued, “to wear this mask carries a great responsibility, an obligation to speak kind words, think kind thoughts, and perform random acts of kindness. Can you agree to uphold this edict?”

The man grudgingly agreed, reminding the elder he was owed a new window before he put on the mask and began the walk back to his home. Along the way, the people he encountered greeted him with a wave or a smile. Occasionally someone inquired about his day. Because of the mask, he felt inspired to answer with a positive remark and this led to a pleasant conversation with a neighbor who noticed the man’s broken window and offered to fix it.

As the days and weeks passed the man grew more grateful and astonished by the effect the mask had on him. Because of the mask, the man never let a stranger pass him by without expressing a kind thought; he sought out opportunities to help others; and now had friends. For the first time ever, he was happy. The mask had transformed his life.

One day, there was a knock on the man’s door. It was the elder, who’d come to take back the mask.

“But without this mask, I will lose the ability to smile and show kindness,” the man objected.

“The mask didn’t make you kind,” the elder said. “The mask simply revealed to you all of the possibilities that exist when you are kind.”

The Danger Zone

Don’t Fall Prey to Road Rage

Anyone who commutes to and from work knows how easily traffic can turn into an exercise in frustration. As tempting as it is to retaliate for rude driving, don’t make a bad situation worse. Follow these safety rules:

- **Don’t escalate aggression.** That means don’t tailgate a driver who tailgated you first or flip the bird to a rude driver. Responding to the road bullies may only increase hostilities.
- **Don’t make eye contact.** You really just want to let a driver know that they’ve been driving like an idiot, so as you pass the car, you give the driver a look that lets them know you’re not happy. Remember that you don’t know a thing about that driver or what frame of mind they’re in. Don’t risk a confrontation.
- **If you’re being followed by a hostile driver, don’t go home.** Drive instead to a public place like a gas station or restaurant. Better yet, head to a police station if one is nearby. If you have a cell phone, call the police and report the driver.
- **Never get out of your car.** A confrontation at a stoplight is not worth risking violence. The other driver may have some kind of weapon. If the driver gets out of the car, lock your doors and close your window. If you can drive away, do so. If you have a cell phone, call the police.
- **Follow the golden rule.** The best defense against road rage is to drive as you would have others drive.

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The Voices of our Customers:

The following are anonymous responses to a survey we put out to our customers. The question was “What made your experience the Ultimate TraVek Experience?”

“Workmanship was excellent, daily cleanup was much appreciated, fixture and cabinet selection was very good.”

“Their honesty, integrity and work ethic from all staff from beginning to end of job.”

“Superb quality of construction!”

“Quality of work in all phases. Listened to our input and involved us in decision making.”

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ENTERTAINMENT AND EDUCATION FOR OUR CUSTOMERS

APRIL 2018



Featured Project: Kitchen in Carefree

This is a gorgeous and unique kitchen that has a lot of Southwest flair. This customer originally came to TraVek because they wanted Starmark Cabinetry. The main purpose of their remodel was to update the kitchen and make a walk-in pantry. There was a lot of intricate tile work, including an inset tile mosaic in the middle of the floor and a custom hood made from reclaimed wood with copper trim and clavos nails. To see more pictures from this remodel, go to www.travek.com, About Us, Photo Gallery, Kitchens.

Thom Pitschke, Designer



Josh Sheppard, Lead Carpenter



Before



After



Lots of space in the new pantry!



Custom hood



This pantry tile is brand new but made to look as weathered vinyl or linoleum.