



Are Robots Really Taking Over Retail?

Since 1977, when R2D2 first showed up in the theater, it seems that robots have become commonplace. They now vacuum our floors, assemble our cars, monitor our homes, and even perform surgery. Indeed, our world is becoming more automated.

But what does this mean to us in our everyday lives? We order pizza from our computers, withdraw cash from an ATM that never sleeps, and push buttons on our phones in the hope of reaching a real person. A recent *Vancouver Sun* article claims, “Such automation has become so common that Starbucks is taking steps to make sure the process doesn’t feel so, well, robotic.”

When it comes to shopping, robots are becoming an integral part of the experience. *Forbes* reports that robots make buying groceries a lot easier with on-demand shopping. Lowe’s is testing a “Lowebot” that helps shoppers find what they’re looking for in their cavernous stores, and many companies are actually “training” robots to assume a customer service role.

Best Buy is testing “Chloe,” a robot that retrieves products from the shelves. According to *TechEmergence*, “Customers can use touch screens in the store to pick out merchandise they want, such as earbuds, movies, video games, or other accessories. Shoppers can then watch the arm navigate the shelves to retrieve their products.”

No, it’s not about reducing staff. The hope is that robots will streamline the customer experience and make us all more efficient and happier shoppers. May the force be with them.

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Preparing your home for sale can make the difference between getting the price you want – or ending up disappointed.

Discover how you can sell for top dollar by requesting my free guide. Just call and I’ll send it right out to you.

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Create Sharp Interiors: Avoid These Decorating Disasters

Beauty is in the eye of the beholder, and that saying rings true for how one chooses to decorate one’s home. Therefore, one person’s love of leopard print could be another person’s decorating disaster. If you are looking to sell your home this year, change up or avoid these top five no-nos.

Wall-to-wall carpeting. Having wall-to-wall carpet is the number one no-no. According to Jonathan Scott of the famed Property Brothers, no one is looking to buy a house with carpet—which can hold many of life’s unsavory side effects like dirt, stains, and hair.

Mirrored walls. In theory, this decorating idea should make a small space appear larger. However, according to Scott, the effect can actually make your room look like an “’80s dance hall.” Let the dance hall die and opt for full-length mirrors instead.

Clutter. When it comes to decorating to sell, less is almost always more. Be particularly picky about the foyer, since this provides the initial impression of the interior. Keep shoes, winterwear, bags, and other daily-use items organized and out of sight. Rearrange or remove furniture and décor throughout the home to make each room appear as spacious and inviting as possible.

Loud wallpaper. Although wallpaper can add that pop of color that a room desperately needs, a loud or dizzying pattern can turn off buyers. If you want to add appealing hues, stick with paint.

White on white. Although beautiful, the color white is not realistic when it comes to life’s many mishaps. Realtor.com recommends that homeowners gravitate toward rich shades such as rust browns, black, and forest green.

Shopper, Collector or Hoarder - Which Are You?

With fall comes yearly rituals of back-to-school shopping and purging of unneeded items. Neither activity is bad. But how can you know if your shopping crosses the line? Are you simply adding to your fall wardrobe, building a collection of ties, or becoming a hoarder?

The main differences between hoarding and collecting are emotional. Hoarders gather items out of fear. They want possessions to fill emotional needs. Hoarders get anxious when they think about getting rid of things.

They distrust anyone who may try to remove items. Hoarders are often disorganized and may live in unhealthy conditions. They want to hide their hoarding and can become defensive when asked about it.

Collectors may also have lots of things, but their motivations are different. They take pride in what they're collecting—often only a few, specific items as opposed to the many things hoarders have.

They want to show their collections to others, and they keep things organized. Collectors have a budget and are strategic

in their purchasing. Hoarding can be treated through cognitive behavior therapy and support from family and friends. This is particularly true for animal hoarders, who often use animals to fill their need for relationships.

Many object hoarders also hoard animals. They take in more animals than they can care for, putting themselves—and the animals—at risk.

If you suspect you or someone you know may be a hoarder, seek professional help.



Wondering How Much Your Home Is Worth?

How has the price of your home changed in today's market? How much are other homes in your neighborhood selling for?

If you're wondering what's happening to prices in your area, or you're thinking about selling your house, I'll be able to help. Just give me a call for a no-fuss, professional evaluation.

I won't try to push you into listing with me or waste your time. I'll just give you the honest facts about your home and its value. And maybe I'll also give you the "inside scoop" on what's happening in the housing market near where you live!

Just give me a call at 978-478-8656 to arrange an appointment.



Worth Reading

How to Become a Good Storyteller

by *Aimée Lutkin*
Lifehacker.com

You could be the life of any social gathering. How? By learning how to tell a good story. Remember, stories include facts, but emotional connections make them memorable. Begin strong by showing your audience why your story matters. Dialogue engages the audience; unnecessary tangents distract.

More:

<https://tinyurl.com/storyteller11>

Top 10 Money-Making Apps You Need to Download Now

by *Carolyn Sun*
Entrepreneur.com

Yes, there is an app for making money. Actually, there are many. This article describes 10 of them. There are two main kinds: market research and sharing. Market research apps pay users to complete surveys or provide information. Sharing apps make your items available for others. This could include letting people use your vehicle or tools. Be mindful of scams when using apps, and check the payment methods. **More:**

<https://tinyurl.com/moneyapps11>

7 Weird Things That Could Be Triggering Migraines

by *Korin Miller*
HuffPost

You can reduce your chances of getting migraines. Salty foods and artificial sweeteners are typical culprits. Aged cheese can cause migraines. Skipping meals or eating at irregular times can be risk factors. Some triggers, like weather changes, can't be controlled. Doctors recommend writing down when you have a migraine, what you ate and when, and weather conditions. This can establish patterns to discuss with your doctor.

More:

<https://tinyurl.com/migraines11>



Thanks for All Your Referrals!

I succeed when people like you refer me to your friends, neighbors and loved ones. It's the best kind of feedback I can receive.

So thanks for continuing to pass this newsletter on to people you care about.

Do You Need a Property Manager?

If you already own a rental property, or you're looking to get into the business, the idea of having to deal with tenants and managing the property might be daunting. But that's where property managers step in.

A credible property manager will take over the responsibilities that rental owners might not want to handle. This could include surveying the market and area to determine a reasonable and competitive rate to charge for rent. Property managers can also help you sell a home by generating solid leads through a variety of channels, including social media, advertising, and the multiple listing service.

Once your property has caught the eye of prospective tenants, the property manager can help you vet

the tenants to make sure any potential renters will be responsible and reliable.

Once the tenants have been screened and approved and have moved in, property managers will even be able to protect you from potential lawsuits by staying up to date on your city's laws, rules, and regulations to make sure you're in the clear.

From there, they'll be able to take over the less desirable parts of property management, like handling emergency repairs, creating monthly expenditure reports, taking care of important tax filings, and performing home visits.

Given the wide range of services that property managers provide, you might now be wondering how much they charge. Fees vary widely depending on where you live, but most managers will charge one month's rent to secure a

tenant and then charge a monthly fee to manage the property.

As with all things related to buying and renting property, you'll want to make sure you do your research before hiring a property manager. But once you find one that is experienced and dependable, you might be amazed by the peace of mind their services can bring.

Your real estate agent can assist by recommending a reputable company.



Improve Your Online Shopping Experience

There's no question that online shopping is easier than ever. Your personal computer has become the gateway to shopping nirvana. You can visit a dozen stores and compare prices without leaving home. You can shop anywhere in the world and find things you'd never see in your neighborhood. Yet there are some risks and trade-offs involved. It's important to be aware of these risks and take proper precautions. Use the following tips to improve your experience.

Safety: Given the stealth of cyber-criminals, your payment may be misdirected or your credit card numbers stolen. Avoid using Wi-Fi for financial transactions. Additionally, be aware that you may be tracked online. Those watching can log all of your internet traffic, so use sufficient cybersecurity to guard your movements and transactions.

Scams: Never click on an email that asks you to. It's usually phishing—a scattergun approach to snagging information from unsuspecting internet users. And, as always, if the price of something online looks too good to be true, it probably is. Don't buy it.

Price: Browser extensions are available; these can conduct price comparisons for you so you can make the best choice. To be safe, stick with large, trusted sites.

What to Buy for the Hard to Buy For

It might be more blessed to give than to receive—but buying gifts can be burdensome. Do you know anyone who is impossible to buy for? Here are a few ways to please even the most difficult recipients.

Time is often the best way to show someone you care—and it can be bought. Tickets to concerts, plays, or sporting events are a welcome treat. Or you can purchase admission to amusement parks or

escape rooms. Consider buying yourself a ticket as well so you can create memories. Subscriptions to streaming services, magazines, or monthly delivery boxes continue gifting long after the party ends.

And there are always gift cards. Some gift-givers avoid these, fearing they are impersonal. But they ensure recipients get something they'll want!

Ask the Agent: This Month's Question

Why hasn't my home sold?

If you're in a hot market, and your sign out front still doesn't bear the much-desired "sold" banner, it's probably for one of three reasons.

First and foremost is price. Have you priced it realistically? Work with a real estate agent who knows your area and can recommend a reasonable price based on comparable sales and your home's condition.

The second common reason is condition. Is your kitchen outdated? Does your exterior need a paint job? If your home needs work, you should reflect this in the price or complete the necessary work.

The third factor relates to how you show your home. Remember, you want to make a dazzling first impression. Make sure your home is in top condition for showings. Turn on lights, open blinds, declutter, deodorize and vacate the premises during showings. Present buyers with a bright, clean, and inviting space they'll fall in love with.

The Coco, Early Report

Coco, Early & Associates

	9	3			4			8
		2			7			
8	4		3	1				
	6				5			3
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2			4				5	
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Sudoku instructions: Complete the 9 × 9 grid so that each row, each column and each of the nine 3 × 3 boxes contains the digits 1 through 9. Contact me for the solution!

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Dijon Chicken Pasta

This simple but delicious dish can easily become a go-to recipe—perfect for fall evenings filled with activities.

Serves 6

- 1 pound short pasta (such as ziti or penne)
- 1 tablespoon olive oil
- 2 shallots, chopped
- 2 cups heavy cream
- 3 tablespoons Dijon mustard
- 2 ½ cups cooked and diced chicken breast
- 2 cups quartered mushrooms
- 2 cups fresh spinach, chopped
- 1 teaspoon salt
- Fresh pepper to taste

Preparation:

Cook pasta according to package directions and set aside.

In a large skillet, heat oil and sauté shallots until translucent. Lower heat and add cream and mustard, stirring until combined. Add chicken and mushrooms and gently heat through.

Add the cooked pasta and spinach and toss until leaves are just wilted. Add salt and pepper to taste and serve.

The Coco, Early Report is brought to you free by:



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