

INSIDE THIS ISSUE

Spring Into Action
PAGE 1

What Stefan Sagmeister Can Teach
You About Time Management
PAGE 2

Ask Gerald a Real Estate Question
PAGE 2

How Salesforce Transformed the
Way Businesses Give Back
PAGE 3

Real Estate Insights
PAGE 3

Real Estate Tips
PAGE 3

How to Make Grown-Up
Mac and Cheese
PAGE 4

I'll Never Let Go, Mac How to Adult Your Favorite Dish

Although you might think your adult palate has advanced considerably since the days of school lunches, it's fairly safe to assume that you are still not above enjoying a piping hot bowl of macaroni and cheese. Unlike some of the other favorite meals of yore, mac and cheese is one of those dishes that is never completely off the table as a dinner option, even for a foodie.



Food snobs, rejoice. There are infinite ways to add a bit of adult sophistication to your mac and cheese without eliminating the comfort factor.

First and foremost, put your cheese tasting expertise to good use. Those strong varieties kids "yuck" at are perfect for a rich, flavorful baked dish topped with caramelized onions, toasted almonds, or seasoned bread crumbs. Gouda, goat, and feta cheeses all add strength to your creation for a more grown-up take. For a spicy spin, add some fresh chilies to a homemade mac recipe. Jalapeño peppers can be added to the cheese sauce to give it the kick you couldn't handle in your younger years.

Try a new variety of pasta as a break from the traditional macaroni recipe. Conchiglie (a shell-shaped pasta) will hold in the cheese flavor and heat well, and fusilli (corkscrew pasta) has a great *al dente* texture. After covering your pasta with your complex cheese mixture, stir in some additional protein and vegetables for texture. Substitute the childhood hot dogs for lobster, white truffle mushrooms, or Italian sausage. Vegetables like spinach, broccoli, or tomato will add a bit of color and freshness to the mix, so use them generously.

Just because you're all grown up doesn't mean you can't enjoy a childhood favorite. By nixing the artificial "stuff" found in the boxed and microwavable versions, and adding in fresh ingredients, your homemade mac and cheese will be more than worthy of your mature tastes.

P | 201.222.2979
F | 201.222.2978
www.geralducas.com

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.REAL ESTATE INSIDER. April 2016
POWERFUL REAL ESTATE TIPS & STRATEGIES YOU CAN USE



Back from my
annual winter
South American
sojourn ... rested,
relaxed, and raring to

go. Man, I love real estate. It's spring again. Tax time too. Time to make some money, family! As you emerge from your winter cocoon, wanna know how to cast off the cobwebs and kick-start your real estate business? Get moving. Send out a marketing letter, follow up on a dead property lead, make a ca\$h offer. When? Right now!

You don't have to do it yourself, though. Remember, I can help.

The fact is, you don't get tomorrow over again — you only get one shot. Being successful in real estate is more about what you do than it is about what you know. Be a real estate entrepreneur, not a wantrepreneur. Separate yourself from the tire kickers who talk a lot at real estate networking events but never do any damn real estate deals. The inescapable fact is that you earn your authority as a real estate investor in your market by your actions.

Consider the ladder of achievement:

- 100% - I did.
- 90% - I will.
- 80% - I can.
- 70% - I think I can.
- 60% - I might.
- 50% - I think I might.

Spring into ACTION

"Nothing happens until something moves."
- Albert Einstein

- 40% - What is it?
- 30% - I wish I could.
- 20% - I don't know how.
- 10% - I can't.
- 0% - I won't.

Mahatma Gandhi said, "The future depends on what you do today." Get off your ass and get going. Onward and upward!

I'm Looking for an Elite Group to Reveal My Most Profitable Real Estate Investing Techniques to ...

If you're coachable, open to instruction, and will take what I share and put it into action immediately, complete the application by visiting tinyurl.com/glcoachingapplication.

After you complete the application, here's what will happen:

I will personally review your application to make sure you're a good fit for my program.

If your application passes, then either I or someone from my office will call or email you to set up a one-on-one interview and strategy session with me.

Gerald Lucas

GERALD LUCAS
Real Estate Expert & Best-Selling Author



What Stefan Sagmeister

CAN TEACH YOU ABOUT TIME MANAGEMENT

Design expert Stefan Sagmeister did a TED talk called "The Power of Time Off." In it, he shared his unique approach to running a design studio: seven years of work, followed by an entire yearlong sabbatical where his studio is closed down completely. And that sabbatical is not just for him — it's for all of his employees too.

Why would he do such a thing? Well, he's preoccupied with the issue of "sameness" in design. In his mind, sameness is overrated for branding. And in any profession, it's easy to fall into a rut where you do the same thing, day in and day out, year in and year out.

In his presentation, Sagmeister explained that life is generally divided into three distinct stages: learning, working, and retirement. Ordinarily, working is roughly 40 years, and retirement is maybe 15 years. But what



It sounds like professional suicide to disappear for a year, but in fact, it can be more financially advantageous. You set yourself apart from others in your field, not only by seeking new inspiration, but also by doing something unique that enhances your value.

But it's still a fairly radical idea for most of us, financially and professionally. Instead, why not apply that same logic on a weekly or monthly basis? Three weeks on, one week off — or four days on, three days off? Use some of that time you're not working to rekindle the passion for your calling that can sometimes go by the wayside.

would happen if you took five years from your retirement stage and interspersed them throughout your working years? You'd end up with something akin to what Stefan Sagmeister advocates: one year off per every seven years of working.

What you do in that year off is very important, because you're getting inspiration for the next seven years. That's what happened with Sagmeister after his sabbatical in Bali. He was exposed to a new culture and new landscapes, all of which found their way into his studio's designs in subsequent years.

At the very least, remember that you have the power to shake things up if it's all getting too predictable. Decide how to use your time to maximize your growth and fulfillment, both day to day and in a big-picture sense.

ASK GERALD a Real Estate Question

Q: Gerald, I just bought my first vacant rehab property. How should I protect the property from thieves while I do the renovation?

~Phil, Mahwah, NJ

A: That's a good question, Phil. What I'm going to do right now is give you three ways to protect a vacant property:

1. An electronic alarm security system: Alarms will deter individuals from attempting to enter your building and will quickly alert authorities if someone does break in.

2. Live Security: This can be a security company that patrols the area around your property or an intimidating dog you put in the property, or having someone like a handyman live temporarily in the property.

3. Lighting: Motion-activated lights and general lighting can help protect vacant property. Keeping entryways and other areas around the building well-lit deters people from attempting to enter the building. Motion-activated lights are a good deterrent because they will only turn on when someone gets too close to the building and will often scare off potential criminals.

Thanks for your question, Phil — congratulations on buying your first rehab property, and good luck. For more real estate tips and information, visit my blog at www.geraldilucas.com.



A Model of Philanthropic Success

HOW SALESFORCE TRANSFORMED THE WAY BUSINESSES GIVE BACK

From day one, Marc Benioff knew his company, Salesforce.com, would be a leader in philanthropy. To accomplish this task, Benioff developed the 1-1-1 integrated philanthropic model, or simply, the 1-1-1 model.

With a focus on cloud-computing and customer relationship management, the San Francisco-based company was able to get in on the ground floor of the tech industry's shift into cloud-based solutions. This allowed Salesforce to become one of the most valuable and influential cloud-computing firms in the world, competing with the likes of Google, IBM, and Rackspace.

With great influence comes great responsibility, and that was something Benioff and Salesforce took to heart. Using the 1-1-1 model, the company has been able to make a meaningful difference around the world. The model breaks down like this:



1-1-1

Salesforce contributes 1 percent of their equity, 1 percent of their product, and 1 percent of their employees' time back into the community (local to global). In other words, they give back 1 percent of their resources, technology, and people, and they do it with one goal in mind: "to help improve communities around the world."

What does that look like? To date, Salesforce has been responsible for over \$100 million in grants, 27,000 products donated to nonprofits and colleges, and well over one million volunteer hours — with those numbers growing practically every day.

This exceptionally organized and incredibly successful approach to giving back has become a key part of Salesforce's company culture, leading to high job satisfaction and some of the happiest employees on the planet. It's no wonder other companies, including Google, are turning to Salesforce for guidance and inspiration when it comes to giving back.

Real Estate Insights

- The IRS gives you 45 days from the closing date on the sale property to identify up to three replacements for a 1031 (like-kind) exchange.
- A modern, updated kitchen topped the list of ideal home features in a recent survey of millennials, registering as the most important renovation to more than a third of respondents.
- More than half of New Jersey's 21 counties have less than 8 months of housing supply, which is a balancing point for home prices.
- The pace of foreclosure filings in New Jersey remains elevated at a time when other states are experiencing decreasing activity. New Jersey foreclosure filings in 2015 recorded a 14 percent increase over the prior year, rising from 67,350 to 76,800.



1. Shop for a mortgage or funding source before shopping for a home or property.
2. Consider deferring capital gains taxes using a 1031 exchange when you sell real estate, and reinvest the proceeds to purchase like-kind investment property.
3. Before you make an offer to purchase, estimate a property's monthly rent roll by examining and ideally visiting comparable rental properties in the same neighborhood.
4. Rather than replacing tile when you renovate a bathroom, consider glazing over old tile — it's cheaper, and if done right, can look as professional as new tile.