



**Steve Arthur**  
**Federated Mortgage**  
**NexTier Bank**  
**412.390.3530 x108**  
**877.533.2784 x108**  
**412.298.2748 Cell**  
**sarthur@fedmc.com**

---

Issue # 33  
September 2007  
Pittsburgh, PA

---

### *Inside This Issue...*

**Money Management Techniques  
You Need to Know...Page 1**

**Understanding Your  
Allergies...Page 2**

**Fun Facts About North  
Carolina...Page 3**

**How Much Homeowner's Insurance  
Should You Have?...Page 4**

# Steve Arthur's...

## *Monthly Newsletter!*

**Insider Tips for Healthy, Wealthy, & Happy Living.....**

---

### Which of these Costly Financial **Mistakes do You Make?**

Does paying bills, making investments, and saving for the future always seem to leave you short on cash? We all worry about money, and money management is a constant struggle.

The good news is that you are not alone in your money management frustrations. In response to a recent survey showing that young Americans are less financially educated than in previous years, Jump\$tart, a coalition of financial service representatives, has developed some money management principles that can help all of us.

**1. Know your take-home pay.** This is the amount left after all mandatory deductions. Never financially commit to more than you can repay.

Before you borrow, compare your total payment obligations with the income that you will have available to make these payments.

**2. Map out your financial future.** Most people have no financial plan at all. List your financial goals and a plan to achieve them. Remember to always pay yourself first. Make regular deposits into an account specifically designated for long-term financial goals.

**3. Start saving as soon as possible.**

Remember that your savings are determined by the interest that you earn and period over which you have saved.

*Money doubles by the "Rule of 72". To determine how long it will take your money to double, divide the interest rate into 72. For example, an account earning 6% interest will double in twelve years (72 divided by 6 equals 12).*

**4. Compare interest rates.** Get rates from multiple firms in order to get the best value for your money. Remember that high returns equal high risk. Diversification of assets is the best way to take advantage of these great returns without risking your entire financial future.

**5. Be sure that you are adequately insured.** This is the only way to ensure that you will not be wiped out by an unexpected illness or an accident.

The cost of insurance should be figured into your financial plan.

Following these simple techniques can help you have a prosperous financial future. If you would like to learn more about the Jump\$tart Coalition and their principles of money management, visit [www.jumpstart.org](http://www.jumpstart.org).

## Brain Teaser of the Month

I'm as small as an ant, as big as a whale. I'll approach like a breeze, but can come like a gale. By some I get hit, but all have shown fear. I'll dance to the music, though I can't hear. Of names I have many, of names I have one. I'm as slow as a snail, but from me you can't run. What am I?  
(answer at the bottom of last page)

## Real Life Dilbert-isms

These are real quotes from Dilbert-like managers.

- "What I need is a list of specific unknown problems we will encounter."
- "Doing it right is no excuse for not meeting the schedule."
- "E-mail is not to be used to pass on information or data. It should be used only for company business."
- "This project is so important, we can't let things that are more important interfere with it."

## Snap, Crackle, Pop

The popping sound you hear when you crack your knuckles is actually caused by a collapsing bubble of gas. Your knuckles are surrounded by a clear liquid called synovial fluid, which lubricates the joint. When you pull your finger, it expands causing carbon dioxide gas in the synovia to form a bubble. Then, the bubble bursts as the finger is released.

Is it harmful? It is hard to say because very little research has been conducted on the subject. Some specialists feel that cracking your knuckles is unlikely to cause arthritis, but a lifetime of the habit could eventually damage ligaments.

## Let the Sunshine In

Recent research has shown that when students learn and study using natural light they tend to excel on tests and learn the material better. So, if you need to learn a new concept at work or school, try to study during daylight hours near a window.

# Understanding Your Allergies

Allergies are mysterious things. You can be fooled into thinking that you have a terrible case of the flu or a raging cold, only to go to the doctor and be told that you have neither – that you are just dealing with seasonal allergies.

But what, exactly, are allergies? Druginfonet.com offers this definition:

"Allergies are abnormal reactions to ordinarily harmless substances." The symptoms may be the usual – sneezing, runny or clogged nose, itchy eyes, nose and throat, watery eyes, etc. However, fever and fatigue, plus other symptoms common to asthma such as, chest congestion with productive cough, shortness of breath, and wheezing are not uncommon. These symptoms are the ones that usually fool those who are suffering from them into thinking that they have some respiratory ailment other than allergies.

Though allergies tend to run in families, evidence also suggests that there are outside causative factors. What physiologists do know, as described on druginfonet.com, is this: "Normally, the body learns to defend itself through experience by encountering, battling and remembering one enemy after another.

...Allergic reactions occur after the immune system mistakenly learns to recognize innocent foreign substances (allergens) as potentially harmful."

The website goes on further to offer this scenario about how this happens.

Over a field of ragweed plants floats an invisible cloud of pollen grains, soon carried by the wind into a nearby town. The pollen is inhaled by a child whose body has never been exposed to this substance before.

Because of some genetic predisposing factor, this child's immune system overreacts and produces large numbers of IgE antibodies, all specially designed to respond to ragweed pollen. Several of the antibodies attach themselves to cells in the child's nasal passages and upper respiratory tract.

These cells (known as mast cells) contain strong chemicals called mediators, the best-known of which is histamine.

Later, when the child inhales the same kind of pollen again, proteins from the pollen bind in a lock-and-key fashion to the specially designed antibodies on the surface of the mast cells. This sets off an explosion of sorts, as the mediators burst from inside the mast cells, destroying the pollen and also damaging surrounding tissues. The results are sneezing, a stuffy head, sniffing, stuffed-up head and red, watery eyes – wellknown hallmarks of allergies.

Read more about allergies at:

<http://www.healthscout.com/ency/416/98/main.html> !!!

## Word of the Month...

Studies have shown that your income and wealth is directly related to the size and depth of your vocabulary. Here is this month's word, so you can impress your friends. You may even be able to fatten your wallet!

**fractious** \FRAK-shuhs\, *adj.*

1. Tending to cause trouble; unruly.

2. Irritable; snappish; cranky.

Sample Sentence: The angry student became more fractious as his teacher increased his days in detention.

## Did You Know?

-Your tongue is the only muscle in the human body that is attached at only one end.

-The animal responsible for the most human deaths worldwide is the mosquito.

-The collecting of beer mats (coasters) is called tegeology.

-People who drink coffee are less likely to commit suicide than people who don't.

-The tongue of the blue whale weighs more than most elephants do.

-There are more than 300,000 fast food restaurants in the U.S. That's approximately 1 restaurant for every 1,000 people!

-The Bible, the world's best-selling book, is also the world's most shoplifted book.

## Quote of the Month

"You cannot prevent the birds of sorrow from flying over your head, but you can prevent them from building nests in your hair."

—Chinese Proverb

## Bet You Didn't Know...

# Fun Facts about North Carolina!

- Babe Ruth hit his first professional home run in Fayetteville on March 7, 1914.
- The General Assembly of 1987 adopted milk as the official state beverage.
- North Carolina was the first state in the nation to establish a state museum of art.
- Hiram Rhoades Revels, born in Fayetteville in 1822, was the first African-American member of the United States Congress.
- Arnold Palmer honed his skills on the championship golf team of Wake Forest University.
- Pepsi was invented and first served in New Bern in 1898. It was originally named "Brad's Drink".
- Grandfather Mountain, highest peak in the Blue Ridge, is the only private park in the world designated by the United Nations as an International Biosphere Reserve.
- Many people believe that North Carolina was the first state to declare independence from England with the Mecklenburg Declaration of 1775.
- Fontana Dam is the tallest dam in the Eastern United States, at 480 feet high.
- The Biltmore Estate in Asheville is America's largest home, and includes a 255 room chateau, an award-winning winery and extensive gardens.
- The first miniature golf course was built in Fayetteville.
- Krispy Kreme Doughnut was founded in Winston-Salem.
- Mount Mitchell in the Blue Ridge Mountains is the highest peak east of the Mississippi. It towers 6,684 feet above sea level.
- North Carolina is the largest producer of sweet potatoes in the nation. Students at Wilson County school petitioned the North Carolina General Assembly for the establishment of the sweet potato as the official state vegetable.
- The Marine Base "Cherry Point", the largest base in the Marine Corps, is located in Havelock.
- Charles Kurault was born and raised in Wilmington. Michael Jordan, though born in Brooklyn, NY, was also raised in Wilmington.
- The Cape Hatteras lighthouse is the largest to ever be moved due to erosion problems.
- The University of North Carolina at Chapel Hill is the oldest state university in the United States.
- North Carolina has 1,500 lakes of 10 acres or more in size, and 37,000 miles of fresh water streams.

## If you enjoy this Newsletter, why not share it with people you know?

I love helping people, and I hope you enjoy reading my newsletter each month. If you'd like your friends, co-workers, relatives, business acquaintances, etc. to receive a FREE subscription, just call me at **877-533-2784 x108** and I'll make sure they receive a free subscription.

I'll also send them a note with their first issue letting them know that you were the thoughtful person who suggested they receive this newsletter. It's that easy!

### Test Your Wit...

What time is it when the clock strikes 13?

-Time to get the clock fixed.

I have a tail, and I have a head, but I have no body. I am NOT a snake.

What am I?

-A Quarter

They have not flesh, nor feathers, nor scales, nor bone. Yet they have fingers and thumbs of their own. What are they?

-Gloves

### Think You're Having A Bad Day???

"The average cost of rehabilitating a seal after the Exxon Valdez oil spill in Alaska was \$80,000. At a special ceremony, two of the most expensively saved animals were released back into the wild amid cheers and applause from onlookers. A minute later, in full view, a killer whale ate them both."

"A woman came home to find her husband in the kitchen, shaking frantically with what looked like a wire running from his waist towards the electric kettle. Intending to jolt him away from the deadly current she whacked him with a handy plank of wood by the back door, breaking his arm in two places. Until that moment he had been happily listening to his Walkman."

### Answer to Brain Teaser...

*A Shadow*

**Thank you** for taking the time to read my newsletter. I want to produce a newsletter that has great content and is fun and valuable to you. Your constructive feed back is always welcome.

**Steve Arthur**  
**Federated Mortgage**  
**NexTier Bank**  
**412.390.3530 x108**  
**877.533.2784 x108**  
**412.298.2748 Cell**  
**sarthur@fedmc.com**



**Another cool house. I can finance this for you!!  
Call me (877-533-2784) today!**

### *Real Estate Corner...*

**Q. How can I figure out how much insurance coverage I need to protect myself if my home is ever destroyed?**

**A.** Over 70% of homes in the United States are underinsured. And, of those homes, 70% are underinsured by at least 30%. This is a major problem! The confusion between market value and replacement value is where many of these problems originate. Many people base their insurance coverage on the market value of their home. Market value is what a buyer will pay for your property, but this is irrelevant if your home is destroyed. What you should really be basing your coverage on is replacement value. This is much more complicated to compute.

When computing replacement value you must figure in all of the costs of rebuilding your home. This is often 20-30% more than new construction because of the added demolition and removal costs. Once the land has been cleared, you will need to add the cost of actually building your home by multiplying the square footage by the average cost per square foot. You can find out average square footage costs from your local builder's association, or builder's union. Then you need to add in additional money for upgrades and improvements that you have made. Also, check your local building codes because changes in codes since your original home was built can cost a bundle when rebuilding. In some cases it may cost even more to rebuild your home than the market value. This is often the case in run-down areas where land values have fallen. In any case, don't just base your homeowner's coverage on the lender's requirements. These often only cover the mortgage balance leaving you with nothing.