



JAE WU AND SEAN MCMILLAN
REAL ESTATE AND MORTGAGE STRATEGISTS

January 1, 2012

Hello Friends,

Here is the January issue of our monthly newsletter, which brings you a few articles and thoughts that we hope you find useful and entertaining.

As a fresh new year unfolds, we want to take a moment to reflect on this past year and our gratitude for the life we have surrounded by wonderful friends, family and clients who are so supportive of us and our ventures in our lives and business. 2011 was a wonderful year full of change and exciting new adventures. We purchased and opened a real estate company in the Rancho Park/Cheviot Hills area called Heyler Realty (formerly The Heyler Company) and look forward to having our grand opening party in this new year. Our address is now over on Pico Blvd near the Westside Pavilion Mall.

The Heyler Company was established in 1927 by Bill Heyler and we look forward to bringing our little "Mayberry" to our Westside Los Angeles town. We are also still branch managers of our loan business that we are still conducting as well. It has been a fun and fulfilling time building our dreams to providing a full service business to be able to take care of those that we get introduced to. We have a few more team members that have joined on board and we look forward to introducing you to them in our future newsletter issues. For now, please enjoy as always our photo gallery and a beautiful article that was written and published in the Huffington Post. It was truly an honor and a surprise to have such a heartfelt and well written article written about me. Please feel free to drop by our new space and say hello and have a cup of coffee with us! Happy New Year!!!

We look forward to hearing from you with any questions, comments or feedback and sharing many other services in upcoming issues.

Best regards,

Jae Wu
Heyler Realty
~Your friends in the business~

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HERE'S HEYLER

News To Help You Save Time And Money

January 2012

A Dad's Lesson In Integrity

A father who had been laid off from his job had been watching expenses closely for months. But he'd made a promise to his two sons, who were twins, that he'd take them to a nearby amusement park for their tenth birthday.

When the day came, the father withdrew some money from his savings and he took his two sons on the bus to the amusement park. When they reached the front gate, he saw a sign:

"General admission: (ages 10 and up) \$10."

"Children under 10: \$5."

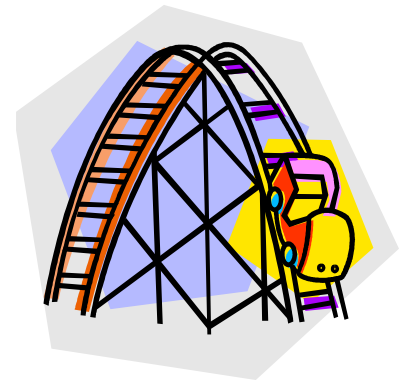
If he'd come a day earlier, the father realized, he could have saved 10 dollars—five for each of his twin sons. But with a sigh he led the boys up to the ticket window and said, "Three general admission tickets, please."

The woman in the booth looked them over and smiled. "How old are you boys?"

"I'm 10 years old today," said one son.

"So am I," said the other. "We're twins!"

The woman leaned forward. "You know," she whispered, "you could have asked for two 'Under 10' tickets, and I never would have known."



"Yeah," said the father, "but they would have."

Remember that actions speak louder than words, especially to kids.

Two handwritten signatures in black ink. The first signature is 'John' and the second is 'SM-Mill'.

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Entrepreneurs: Loving the Lifestyle

If you're itching to be your own boss, start your own business, and take charge of your own career, you're not alone. According to an Aflac survey, 77 percent of adult full-time employees say they'd leave their current jobs to become entrepreneurs; 69 percent report that the main reason they stay on their jobs is the promise of a regular paycheck.

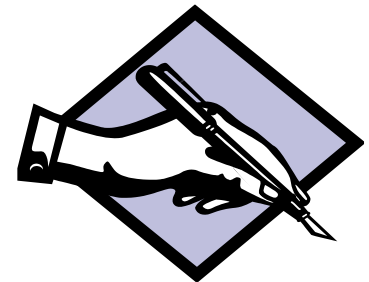
Among those who have taken the entrepreneurial plunge, almost 60 percent report that they're satisfied with their situations (according to a survey by MBO Partners). Despite lingering long-term unemployment rates, more than half (55 percent) say they made a proactive decision to go independent, and 63 percent plan to remain on their own regardless of the direction the economy takes.

English Majors Make Good!

Being an English major doesn't mean you'll spend your life discussing poetry in coffee shops while plotting your novel and wondering where your next rent payment is going to come from.

Here's a list of some rather successful English majors who defied the stereotype:

- Alan Alda (actor), Fordham College
- Michael Eisner (business executive), Denison University
- Sally Ride (astronaut), Stanford
- Diane Sawyer (journalist), Wellesley College
- Paul Simon (singer), Queens College
- David Duchovny (actor), Yale
- Conan O'Brien (talk show host), Harvard
- Joan Rivers (comedian), Barnard
- Martin Scorsese (director), New York University



The Power Of Why

Whether you're managing a team of employees or you're on your own, remember that although what you do and how you do it are important, it's the "why" that provides real motivation to succeed. An experiment conducted by the University of Pennsylvania's Wharton School of Business demonstrates the power of "why."

At a university call center where employees phone alumni to solicit contributions to scholarship funds, the staff was randomly divided into three groups: The first read stories written by former call center employees about the benefits of the job (improved communication and sales skills, and so forth); the second read accounts from former students about how their scholarships helped them with their education, careers, and lives; the third, a control group, read nothing.

Measuring the results of the three teams after a month, the researchers found that the first group and the third group raised roughly the same amount of money from alumni after the experiment began as before. But callers in the second group, who'd read inspirational stories about the impact of the scholarships they were raising funds for, raised twice as much money from twice as many alumni as they had before.

Understanding the importance of their work—the "why"—apparently motivated them to get better results.

Can You See Me Now? High-Tech Glasses May Help

A new set of glasses may help people with serious vision impairments. The Popular Mechanics website reports that scientists at Oxford University are adapting technologies used in smartphones and gaming systems for use in frames that can help people with age-related macular degeneration and other eyesight problems.

The high-tech glasses have small video cameras mounted at the corners. Facial recognition software, running on a device that the wearer carries in his or her pocket, can identify people and objects. Then the minuscule LED arrays embedded in the lenses can highlight those objects in a specific color that would help the wearer identify them.

The Oxford scientists also believe they might be able to use optical character recognition that would enable people to hear text read through headphones in the glasses. They're hoping to produce the glasses for about the same cost as a high-end smartphone.

Conan Doyle's First 'Case'



Sir Arthur Conan Doyle is famous for creating the enduring character Sherlock Holmes. But he started out doing far less creative and glamorous work.

He once commented that the turning point in any writer's career is not when he or she first starts sending stories to publishers, but when publishers begin commissioning stories from the writer.

Doyle's first commission is said to have been a translation of a German article for The Gas and Water Gazette. The title: "Testing Gas Pipes for Leakage."

Cucumbers To The Rescue!

The humble cucumber can be useful for more than salads. Here are a few creative uses for this common vegetable:

Battle the mid-afternoon slump. Instead of guzzling a Red Bull, try nibbling a cucumber. It contains B vitamins, Vitamin C, calcium, and other nutrients that can perk up your energy level.

Soothe your tired eyes. Place a slice of cold cucumber over each of your eyes for about 15 minutes. The moisture will cool your skin and allow the blood vessels in your eyes to contract, easing the swelling.

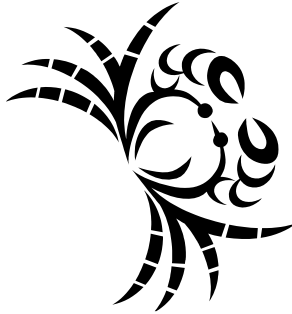
A Diamond In The Sky?

Astronomers and gem dealers alike were no doubt excited by the discovery of a distant world that appears to be crystalline in its structure and chemical makeup—in other words, it's a big fat diamond. The planet, which orbits a pulsar some 4,000 light-years from Earth, is about 20 times denser than the planet Jupiter (the largest planet in our solar system) and is about five times the diameter of Earth.

As reported by the journal Science, scientists in Australia, Europe, and the United States detected the planet by analyzing the radio signals emitted from the pulsar it orbits. (A pulsar is a neutron star that gives off bursts of electromagnetic radiation as it rotates.) It's located in the constellation Serpens (the Snake). The world is currently known as PSR-J1719-1438, but we're hoping for something with a slightly catchier ring. How about Zirconia?

Attack Of The Giant Red Crabs—For Real!

It sounds like a 1950s science fiction movie: Giant red crabs attack and cause devastation wherever they go. But it's real, and it's happening in the Antarctic. The New Scientist website reports that king crabs measuring more than a meter across are invading the waters underneath the South Pole, laying waste to an ecosystem more than



14 million years old.

Over one million *Neolithodes yaldwyni* (king crabs) have migrated to Palmer Deep, a basin beneath the continental shelf of the Antarctic Peninsula, where they're crashing through the fragile sediment of the ocean floor with their long legs.

They appear to be devouring sea urchins, starfish, and other aquatic life, reducing the number of species in colonized areas to just a quarter of that in other, not-yet-invaded regions. Scientists say that warming temperatures have allowed the crabs to expand their home base; if the warming trend continues, the invading crabs could spread to areas as shallow as 400 meters within the next 20 years.

Where will they go next? Who knows...?

Mothers: They're Human, Too!

Being a mother can be stressful. But admitting that you sometimes need a break can be hard, given the expectations that society has for the "perfect" mother. A survey of some 25,000 moms (reported on the Parenting.com website) uncovered some secrets about what mothers secretly want, and don't want, from their lives. Some of the findings:

- 23 percent of mothers say what they want most is some time alone.
- 49 percent of mothers have sent their children to school when they were sick.
- 18 percent of mothers have medicated their children to ensure a quiet car trip or flight (and 8 percent have done so for the sake of a quiet night at home).
- 88 percent of moms harshly judge other mothers for such things as a child's misbehavior or weight.
- 14 percent of mothers favor one child over another.
- 84 percent of moms use their parental responsibilities as an excuse to avoid other obligations.

The Power of Belief

A devoutly religious woman lived next door to an atheist. Although she was poor, she began each day by standing at her front door and shouting, "Thank you, Lord, for this day you have given us!"

This annoyed the atheist, but he tolerated it because the woman had so little to be happy about. One day he decided to do her a good deed by leaving a big basket of food at her front door so she would have enough to eat.

The next morning the woman opened the door, found the basket, and cried, "Thank you, Lord, for the food you have given me!"

The atheist leaned out his window and called, "Actually, that wasn't God, ma'am. I left that food for you."

The woman cried, "Thank you, Lord, for giving me this food and making this atheist pay for it!"

You miss 100% of the shots you don't take – Wayne Gretzky

You have enemies? Good! That means you've stood up for something, sometime in your life - Winston Churchill have given me!"

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January Picture Gallery



Jill & Juliet Ice Skating in Rockefeller Center



Jordan in Alcatraz



Monday Night Football!



Jake at Multicultural Week



Jake & Ryan with Cara at Holiday House



Christmas 2011 Cousins

An Attitude of Gratitude (continued from Page 8)

From the day I met her, I've wanted to unravel the mystery of Jae. How is it that she carries such a full load and doesn't let it weigh her down? I'm a spiritual person, and by and large a happy person -- but Jae has this calmness about her that sets her apart. When Jae enters a room, she becomes its center. How is that?

Jae says she wakes up each morning and before moving from the bed, she mentally runs down everything she is grateful for. She makes lists in her head of all that is right with the world, all that she loves, all that she is looking forward to that day, tomorrow and the next. She thinks about how she can make all the people she knows happy. She does this every day. She starts her day with an attitude of gratitude.

Jae Wu's life isn't any less stressed or complicated than mine or yours -- far from it. It's that she knows something we know but don't always remember. She knows that like beauty, happiness -- dare I say inner peace? -- is in the eye of the beholder. She knows it feels better to give than to get, to share than to hoard. She knows the difference between needs and wants. She knows that kind people trump mean ones, that your burdens are lighter when shared and that every day is a gift awaiting your unwrapping. She knows that even in the face of illness, there is life to be lived between the cracks.

I keep hoping that her attitude of gratitude will rub off on me. But for now, I am just grateful to be having lunch with her Thursday.

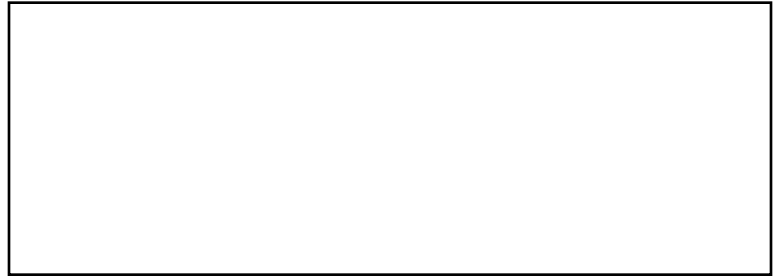


Hub Happenings

Jae Wu and Sean McMillan
The Westside Hub
DRE #01207394, NMLS #259218
10659 W. Pico Blvd
Los Angeles, CA 90064
310-470-2030
team@heyler.com
www.facebook.com/heylerrealty
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recycle it by passing it along to a family member,
friend, neighbor or coworker.



Featured Article: An Attitude of Gratitude

by Ann Brenoff of The Huffington Post (reprinted with permission)

I have a friend who I use instead of Prozac. Whenever life feels overwhelming, I call her and ask her to lunch. Apparently, she's the drug of choice for many people because her calendar is always heavily booked; I love that she squeezes me in when I use the secret emergency code words "It's been so long since we've talked!"

I can talk to Jae Wu about anything and she hears me. Notice, I didn't say she listens. Lots of people listen -- my dog listens if I hold a cookie in my hand -- but no, Jae actually hears. She nods sometimes when I'm speaking, but mostly what she does is hear me. Jae never feels compelled to rush in and fill the pause of a conversation the way I do. She also hears the silence.

Jae's life is not without complications of its own. She owns a successful real estate firm on the Westside of Los Angeles -- and holds the distinction of probably being the only top-producing real estate agent in LA who has never tried to get me to write about one of her listings. Jae is also mom to two boys, one with special challenges. When she learned of her son's diagnosis, she did what Jae does: She kept breathing.

I met Jae quite by fate, since as Jae taught me, there are no such things as coincidences. Awhile back, I founded a women's networking group for entrepreneurs. One month, our keynote speaker canceled at the last minute and someone suggested Jae as a fill-in. She came, she spoke, and nobody in the room budged from their seats for the next few hours. Jae not only hears; when she speaks, she speaks from the heart.

Once you meet Jae, you become part of her circle, one of her peeps. She "match-makes" among her minions, sending new and interesting friends your way. You need something? She knows someone who knows someone who knows someone. And she means it.

(continued on Page 7)

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