

# In The Know

News for Home and Living

April 2008

April 1, 2008

Dear Friend,

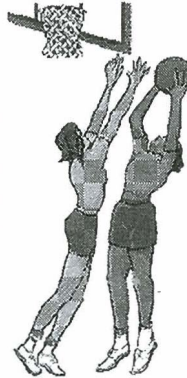
A little homework when choosing an architect can make your next remodel or new construction a lot easier. The article, on page 3, was written by one of our terrific clients, it gives a little guidance in doing just that!

Tax time is here again. Do you know why we send in our taxes on April 15th? The Government will initiate its Economic Stimulus Plan and will be sending out tax rebate checks. What will you do with yours? The answer and suggestions can be found on page 5.

Our Client Recommendation page has a wonderful group of business and professional people that are ready to help you with many of your needs. Give them a call and tell them we sent you!

Please enjoy the newsletter. As always, if you have any friends or neighbors who are looking for a better way to buy or sell a home please don't keep us a secret!

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## Why Practice?

A class of high school basketball players with similar skills was divided into three groups to conduct an experiment.

Group one was told not to practice shooting free throws for one month. Group two was told to practice shooting free throws an hour a day for a month. Group three was told to practice shooting free throws an hour a day for a month – but only in their imaginations.

At the end of the month, all three groups were tested. The group that didn't practice slipped slightly in its percentage of free throw successes. The group that practiced an hour a day also slipped slightly. But the third group, which practiced only in their minds, increased its success rate by two percentage points.

How could actual practice, such as that done by the second group, fail to improve performances as much as practicing in the mind?

The explanation is that in your mind, you never miss a shot.

## Start Over – Grow Stronger

Keep on beginning and failing. Each time you fail, start all over again, and you will grow stronger until you have accomplished a purpose. Not the one you began with perhaps, but one you'll be glad to remember.

– Anne Sullivan

## Choosing an Architect

By Christopher Arelt, AIA  
Nautilus

I recently completed a 3-year, \$4 million dollar residential project, a retreat for an multigenerational family. They are great clients, sophisticated and discriminating and yet I am reminded that, despite their welcome obsession with design down to the smallest detail, our match was made by the home inspector who was evaluating the property they had purchased! Serendipity is a wonderful thing but no recipe for such success.

Knowingly or otherwise, when people choose an architect they are placing what may be the most significant investment in their life in that person's hands. It should be a carefully-considered decision but, because one can't yet see the finished product, requires a leap of faith. In order that the leap be as short as possible, take the time to interview several architects. Develop a sense of their ability to listen, convey ideas, and make sense of what it is you want. Are their design ideas consistent with what you envision? How important is your project to them? Take a look at their work (obviously), but review both constructed projects AND the documentation used to build them. Visit a house in person to get a sense of how it fits the land and the neighborhood; and inside, how the space really feels and works. Elicit additional perspectives from clients AND builders with whom they have worked. Builders can tell you, for instance, if the architect's documents were thorough, accurate, and useful, all of which make a world of difference in how a project runs. A good architect should be able to work well with both client and builder. By the way, is the person with whom you are meeting the same one who will be designing and overseeing your project? What services will be provided during construction? Can you see yourself working with them through the life of the project?

Selecting an architect is an important early step in any construction project. Do your homework and identify one with the combination of technical competence, professional service and design ability to lead you through a rewarding process to a successful outcome.

## March Quiz Answer

**Question: What prestigious University named its first woman president in 2007?**


**Answer: Harvard University**

**Congratulations to: Stephanie Jacobs!**

Your name was selected at random from all of the correct quiz entries for a

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