

Sandalwood Park Homeowners, Inc. Venice, Florida

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What? Is it that time again?

It is hard to believe the season is almost at an end. It was an eventful and exciting season. The Sandalwood Activities Committee outdid themselves with entertainment and dances. They added line dance lessons and trivia to this year's schedule and both were a hit! Stop in to the April SAC meeting to hear about next years plans. Sandalwood had some challenges in 2018. IRMA came through and left many homeowners with a season of repair. Most were lucky enough to not have physical damage to their homes.

The event left us with many questions. There were long discussions about what went right and what could have been done better. Our Emergency Preparedness Committee, (headed up by Tony Koss) spent hours on the understanding and purchase of a new generator and shutters for the clubhouse.

As with most things in life, the experience left us with knowledge. We now have a **Sandalwood Emergency Preparedness** booklet. *If you do not have yours, please stop by the office*. The booklet is a guideline of what is necessary to do **before you go**, and what to do if you are here.

It has always been a Sandalwood policy/rule to prepare your home before any lengthy departure.

If you are leaving, I remind you to please put your shutters down and all lawn ornaments and planters must be put in your shed or home. Look around your home for any repairs that should be addressed or trimming that needs to be done.

I wish everyone a happy, fun filled and healthy summer.

Your President Regina Fortin

"Some people arrive and make such a beautiful impact on your life, you can barely remember what life was like without them" Anna Taylor



Sandalwood Park Homeowners, Inc.



300 Sandpiper Drive Venice, Florida 34285

Resident Owned Community for persons 55 years of age and older

Office Number 941-485-3646
after hours call Lighthouse management 941-451-8265
In an Emergency Call 911

SANDALWOOD NEWSLETTER STAFF

Only articles submitted to Joan Ellis will be forwarded to the printer.

Please submit information to:
Joan Ellis
231-729-0316
jmellis1025@gmail.com



NOTE: All articles for the newsletter must be in Microsoft Word, because I am unable to open PDF files or articles that have been scanned. Thank you for yor cooperation.

ACTIVITIES CLUB				
President - Carmen Wallin	941-483-4527			
Vice President - Lucille Mitton	941-504-3349			
Secretary - Susan Smith	508-240-8526			
Treasurer - Johanna Lauzon	941-244-2883			
Members at Large:				
Kathy Harmening	412-965-1924			
Gail Pellitteri	941-882-4065			
Joyce Blackney	941-451-9959			

Photos

Please send all photos to <u>jmellis1025@gmail.com</u>



Regina Fortin - President Sandra Marsocci - V. President	978-790-0810	2019
Janet Wnek - Treasurer	941-223-1819	2021
Tony Koss - Secretary	413-537-9977	2019
Directors		
Larry Reed	978-855-6364	2021
Ken Rideout	517-545-3614	2019
Barb Moore	810-537-2450	2020

The Sandalwood Board of Directors has the responsibility of administrating the wishes of our shareholders.

Contact any board member with your concerns or suggestions and they will act in the best interest of the park.

Written comments may be sent to the office or e-mailed to 14inspub@aol.com

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DEADLINE FOR NEWSLETTER ARTICLES

ARTICLES FOR THE NEWSLETTER ARE DUE ON OR BEFORE THE 13TH OF THE MONTH.

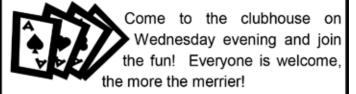
PLEASE MARK THIS ON YOUR CALENDARS SO YOU WON'T FORGET.

OUTSIDE BULLETIN BOARDS

To help remind you of upcoming activities during the month, the bulletin boards by both entrances are up and running. The boards will be updated twice a month with the scheduled dates and times of our many events. Make sure to take a few moments to read through it when you pass by.

WEDNESDAY IS GAME NIGHT

Do you like to play cards?



Did You Know.

VII VEHICLES

7.2 Parking of vehicles on the grass is limited. Vehicles may park parallel to a street with two wheels on the grass, but never overnight. Parking fully on the grass is permitted near the clubhouse during clubhouse functions or on resident's lawn while washing vehicle. Vehicles must be parked in the carport or on the driveway of the residence. Vehicles must not obstruct the free passage of emergency vehicles along any roadway. Repairing of vehicles, boats, motors, etc. is prohibited in the park.

Overnight parking on the roadways is prohibited. Persons parking in a neighbor's drive and/or carport assume all responsibility for any damage or oil stains caused by their or their guest's vehicles. Written permission from their neighbor shall be obtained prior to use of neighbor's driveway during their absence.

Parking on the road is permitted for loading and unloading during daylight hours.

Summited by Tony Koss

BINGO!

Tuesday & Friday 6:30PM

So fun...try your luck.

Come one,

Leave all your troubles at home, join your Neighbors at the clubhouse and have a good time!!!

come all.....

SANDALWOOD WEBSITE



Did you know that Sandalwood has a Website?

It is a good way to keep up with happenings and reading the newsletters online.

> The address for the website is www.sandalwoodpark.com

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BEFORE YOU GO!!

Time is moving forward! Shortly the Sandalwood Snowbirds will begin their migration away from beautiful Venice, FL. Please remember an increasing number of our residents are "Rounders", year round residents. To help us to keep your property neat, as well as your property and your neighbor's property safe, please prepare your property for when you are away.

Before you leave,

- You must stow away all outdoor objects not securely attached to a permanent structure or anchored into the ground.
 - All closable shutters and awnings must be closed and secured as they are often ripped off during high winds.
- Items should not be stored on a screened lanai. During Irma we had a few screen lanais' that were totally blown away, as well as everything that was stored on them. Please store items inside your shed or home.
- Complete your new Caretaker Form and turned it into the office. Even if you have a Caretaker on file from previous years <u>you must complete the new form</u>. This will insure that all of the Caretaker information we have on file is correct and current.
- Please read the responsibilities of a Caretaker. These are listed on the form. If your current Caretaker cannot handle these responsibilities, you must find one who can. Remember, the Caretaker has responsibilities. It is not just a name on a form to fulfill a requirement. You don't want to find out the hard way that your Caretaker cannot handle the job.

Once all of the above is complete you will have peace of mind during your time away from Sandalwood. We wish you God speed and fair winds until you return to our little bit of paradise.

Bake Sale

Once again we had another successful bake sale. This year we made \$550.00.

The success of the bake sale is all due to the amazing bakers in Sandalwood. We received such a wonderful array of baked goods.

I would like to thank all of you who helped. Many of you did double duty. My thanks to Maretta, Barb, Jane, Larry, Joan, Margaret, Linda, Judy, Rose and Carmen. Please forgive me if I have left anyone out.

Again many thanks Submitted by Dianne Souza

The NEW 2018/2019 DIRECTORIES ARE IN

Please stop by the office to get yours

Have you checked
CHANNEL 195
lately?
(ALL EVENTS IN THE PARK ARE LISTED THERE)

Remind Your Renters

Please remind your seasonal renters dogs will not be allowed during the 2018 – 2019 season. A regulation was passed in 2017 that dogs would not be allowed for renters (see below).

5.8 Renters and overnight guests are not allowed to have dogs. Other indoor pets are at the discretion of the shareholder. Daily visitor's dogs must remain on the shareholders property and as defined in 6.1 cannot exceed 20 pounds.

Residents PLEASE



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1789730

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Train Movie

April 8's Train movie at 7:00 pm will be "Money Train" starring Wesley Snipes as Charlie and Woody Harrelson as John who, besides being two transit cops working undercover for the New York Subway, they are partners, best friends, foster brothers and both in love with the same woman (Jennifer Lopez), "But their sibling rivalry goes over the top when Charlie decides to rob the "money train'—the heavily guarded revenue train that collects millions of dollars from the subway booths. Now it is up to John to stop his bad-boy brother...or join him for one final, phenomenal trip through the tunnel of fun!" This movie lasts 1 hour and 33 minutes. Popcorn, water and soda will be provided.

Party on the Patio

On Thursday friends and residents of Sandalwood gathered on the patio to help celebrate those who turned 80 (or 79) this season. There were plenty of snacks, beverages, laughter and conversations. In fact it was such a great time that rumor has it this might well turn into a monthly event. The birthday boys were as follows: Al Burns, Ray Chitty (79), Tom Morgan, Norm Vandenbusche & Ken Williams. These guys are proof that age is only a number! Lookin' good guys!

BUS TOURS 2019

The Sandalwood Activities Club (SAC) would like to determine if park residents are interested in bus tours during the January-April. 2019 season. "ALL AROUND TOURS" of Nokomis (now under new ownership and management) will work with Charlotte Ricardo and Barbara Hinkle to arrange a tour/tours of our choice. These tours can be one day, overnight or three day tours. A sign-up sheet will be posted on the bulletin board in the clubhouse this month for anyone interested in the tours in 2019. We will need at least thirty (30) people in order to reserve a bus for any trips planned by Sandalwood.

"ALL AROUND TOURS" books for 2017-18 are in the activity room on the bookshelf, if you would like ideas of. Types of tours they offer. You may also call Charlotte Ricardo or Barbara Hinkle for more information (508-529-3154 or 304-642-6886).

Submitted by Barbara Hinkle



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SAC BOARD MEETING

Sandalwood Activities Committee Minutes of March 13, 2018 Meeting

Opened at 10:00 am with Pledge by President, Carmen Wallin

Secretary's Report: Motion made by Susan Smith, Secretary, and a second by Lucille Mitton to accept the minutes as printed in the March newsletter. Motion carried.

Treasurer's Report: Balance of \$13,361.84. Motion to accept by Joyce Blackney and second by Gail Pelliterri. Motion carried.

Committee Reports: All activities have had successful year and attendance has been good. Check bulletin board for those activities which will be continued during the summer months. THANKS to everyone who has co-ordinated these opportunities of fun and learning.

Old Business

Bustin' with Bargains Sale: Chair, Donna Eckmann, reported the sale netted \$3,907.85. The furniture room, under the designing eye for staging of Charlotte Rivard and Barbara Hinkle, netted \$900.00 plus; the Bake Table, serviced by Diane Souza, made \$550; and the Boutique, thanks to Susan Smith and her able assistants, drew in over \$600.00. Nancy and her luncheon crew filled everyone's hunger pangs with hot dogs, beans and coleslaw. Donna thanked everyone who helped make the day a success story, particularly Sam Dicks and his combo who gave everyone on the patio a "rollicking good time." Barbara Hinkle expressed that we all owe a" big debt of gratitude to Donna and Connie" for their energy and commitment over the last several years. They were applauded heartily.

Dance Report: The last dance of the season will be in April with a DJ providing the music. Regina Fortin and Gail Pelliterri will be scouting at the Moose during the summer to line up the music for next year.

Pancake Breakfast: Joan Ellis reported that 101 customers enjoyed the March breakfast, The 50/50 raffled was \$76.00

New Business

Purchase of Computer and Printer: With the help of Michael Belanich and Michael Smith, SAC is in the process of investigating the purchase of a computer and printer to be used for SAC business only. We hope to have this in place by next year. Tony Koss suggested going to inkfarm.com for printer ink. They sell quality ink at reduced rates. **Calendar Program:** The need for more accurate printing of our monthly calendar of activities/events in the newsletter has been discussed by the SAC Board and Joan Ellis. We are hoping to be able to install a calendar software program to be filled in by Joan and then sent to the publisher of our newsletter. This will, hopefully, alleviate the number of misprints causing confusion among park residents.

Seating for SHOWTIME: There has been significant discussion among Board members and residents regarding seating at our SHOWTIME events. Some are in favor of keeping the round tables up in order to make it more "club like" bringing in their own snacks and beverages. Another group has concern that this will facilitate conversation during the show and would like to see it remain in a theater style with rows as has been the set up. A third suggestion is a combination of both, setting up a couple of rows of chairs with tables behind them. Carmen will be taking a poll at the last Showtime event of this year to get a sense of what attendees would prefer before we make any commitment. Input from the committee responsible for set up and take down of tables and chairs is also an important part of this decision making process. A reminder that our concert series misnomer name has been changed to SHOWTIME.

All Around Tours: Some of you have shown interest in doing day or several day tours. Charlotte Rivard and Barbara Hinkle have done some initial inquiries into this possibility. They distributed brochures to those in attendance from All Around Tours. Recalling the difficulty we had with this company a couple of years ago, they reassured us that the company is now under new ownership and is very willing to work with us. Charlotte and Barbara will

(Ccontinued on next page)

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(SAC meeting continued)

continue to co-ordinate this effort. If you have ideas or questions, please give one of them a call.

Calendar for Next Year: Several new events are being pursued. Watch the bulletin board and your newsletter for event listings, days and times. One of these offerings is ballroom dancing lessons this summer led by Gail Pelliterri. Give her a call if you are interested or sign up on the posted info on the bulletin board.

Coming Events

St. Patrick's Day Potluck—Saturday, March 17 @5:30 (SAC will be providing the corned beef)

Snowbird Farewell—Sunday, March 18 @3:00 on Patio

Gospel Sing—Sunday, March 18 @ 6:00 pm in the Sandpiper Room

Bocce/Shuffleboard Party—Thursday, March 22 @11:30 in Sandpiper Room

Annual Picnic—Saturday, March 24 @12:30 followed by outdoor games; \$10pp will be refunded when you arrive. Tickets MUST be purchased ahead of time. Food will be catered by Goldrush

Music Video Night—Saturday, March 24 @7:30 in Sandpiper Room

Easter Dinner—Sunday, April 1 @2:00 (Cost: \$10. Must have ticket to attend.)

Train Movie Night—Sunday, April 8 @ 7:00 p.m. "Money Train" in the Sandpiper Room

Dance—Saturday, April 14 @7:00

Respectfully Submitted, Susan Smith, Secretary



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Gospel Sing

On several Sunday evenings through March, Sandalwood Park residents enjoyed a Gospel Sing sponsored by the New Life Church here in Venice. Several Park residents are members of the Gospel Group. Thanks to all who made this event possible. It was enjoyed by all who attended.

CPR - AED Classes

Forty Sandalwood residents took CPR – AED classes in the clubhouse. Sarasota County Fire Training Officer Scott Montgomery taught the free course. The basics of CPR as well as changes that have taken place over the years were explained and demonstrated. The proper use of our Automatic External Defibulator (AED) equipment was also explained and demonstrated.







Water Aerobics At Sandalwood

Whether you call it Water Aerobics, Swimmercise or Watercise, it is FUN! It is also a great way to sneak in low resistance exercise AND stay cool at the same time. The classes, led by Linda Fleming, are held each Monday, Wednesday and Fridays starting at 10:00am in the pool. There is always room for more. Classes will continue through July.



CALENDAR OF EVENTS 2018

(In some instances, the person's name who is in charge of the event, may appear next to it.)

April

1-Easter Dinner

2-Line Dancing

3-SAC Agenda 10:00

4-SPH Agenda 9:00

8-Train Movie 7:00-Susan

9-Trivia

10-SAC Board 10:00

11-SPH Board 10:00

13-Newsletter Articles Due

14-Dance-\$5.00-Quite Fire-7:00-10:00

16-Line Dancing

23-Trivia

30-Line Dancing

May

Gail Is Going To Try To Continue Trivia & Line Dancing

All Year For Full Time Residents

5-Derby-Gail

13-Newsletter Articles Due

19-Preakness-Gail

June

9-Belmont-Gail

July

4-Picnic





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BOCCE 2019

The Bocce Season for 2018 has closed after another successful season. Our fun league continues to grow. We had 10 teams this year. Our season ending Pizza Party was held on the Patio and awards were presented. Teams are already being organized for the 2019 season. A sign-up sheet for 2019 has been posted on the bulletin board in the clubhouse. We would appreciate it if you register your team and sign-up before you depart for the season. If you do not have a team, feel free to sign-up as a single and we will pair you with someone. The main thing is sign-up. Please print your name, a phone number that you can be reached at prior to January, your email address and whether or not you would like to be a regular or a substitute. We are all busy during the season so substitutes are needed. Matches are scheduled on Tuesdays and Thursdays. If you don't know how to play Bocce, that's not a problem. Fun, teaching, practice sessions will be scheduled. If you have any questions, please feel free to contact Holly Koss @ 413-589-9518.

FULL TIMER LIVES MATTER!

As a full time resident, I see that most activities in the park come to a close once the snow birds leave. Well, I think it's time to change that.

I will be doing trivia all summer long as well as teaching ballroom dancing. Classes will be held starting in May for cha-cha, merengue, lindy (swing), rumba, samba, hustle and mambo with a few line dances thrown in. You do not need a partner; I will teach you how to lead and follow so that you can dance with anyone that has taken the classes. Won't the snow birds be jealous when they see you cutting the rug at our dances next season? However, in an effort to include all who are interested, I will post a signup sheet to see if you want these activities at night or in the afternoon. I am doing this for you so please let me know your preferences.

Of course, we will be holding our Triple Crown races, 4th of July picnic, and Labor Day ice cream social. I would also like to host a Halloween costume party/dance but I need input from everyone to see if this is an event you would like to have. Tentative schedule for the Halloween party is Saturday, October 27 and there will be a \$5.00 charge like our other dances. A signup sheet will be posted on the bulletin board, any full timers or residents that will be back by that date should sign up if interested so that I know how to proceed. We will have a costume contest, dunk for apples and maybe a game or two. Costumes are not necessary but will add to the fun if you choose to dress up.

Remember, these activities are for YOU, the more that sign up, the more fun it will be (the more the merrier)!

Submitted by Gail Pellitteri

Qast Dance

the usual places.

Just a reminder that the last dance of the season will be held on **April 14th.** Music will be provided by the DJ from Quiet Fire-that great band from our January dance. Tickets are \$5.00 and will be available in all

So, mark your social calendar for the 14th - let's make our last dance a rousing success!

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Clubhouse/Carport Sale

Another successful clubhouse and carport sale took place this year due to so many of you volunteering to make it the best ever! Our profit was \$3,9007.83, a testimony to the diligent work and pride that so many of you put forth.

We had some interesting buyers, most probably a result of Regina placing our sale on the internet. I believe we could label some of our patrons, "The Pickers". They came in vehicles laden with "stuff" yet able to find space for more. With buyers such as these, we can't complain about our profit margin, especially when those ceiling fan motors sold. Normally those are out the door and in the trash by 1:00 p.m. Saturday. And the three wheel bikes that needed a little love and care--they were whisked off well before the sale ended.

So many great things went on before and during the sale. I can't say enough about Sam Dicks and his very talented musicians and songsters. They added a rollicking and festive atmosphere to the lunch time crowd. If you weren't aware, they are all residents of Sandalwood Park with the exception of Bubba and his wife. Bubba's deep, velvet-like voice was a treat for the ears; we were so glad that Sam was able to coax him back to sing one more time.

Speaking of the great music that day, not only were the lunch patrons enjoying those musical tunes, so were the hot dog cooks and servers. Word has it that Nancy Edwards (How old is she? She looks like she's only 30!) was jiving while serving up the grub. Nancy is ready to come back next year for more fun and we all agree; we want her youth and enthusiasm behind that hot dog counter!

By the way, the food Concessions had another wonderful crew this year cooking up the dogs and serving the lunches to our hungry residents and patrons. Their efforts brought \$591 in sales; thank you Larry Moore and Larry Reed and to our super duper workers: Julie Friedman and Nancy Edwards, and of course the Thompson's, Sally and Tom.

Yes, it was a good day. Susan Smith's Boutique continued to draw people who were looking for lovely, items such as jewelry, clothing and accessories. She and Mary Beth Painter along with others worked many hours arranging their delicate wares so they would display attractively. Can you believe that the little bit of space on stage produced \$587 in profit?!

Charlotte Rivard and Barbara Hinkle along with their crew worked diligently cleaning, polishing, and arranging furniture, rugs and accessories. Not only did their display bring in curious shoppers, it also netted \$921! Nice going gals.

As for the bake sale, the generous and talented residents of this park produced a bounty of delicious baked goods for Diane Souza and her team bringing in \$550 in sales.

Thanks to Gail Hixon for lassoing in those carport sale fees. Fourteen homes participated at \$3 each bringing in a total of \$42

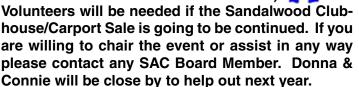
The Sandpiper Room sales along with the items displayed outside the back door totaled \$1,672. An added note, these figures are illustrating money brought in on the day of the sale minus the cash drawers. The expenses are not shown for food, advertising, maps and a few minor items.

Finally thanks to the cashiers, baggers, our parking and gate attendants, safety patrol, sales people and our beefy furniture movers. Not to forget the crews that set up and tore down the tables, the people who helped unload the shed, organized the contributions, as well as, cleaned and priced merchandise. Finally, at the end of the day, the clean-up crew and the fellows who took truckloads of items to Goodwill. As always thank you to our residents for the wonderful contributions that were made for this event. All of you made this a successful day. We could not have done it without you!

In ending, I have been hearing how our visitors were impressed with how well our park sale was organized and how clean our merchandise looked. They also thought the park was a wonderful place to be with all the attractive homes, the landscaping and the nice sized green areas. It is great to hear such positive comments and it makes me think how blessed we all are to be here in Sandalwood. So many of you show pride in everything you do not only when helping to put this sale together but also with your property and with other events in the park. Most of us feel like family and care about each other which is an important part of community living. This brings me to the conclusion of this article and to Connie and myself saying that we are now handing the torch over to others to continue this fun and neighborly event. If you want to get to know people and to enjoy being a part of Sandalwood Park, this is the way to do it. I loved working this sale and my partner, Connie can say the same. Take care everyone.

Submitted by Donna Eckman

ATTENTION ALL RESIDENTS,



SANDALWOOD PARK HOMEOWNERS, INC.

A Corporation Not-for-Profit

MINUTES OF THE BOARD OF DIRECTORS MEETING March 14, 2018

A Board of Directors meeting was scheduled for 10:00 A.M. on March 14, 2018, in the Clubhouse.

The meeting was called to order at 10:05 A.M. by the President, Ms. Fortin.

Notice of the meeting was posted on the property prior to the meeting in accordance with the requirements of the Association Documents and Florida Statutes.

The following Directors were in attendance:

Regina Fortin Tony Koss Barb Moore Sandra Marsocci Janet Wnek Larry Reed

A Quorum was determined to be present. (*) indicates attendance via speaker phone.

UNDER THE HEADING OF READING AND APPROVAL OF MINUTES, a motion was made by Mr. Koss and seconded by Ms. Moore, and it was,

VOTED 18-14: to approve the February 14, 2018 Board meeting minutes as presented.

The motion was unanimously approved by all attending Directors. Motion passed.

UNDER THE HEADING OF DIRECTOR REPORTS, there were none at this time.

Regarding Manager's report, Ms. Root reviewed the attached report (see attachment #1).

UNDER THE HEADING OF COMMITTEE REPORTS, regarding Emergency Action Committee, Mr. Koss advised that forty (40) people attended the CPR-AED class.

On matters relating to the generator order, it is on still in process. Suburban Gas is tying the new line into the existing line. Two (2) one hundred twenty (120) gallon tanks will be added.

On matters relating to the hurricane shutters for the clubhouse, they are on order and will be installed at the end of April.

UNDER THE HEADING OF UNFINISHED BUSINESS, on matters relating to 566 compliance, it was discussed under the Managers report.

On matters relating to the sale of the old generator, two bids were received, the high bid was from Mr. Al Peterson for \$111.00, a motion was made by Ms. Fortin and seconded by Ms. Wnek, and it was

VOTED 18-15: to accept his bid and approve the sale of the old generator to Mr. Al Peterson for \$111.00.

The motion was unanimously approved by all attending Directors. Motion passed.

UNDER THE HEADING OF NEW BUSINESS, on matters relating to replacing the window shades in the clubhouse hallways, Ms. Moore is obtaining information on pricing for vertical blinds.

(continued on next page)

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(Board meeting continued)

On matters relating to damaged mailboxes, Ms. Fortin reminded Shareholders that the mailboxes are an extension of their home and they are the responsibility of the Shareholder to maintain and replace when needed. She asked all owners to take a close look at their mailboxes and replace them, if they no longer looked good. A motion was made by Ms. Fortin and seconded by Mr. Koss, and it was

VOTED 18-16: to have letters mailed to owners with mailboxes that are either missing or in disrepair, asking them to have them replaced.

The motion was unanimously approved by all attending Directors. Motion passed.

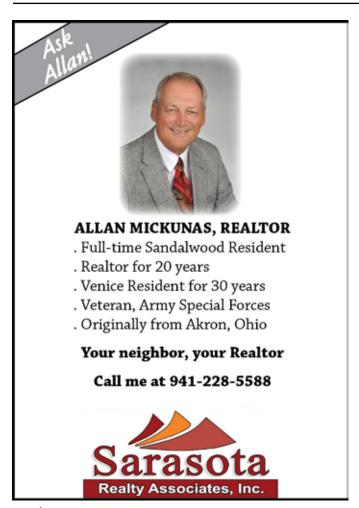
On matters relating to future Agenda Meetings, Mr. Koss stated that a list of the dates for the Agenda Meetings will be posted on the bulletin board (see attachment #2).

UNDER THE HEADING OF SHAREHOLDER'S COMMENTS:

- Discussion was heard regarding the changes to the Rules and the timeframe when they take effect.
- A Resident commented that the new speed sign seems to be effective. It will be moved around the property to effective and gain the most visibility.

With no further business to come before the Board, upon a motion made and seconded, the meeting adjourned at 10:47 A.M.

Respectfully Submitted by, Hope Root, CAM, CMCA









2017 Small Business of the Year



Blair Post, HAS, BC-HIS, ACA

Board Certified Hearing Instrument Sciences American Conference of Audioprosthology

Hearing Your Words

by Karen Post

"He listens to my needs and problems", "I can go back to him anytime with any questions", "delighted with the service and the personal interest that he gives", "a willingness to listen and work with me" all of these quotes I found in testimonials from clients just like you.

I researched our testimonials in response to a question posed by a business mentor. He asked, "What is your business really good at doing? What do your clients love about what you do?"

Having been in this business for over 10 years, I was certain I knew the answer. We are really good at properly programming hearing aids. We have programmed over 1,200 with success. People have said time and again, how much better they heard after our programming. To be honest, I was kinda cocky about "knowing" what we did well.

Then the mentor said, "Go read all your testimonials and reviews, all of them. Even if you think you know what your clients have said about you, go back and read each one of them"

Two things humbled me. First was the volume of testimonials and reviews we have received from grateful clients, just like you. Second was the consistency of "he listened to me..."

I have a quirky sense of humor. The irony of a frequent compliment being "he listens" coming from people who can't hear, gave me a slight chuckle. Then I recalled how Blair's mom, MaryEllen, would vent her frustrations to Blair, since she knew he would listen.

If someone you know is frustrated with their hearing aids, and needs someone to listen and help, share our newsletter with them, or call us for a "listening" appointment.



ContemporaryHearing.com

April

2018

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
26	27	28	29	30	31	1 Easter Dinner 2:00 pm
2 Water Aerobics 10 am Line Dancing 6:30 pm	3 SAC Agenda 10 am Bingo	4 Water Aerobics 10 am SPH Agenda 9:00 am	5 Euchre	6 Water Aerobics 10 am Bingo	7	8 Train Movie 7:00 pm
9 Water Aerobics 10 am Trivia 6:30 pm	10 SAC Board 10:00 am Bingo	Water Aerobics 10 am SPH Board 10:00 am	12 Euchre	13 Water Aero 10 am Newsletter Article due Bingo	14 Dance \$5.00 7-10 pm	15
16 Water Aerobics 10 am Line dancing 6:30 pm	17 Bingo	Water Aerobics 10 am	19 Euchre	20 Water Aero 10 am Bingo	21	22
23 Water Aerobics 10 am Trivia 6:30 pm	24 Bingo	25 Water Aerobics 10 am	26 Euchre	27 Water Aerobics 10 am Bingo	28	29
30 Water Aerobics 10 am Line Dancing 6:30 pm	1	2	3	4	5	6



MONDAY- WATER AEROBICS, DANCING/TRIVIA, TUESDAY-BINGO WEDNESDAY-WATER AEROBICS, CARDS THURSDAY-EUCHRE FRIDAY-WATER AEROBICS, BINGO







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