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October 2006

## Gillespie Home Inspection Newsletter

Dear Kim,

We hope you enjoy our newsletter this month. Your feedback is always welcome.

### A Commitment to Constant Improvement



We spend a great deal of our time working on improving our business. We want more clients, more income - more business! And like high-tech and other industries, our product needs continuous improvement. We have to stay on top of new laws, trends, financing, and so much more. But our business is ourselves. We market and sell ourselves on a never-ending cycle in this industry. Spending time improving your product is improving your business.

So how about You, the person who is the business? Personal improvement goes beyond the industry, to the person. Constantly challenging yourself, developing visions for both business and your personal life, and changing behaviors, plays a vital role in success. Success is something we each define for ourselves. What is your definition?

There are a host of books out there to guide you. You probably know that authors and the books: Napoleon Hill, Brian Tracy, Stephen Covey, Dale Carnegie, etc. Maybe you have even read them in the past. These jewels can be re-read and something more always comes through.

Plan to invest in your business of You. Surf Amazon or take a stroll through Barnes and Noble. There are libraries available at the NAR website, Realtor.org (ebooks), or the good old library which can be fun to search online. Gillespie Home Inspection has a small library to loan out as well. Just check out this link, email which one you want to

borrow and we'll get it to you. We plan on growing the library (donations welcome) so check back later as well.

**[Gillespie's Library can be found here...](#)**

## Gillespie's Continued Improvement

We're not sitting on our laurels here. If you haven't ordered from us lately (shame on you) then you haven't noticed that we've added **digital pictures** to our reports. And we still include the mechanical drawings we've always used!



We've also improved our service area. We can assist your clients from San Mateo down to Morgan Hill and back up to Oakland.

## Didja Know? Dryer Tips



Keep a look out for warning signs that your dryer's needing some maintenance. Does it take higher temperatures or multiple drying cycles to dry your clothes? These could indicate lint blockage. Clean the lint screen before and after each load. Clean the dryer vent and exhaust duct periodically. Replace your plastic or fail accordion-type duct material with rigid or corrugated metal ducting. And don't forget to clean behind the dryer where lint can accumulate.

A clogged lint filter could possibly cause a dryer fire. Dryer sheets can cause a film and lint particles will stick to it making an almost invisible barrier in the tiny mesh openings in your lint filter. You should occasionally clean your dryer's lint filter with warm soapy water and a toothbrush. Try it! Run water in your lint filter and I'll bet you'll see some pooling of water. Now wash the filter and run water in it again. The water will run straight through meaning your filter will work better!

Dry laundry in consecutive loads to save on electric and gas bills. Warming up the dryer after it has cooled requires more energy.

**[\(And if you want to know what to do with that lint - click here!\)](#)**

## Trade Show Booth Winners!



We hope you had the opportunity to stop by our booth at the Santa Clara County Association of Realtors 20th Annual Convention and Trade Show. The theme of the show was "Future is Now" so we had a booth where you could see into your future. We had a psychic at our booth reading tarot

cards for a detailed account. The line for the psychic was long, so we offered fortune cookies for a quick future telling. And we also raffled off lottery tickets - in the hopes of securing your future!

SCCAOR awarded prizes to the most creative and outstanding booths. We won the prize for the "Most Spirited Booth"! SCCAOR President Edwin Resuelo (left) presented me (center) and our psychic, Monique Chapman, (right) with our award at our booth.

## Just for Fun

The first person to respond with the correct answer to this trivia question will win a Jamba Juice card. Send your answer to [kim@gillespiehomeinspection.com](mailto:kim@gillespiehomeinspection.com).

(The winner of last month's trivia was Joseph Scola at Altas Real Estate. He correctly guessed that the bottom of the champagne bottle is called the "punt".)

***How many and which states do not change their clocks?***

**We work your hours, call anytime...**

[kim@gillespiehomeinspection.com](mailto:kim@gillespiehomeinspection.com)

408.871.9909

<http://www.gillespiehomeinspection.com>

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## October Referral Special

Just like your business, ours is also built on referrals. We would be pleased to work with your associates and would honored to have been referred by you.

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