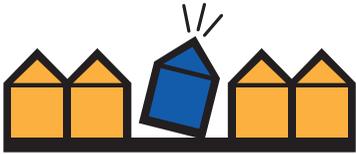


WHAT'S NEW?

a PUBLICATION to INFORM & ENTERTAIN | May 2012



NEW CONCEPTS

ASSOCIATION MANAGEMENT

COMMERCIAL/RESIDENTIAL
REAL ESTATE SERVICES

BUSINESS OPPORTUNITIES

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CONSULTING

Featured Article: Tyranny of the Urgent!

By Gene Sullivan – President of New Concepts Management.

There are times when every homeowner association board is faced with a time sensitive decision that calls for action now. How you handle that situation is very important. To not act, could cause harm to an individual; or further damage to the property. We all recognize the need to act in this instance, however....

There are many other times when the situation really is not an "emergency" but merely an issue that someone has invested a lot of personal time and emotion into, in these cases, not to act quickly, is interpreted as a personal rebuff.



Gene Sullivan, President of
New Concepts Management

What did he mean?

When a governing body gathers, be it congress, a state legislature, or a homeowner's board of directors, they have the authority and ability, but also the responsibility for their actions, because they affect the lives of many others in a very real way.

Obviously, not everyone can get what they want in a democracy. Because of this fact, it is important for everyone elected in a position of authority to take time to deliberate.

It is so important that Minnesota State Statute reminds those serving on an HOA Board; that their decisions made outside of regularly scheduled board meetings, must have all Board Members weighing in on a matter before moving forward. This is not optional.

Many Board Members however, reason to themselves "We have five people on the board, if I call and get two other board members to agree with me, I don't need to contact the other two. We have a majority, and we can move forward!"

Remember, when something happens repeatedly, it becomes a habit. Habits once established create a destiny. When an HOA Board creates this "tyranny of the urgent" they will find that...

- They experience burn out. Many Board Members come to the conclusion "I didn't sign on for this thing to become my entire life!"
- Boards don't see the value that disagreement and discussion have in order to bring clarity of everyone's position and wishes on a particular matter.
- Without this understanding, there can be no way of building a consensus that everyone can truly learn to live with.
- Because of this "urgency" we put greater emphasis on the "quickness" of the decision, as opposed to what is in everyone's best interest.
- And it is this; that allows us experience the "law of unintended consequences".

When this happens; an association finds itself always fixing, always changing, and always needing to meet "one additional time."

However, if we choose to be more deliberate, we might be able to finally make a break from the tyranny of the urgent. ■

And still, at other times, we have been conditioned as a society to be very impatient people. Technology is always improving, allowing us to get information more quickly than before. In our dining habits for example, we are used to going through a drive thru, and if the food is not ready by the time we get to the window, we are incredulous.

We live in the tyranny of the urgent.

And somehow through all of this, we don't question the quality of our life; we only seem bent on getting "one more thing" done before the end of the day. However through all of this have we ever taken a moment to stop and ask ourselves "Is this right?"

It can be so easy to equate acting quickly as the right thing to do rather than the outcome of our efforts.

When our government was first getting established, our founding fathers were careful to always see established a check and balance, in order to protect the self interest of a few, with the wishes of the majority. Founding Father, James Madison, in the Federalist Papers said the purpose of government is to be deliberate not efficient!

What's in the News?

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Featured Article: COTTONTAIL RABBITS

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Fun Animal Trivia:

Cottontail Rabbits can have how many litters per year?



- a: 1 litter
- b: 3 litters
- c: 6 litters
- d: 10 litters

Answer at the end of this article.

Rabbits mean different things to different people. For hunters, the cottontail rabbit is an abundant, sporting, and tasty game animal. However, vegetable and flower gardeners, farmers, and homeowners who are suffering damage may have very little to say in favor of cottontails. They can do considerable damage to flowers, vegetables, trees, and shrubs any time of the year and in

places ranging from suburban yards to rural fields and tree plantations. Control is often necessary to reduce damage, but complete extermination is not necessary, desirable, or even possible.

There are 13 species of cottontail rabbits (genus *Sylvilagus*), nine of which are found in various sections of North America north of Mexico. All nine are similar in general appearance and behavior, but differ in size, range, and habitat.

Cottontails generally spend their entire lives in an area of 10 acres or less. Occasionally they may move a mile or so from summer range to winter cover or to a new food supply. Lack of food or cover is usually the motivation for a rabbit to relocate.

Rabbits live only 12 to 15 months; and probably only one rabbit in 100 lives to see its third fall, yet they make the most of the time available to them. Cottontails can raise

as many as 6 litters in a year.

The appetite of a rabbit can cause problems every season of the year. Rabbits eat flowers and vegetables in spring and summer. In fall and winter, they damage and kill valuable woody plants. Rabbits will devour a wide variety of flowers. The one most commonly damaged is the tulip; they especially like the first shoots that appear in early spring. Rabbit damage can be identified by the characteristic appearance of gnawing on older woody growth and the clean cut, angled clipping of young stems. Distinctive round droppings in the immediate area are a good sign of their presence too.

Damage control methods include removal by live trapping or hunting, exclusion, and chemical repellents. In general, no toxicants or fumigants are registered for rabbit control; however, state regulations may vary. Frightening devices may provide a sense of security for the property owner, but they rarely diminish rabbit damage.

Answer: c – 6. ■

Free On Line Webinars – For June & July!

Classes run between 30-60 minutes. You can register anytime right up to the start of any seminar by going to www.webinar.com. Select the “Join a webinar” button; and you will be guided through the registration process. To register you will need to supply your e-mail address and identify the seminar you wish to join by typing in the 9 digit I.D. # assigned to each class below. Here are our upcoming offerings:

“What is an HO-6 and why do I need it?” – Thurs. June 7, 2012 from 7-8 p.m.I.D. #797021574. If I pay for insurance with my monthly dues, why do I need another policy? Explaining the insurance process and how to buy what you need before disaster strikes. – Instructor Gene Sullivan, President of New Concepts Management.

“The Top Five Keys to an Association’s Success!” – Wed. June 20, 2012 from 7-8 p.m. I.D. # 540799438. There are a lot of balls to keep up in the air when you are on the board to your association, but the key is to keep focused on the big picture. – Instructor Paul Roth, Executive Vice President of New Concepts Management.

“How to Develop Good Rental Policies at Your HOA” – Tues. July 17, 2012 from 7-8 p.m. I.D. #277990718. Allowing rentals in your HOA, can it be done successfully? Not only can it; but in some cases it might be an important component to the financial welfare of your property. – Instructor Toni Crockett, Vice President of Rental Management Services. ■

Home Savings Store

Resources, products and services available at special pricing for our homeowners and subscribers. To take part in any of these specific offerings, please contact our Home Savings Store Coordinator Lori Madson at 952-224-2663 and ask her for full details.

Home Appliances & Cabinets

We are happy to add to our list of preferred vendor relationships – All Inc. Everything you need in appliances, cabinet and counter top refinishing and/ or replacement and all at prices that can’t be beat. Call Coordinator Lori Madson at 952-224-2663 in order to receive the New Concepts special pricing.

Furniture, floor coverings and more!

In our efforts to expand the very best in products and services we are happy to include HOM Furniture and Abbey Floor coverings! – Special pricing and discounts that you

won’t find anywhere else are available to all New Concepts clients and customers. Call Coordinator Lori Madson at 952-224-2663 in order to receive the New Concepts special pricing.

Home Maintenance

Don’t know where to turn to when you need a new water heater? Who can handle all those handyman tasks that you have been meaning to get to around your home? You can be assured that when Start To Finish is on the job, it will be done right by experienced, licensed, and insured professionals who care about your home as much as you do.

Mortgage Network

Whether you’re refinancing to reduce a high rate adjustable mortgage, preparing to pay the cost of a special assessment, or getting back on your feet from near foreclosure, experience the difference that only MetLife Home Loans can offer. Mortgage Banker Mike Cass doesn’t

simply put you into something in order to make a sale. He spends the time to counsel you to see what makes the best sense.

Preferred Realtor Network

Because we are involved with the resale disclosures on every sale at your association, we know who does the best in getting the job done quickly and at top dollar. If you do not have a relationship with an experienced agent, we can help. Discounts are also available on the cost of a re-sale disclosure by going through this program.

Rental Management Services

Your preference was to sell, but your home isn’t moving. That new job is calling, and you don’t want to walk away from your equity. What do you do? Call New Concepts. We can give you peace of mind knowing your property is being watched closely, and the renters aren’t getting you in hot water with the Board or your neighbors. ■

Real Headlines! –

Proving that proofreading is a dying art.

“Police Begin Campaign to Run Down Jaywalkers.”

Isn’t that taking things a bit too far?

“New Study of Obesity Looks for Larger Test Group.”

Weren’t they fat enough?

“If Strike Isn’t Settled Quickly, It May Last Awhile.”

Ya Think?

“Red Tape Holds Up New Bridges.”

You mean there’s something stronger than duct tape

“War Dims Hope for Peace.”

I can see where it might have that effect!

FREE SUBSCRIPTION

If you are receiving this newsletter for the first time and would like to start receiving this free publication, or would like to know more about any of the services offered by

New Concepts Management –

give us a call at

952-922-2500 and ask for Lori.