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Dear Dave, My wife and I moved to Washington, D.C., about a year ago, and we'd like to put our old place in North Carolina that we've been renting on the market. We'll be asking around \$140,000 for it, so do you think we should consider professionally staging the home? - Ben

Dear Ben,

It would make a lot of sense if you were talking about a million-dollar house, but with a less expensive home like that I'd just make sure it's really clean and neat and nice especially the front area with the sidewalk and bushes. We're talking curb appeal here. Make sure the front door, trim and porch area are all cleaned or painted, too. All this is like a first impression on a job interview.

There shouldn't be any bad smells in the house, and everything inside should be crisp and clean as well. You can stage it yourself with a few pieces of nice furniture and such, if you have it available. And try this old realtor's trick to make things a bit more homey: Put few drops of vanilla extract on an eye of the stove while it's heated. It will make the whole house smell like you've been baking cookies.

But no, I wouldn't pay to stage a \$140,000 house. -Dave

GOING TO EXTREMES IS UNHEALTHY Dear Dave

I've heard you talk about extreme spenders and extreme

savers. Exactly what do these terms mean? Marianne

Dear Marianne.

Some people have a tendency to live in the moment, while others think more about the future. Financially speaking, those who live in the moment tend to be spenders, while the other type tends to be savers. When you take these kinds of behaviors to unhealthy extents, you have extreme spenders or extreme savers. Either one can be an unhealthy thing.

Extreme spenders may need to slow down, grow up and learn the value of money by living on a budget, setting savings goals and working to meet these goals. Extreme savers often operate out of fear and uncertainty. In some cases, they may have an even worse spirit in their lives greed. They have to learn that it's okay to have a little fun spending and to give generously.

When it comes down to it, there are only three uses for money: spending, saving and giving. You have to do some of all three in order to have a truly happy and healthy life! -Dave

* Dave Ramsey is America's trusted voice on money and business. He has authored five New York Times best-selling books. The Dave Ramsey Show is heard by more than 8.5 million listeners each week on more than 550 radio stations. Dave's latest project, EveryDollar, provides a free online budget tool. Follow Dave on Twitter at @DaveRamsey and on the web at daveramsey.com.

www.broadcasteronline.com

The Color Things

BY DARIS HOWARD

My friend, Nathan, is an electrician at the university where I work. He has put in long hours lately because the campus is finishing a new natural gas heating facility to replace the old coal-fired one. It is huge, and the equipment inside will heat every building on campus with heat to spare.

To use the surplus heat, turbines were installed that would generate enough electricity for most of the campus. It is new and innovative, but it also required a new electrical grid, new wiring, and new lines all over campus.

That is where my friend came into the picture. Being an electrician, he was responsible for a lot of the new wiring. Since it was more than he could handle alone, ads were posted for two students, skilled in that area, to work under his direction.

Two young men were hired, and Nathan parceled out work to each of them according to their abilities. As they showed they knew what they were doing, he gave them more and more responsibilities.

As the project was winding to a close after months of hard work, they had to replace one last underground wire to the final building. Nathan took his equipment and went to the area they needed to lay the electric cable. He located where the old wire was and used red spray paint to mark a line above it on the grass. He then assigned the two young men to take the trencher, which looked like a giant, mobile chainsaw, and cut the trench. After an hour or so, the young men came back.

"We can't see the line you marked," the first one said.

"I'm sure I marked it as well as possible," Nathan replied. "Are you positive you are in the right place?"

The young men told him what lawn they were on, and it sounded right. However, Nathan decided he better check. They didn't need a trench cut across the wrong lawn. That had happened before, and the landscape person who had to replace the sprinklers was not happy.

Nathan was just heading out with the two young men when an older electrician, who also worked there, stopped him.

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September 17th, 10:00 a.m.

Thursday

Classic Cars: 1975 Pontiac Grand Ville Brougham Convertible, Black with White Top PW, PL, White Leather, GM 130A 2-way Radio, 70K act miles, auto, 1-owner, immaculate condition; 1976 IH Scout Terra Pickup, 4x4, removable top, miles unknown, no rust, good condition;1947 IH KB Firetruck, Luverne Body, 2,153 act miles, original, not running, stored inside; 1947 Willy's Jeep, runs (Yellow); 1951 Willy's Jeep, runs good (white); Tractors, Gas Engines & Reaper: IH Super M, nf, new rubber, runs, SN#36452; IH Cub-Lowboy w/ Belly Mower, 3pt, SN#2000113U039471, runs good; IH 3pt 4'Tiller (sells separate); IH Cub w/ 1b Plow weights, SN#33515; IH Cub w/ IH Belly Mower, SN#20953; IH Cub w/ Front Blade, SN#12437; IH Cub w/ Sickle Mower, new tires, older repaint, SN#82261; JD M w/ Sickle Mower, older repaint, good rubber, SN#15507; 1907 Wood M-D Reaper in part; (3) IH LB Gas Engines; IH Cub-engine Power unit; IH Tools: (2) IH TOOLS DS Wood Signs; IH GLOVES Wood sign; 32pc 1/4" & 3/8" SAE Socket Set-mint in box; 17pc 3/8" Metric Socket Set-mint in box; 12pc 3/8" SAE Socket Set w/ box-incomplete; 3/8" 9pc Socket Set; (2) 9pc Metric Wrench sets in sleeves; Torque wrench; 10" Crescent; large assortment of misc sockets-all sizes; Store Display Rack for Sockets; Cordless Weed Trimmer; Electric Hedge Trimmer; Small Snow thrower; IH Memorabilia: Early IHC Display Rack for ?; Wood McCormick-Deering Parts-Service Counter Sign w/ 2-logos; IH Scout Lighted Sign; Plastic "Why Gamble" Oil Filters Sign; IH #1 Engine Oil Coffee Pot; IH Tiffany-style Lamp; (2) IH Water Jugs; IH Flat Lighter w/ Dealer ship-Plainview, NE; 100's of IH Manuals-Parts, Operator's & More; IH Chest Freezer IH Parts & Misc: Several sets of NOS IH Firecrater Pistons NIB; NOS IH Truck Mirrors NIB; Cub Radiators; Carbs; Starters; Generators; IH Store Parts Racks & Bins; IH Cylinders; Wico Mag Parts in Boxes; IH Endgate seeder; NOS Plow Lathes; IH Gaskets; Many boxes of NOS IH Parts; Several NOS Single Trees; Lots of NOS Bolt & Nut Stock Signs & Advertising: New Idea 4'x4' Lighted Sign with Pole; Coca-Cola Caviler CS-64 Bottle Pop Machine; Coke Bottle Return Rack; Marvy Elect Barber Pole-works; Bearcat Equipment Lighted Sign; GM Clock; Cornhusker Hybrids Sign; "Devil's Nest" Signs; Pepsi Metal Thermometer; Hires Lighted Clock; 7up Lighted Clock; Production Credit Dial Thermometer; Peters wood shell crates; Bud Light Game Table Light; Storz Keg Display; Michelob Mirror; 1960's GMC Tailgate; AC Delco Parts Rack; Firestone Car Heater; Pontiac Manuals & Dealer Books–1970's era; Neb License Plates–1917, 1918, '23, '24 & more; Antiques: Santee Sioux Indian Ball Club-rare; Antique Oak Phone Booth w/ Pay phone; Love Wagon Wheel Straightening Clamp; (2) Wood Wagon Wheels; Spring Wagon Seat; Blacksmith Forge; (3) Short-tail Horse Windmill Weights; G. Leblanc Sax–Paris, France; Castilla Banjo; Silvertone Accordion; Several Wood Coffee Grinders—some unusual; Edison Cylinder Phonograph; Candlestick Phone; Old Phones; Vintage Cameras; Gas Lamp w/ Milk-glass shade; Ice Cream Chairs; Wood Mdl T Steering Wheels; Pedal Grindstone; Early Car Headlights; Fire Hose Nozzles; Cream Cans; as sortment of Old Toys & Trucks; Rail Sleds; Marx Train Set; Black Louisville Slugger Bat—Pitts Pirates Green Depression Tumblers; '44 Knox Cty Wall Plat Map; other local memorabilia & advertising Tools & Misc: JD ½" Drive Socket Set in Case; Old Toro Golf Cart; Large Combo Safe; Elgin Pump Jack; Sioux Valve Grinder; Craftsman Bench-top Drill press; Craftsman 8" table saw; Century Battery Charger; Large Assortment of Hand Tools;

Note: The Cordes family were implement dealers for several decades as well as collectors. This will be a large auction, held mostly indoors. Lunch on grounds and good parking. Open for viewing Wednesday from 2:00 to 6:00 p.m.. Terms: Cash, Good Check, Visa, MasterCard. NE state sales tax applies. NO INTERNET BIDDING on this auction. Absentee bids excepted, must be submitted by noon on Wednesday Sept 16th. See many more photos online.

LeRoy & Sharlene Cordes Estate, Owners For more info, contact Pat McDonald (402) 640-1907



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"Let me go with them," he said. "You have plenty to do." Nathan thanked him, and the older man left with the two young men. He returned after about fifteen minutes.

"Did you show them where I marked the line?" Nathan asked.

The old man nodded. "I went right to it. It was obvious. I showed them one of your marks and left them to it.

A little while later, Nathan finished up the work he was doing and decided he better check to see how the trench was coming along. To his dismay, he found it had been cut across his well-marked line at a 90 degree angle, destroying much of a formerly beautiful lawn.

Nathan stopped them. "What the devil are you doing? You are supposed to follow the line I marked."

The young man running the machine hung his head. "I'm sorry, Nathan. I couldn't see it so I just guessed where it was.

Nathan took a deep breath to calm himself even as he spoke. "What do you mean you couldn't see it? It's clearly marked."

"I'm color blind," the young man said. "Red and green look the same to me."

The other young man gasped as he spoke to the first. "You're color blind? So am I."

"Why didn't you tell me?" Nathan asked.

The young men just shrugged.

Then Nathan thought of something else that made him shudder. These two color blind young men had been doing color coded wiring in the buildings all summer.

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