City of Helena

MAKING LIFESTYLE CHANGES..... THAT CHANGE LIVES

Total Wellness®

BECOMING A TOTAL PERSON®

Volume XX, Number 6 June 2012

When You Lose Your Voice...

According to the American Speech-Language-Hearing Association (ASHA), when a person experiences laryngitis or becomes hoarse, the vocal cords become swollen, thick, and can't produce sound. Continued vocal strain can lead to more serious disorders, such as persistent hoarseness, breathiness, inappropriate pitch (too high or low), or inappropriate volume (too loud or soft).

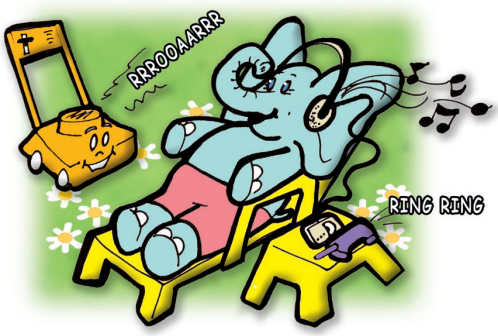
To protect your voice:

- Avoid shouting or screaming. If you feel strain or tension in your throat, neck, or shoulders, you're too loud.
- If you need to project your voice, be sure that you use abdominal breathing.
- Avoid constant throat-clearing, coughing, and loud talking.
- Rest your voice (don't whisper). Keep your throat moist by drinking plenty of water.
- Watch what you eat. Frequent heartburn and a sour taste in your mouth may mean stomach acids are spilling over into your larynx.
- Go easy on your voice when you have a cold. Seek medical attention for sinus infections and allergies.

Source: American Speech-Language-Hearing Association, www.asha.org

Protect Your Hearing this Summer

Summertime is here and with it comes increased exposure to loud, potentially damaging noise. Typical summertime activities such as watching a fireworks display, mowing the lawn, attending a rock concert, or riding a motorcycle produce dangerous noise levels that can damage your hearing.



According to researchers at the American Speech-Language-Hearing Association (ASHA), the following are signs that you may have hearing loss: • You frequently complain that people mumble, speech isn't clear, or you hear only parts of conversations when people are talking. • You often ask people to repeat what they said. • Your friends or relatives tell you that you don't seem to hear very well. • You don't laugh at jokes because you miss too much of the story. • You need to ask others about the details of a meeting that you just attended. • Others say that you play the TV or radio too loudly. • You can't hear the doorbell or the telephone. • You find that looking at people when they talk to you makes it somewhat easier to understand them, especially when you're in a noisy place or where there are competing conversations.

ASHA recommends protecting your hearing by avoiding excessively loud noises when possible. **Here are several other precautions to remember:**

- Alternate noisy activities with periods of quiet.
- Pump down the volume. When using stereo headsets or listening to amplified music in confined places like a car, turn down the volume.
- Use earplugs, earmuffs, or other hearing protectors at work and home.
- Limit lengthy periods of loud noise exposure. Don't sit next to the speakers at concerts or auditoriums.
- Be a smart consumer. When buying appliances, recreational equipment, children's toys, and power tools, look for items with low noise levels.
- Don't be fooled by thinking your ears are "tough" or that you have the ability to "tune out" noise. If you think you've "gotten used to" noise you're routinely exposed to, then most likely you've already suffered damage and acquired a permanent hearing loss.
- Educate yourself about the damaging effects of noise and what you can do to prevent your exposure to noise. Have routine hearing checks with your doctor to monitor your hearing.

For more information, visit the American Speech-Language-Hearing Association at www.asha.org/public/hearing/disorders/noise.htm.

Get Active as a Family

According to *Shape Up America*, creating your own family fitness plan doesn't have to cost a lot of money or take a lot of time. **Here are several ways to exercise as a family:** • Schedule a regular time throughout the week for physical activity. • Take turns letting a family member select the activity the family will do. • Help each family member find an activity that makes them feel successful. • Buy toys or equipment that promote physical activity. Give fitness-oriented gifts for birthdays and holidays. • Reward your children with physical activities for good behavior – for example, go skating, canoeing, or hiking. • Locate what free or low-cost activities are near your home – parks, bike trails, hiking trails, tennis courts, or swimming pools. • Map out a course in your community or in nearby woods, and then walk, jog, or bike it. For fun, use a compass to guide you. • Dig and plant a new garden. Let everyone plant their own vegetables, fruits, or flowers. • Visit farms throughout the year where you can pick your own strawberries, corn, beans, peaches, or apples. • Plan birthday parties at an ice or roller skating rink. • Go bowling with friends and family. • Invite friends and neighbors over for some country western dancing or other type of dancing you enjoy. Learn dances from each generation in your family. • Walk or ride bikes in holiday parades, ethnic festivals, and charity fundraisers. • Join your local YMCA/YWCA or health club.

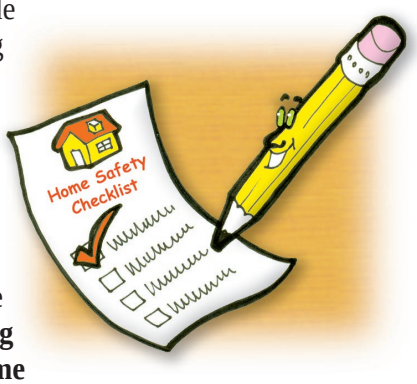
Source: Shape Up America!, www.shapeup.org

If Disaster Strikes...

In an article in *The New England Journal of Medicine*, a nurse who worked during Hurricane Katrina offered these suggestions for coping with an evacuation: • Be sure everyone is wearing comfortable shoes. Check children, especially. • Keep a bottle of pain reliever with you. • Have flashlights and plenty of "D" batteries. • Have extra underwear for all family members in a water-proof bag. • Find ways to make sure your needs are known. Rescuers may not realize that you need help. • Have courage and remain calm if you're confronted by a fearful, or armed, person. • In shelters, create morale-boosting activities for your family. Tell stories or sing together. • Be encouraging to others.

Be Safe While Working on Home Improvement Projects

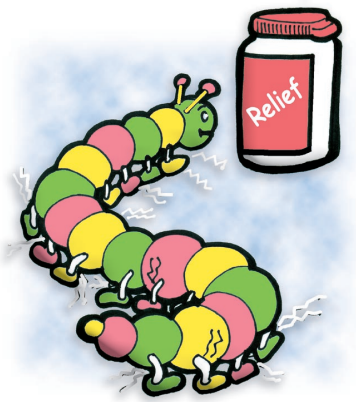
Deciding to embark on a home improvement project can be fun and exciting. **Here are several things to consider:** • First, decide whether you can do a project yourself, whether you need to hire it done, and what you can afford to do. If you don't feel comfortable doing a job, don't do it. • Research to find out if a project requires special tools that you don't have or that would be too expensive for your budget to rent. It's best to pass on any jobs that require specialized tools. You can probably rent large equipment, but the question after that becomes whether you can operate it skillfully and safely. • Put safety first for your project. Electrical work should be done by a professional. The dangers of shock and electrocution are too great to risk. And as a do-it-yourselfer, you could make dangerous building code violations. If a plumbing job requires more than changing a faucet, you're better off with a professional as well. Water damage is expensive to repair.



When you decide you're capable of doing a job and have the time to do it, keep this safety advice in mind:

- Keep your work area neat. Pick up tools and sharp objects, keep extension cords untangled, and pull nails and screws out of discarded boards. Store tools out of the reach of children and pets.
- Always read the manufacturers' instructions before using any equipment and heed all safety warnings.
- Dress appropriately for the project. Long pants, long-sleeved shirts, and proper footwear can reduce your risk of injury. Make sure long hair doesn't interfere with work.
- When working around electrical outlets, shut off the electricity. Unplug electrical tools before adjusting them.
- Always wear safety goggles to protect eyes from debris.
- Wear protective gloves to shield hands from injury.
- Place ladders on flat, firm surfaces. Keep your weight centered on it.
- Check the labels on varnishes, solvents, adhesives, and other products to see if you need to wear a respirator or mask. Increase the ventilation in the workspace to reduce fumes and dust.
- Always keep a fire extinguisher in your work area.

Ease Travel Headache Pain



As the summer travel season heats up, many people will book air fares or pack up their vehicles and travel across the country visiting relatives and the nation's top tourist destinations. However, preparing for vacations and traveling can also produce an added amount of stress and tension – two key triggers in the onset of headaches. More than 45 million Americans experience chronic and recurring headaches. Based on a survey conducted by the National Headache Foundation (NHF), 66 percent of respondents said they experience headaches more frequently when traveling. **The NHF offers travelers the following tips for when they're vacationing this summer:**

- Don't disrupt your normal sleeping and waking patterns. Late-night visits and early morning tours can lead to headaches by tempting you to stay up past your bedtime and wake up earlier than usual. Try to go to sleep and awaken at the same time you usually do.
- Fluctuations in altitude or barometric pressure can elicit a headache. Talk to your healthcare provider about possible adjustments to your medications for high altitudes, time zone changes, and/or different climates.
- Carry emergency contact information while traveling. Write down and pack basic emergency contact information along with information about your condition and medications.
- Take extra steps to accommodate your headache when traveling. Carry extra medication, take your own sleeping pillow(s), make plans flexible, get plenty of rest, and try to minimize changes to your daily routine.

*Source: National Headache Foundation. For more information on headache causes and treatments, visit www.headaches.org or call **1-888-NHF-5552**.*

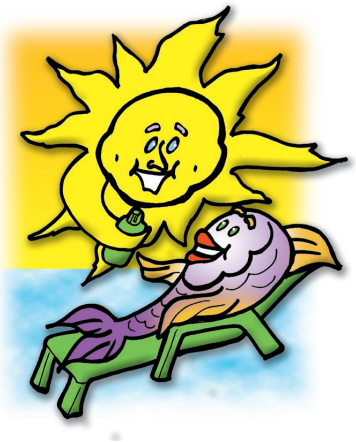
Turn Down the Volume...

Portable music devices are a popular way for people of all ages to enjoy music. However, it's important to protect your hearing. **Remember these tips:** • Avoid setting the volume higher than about half of the maximum volume. • Turn it down if you can't hear the conversations going on around you. • Consider upgrading your earbuds, which sit inside the ear, to sound isolating earphones that go around the ear. • Limit the time you listen to a player.

Protect Your Skin in the Sun

According to the American Cancer Society (ACS), *nonmelanoma* skin cancers – usually basal cell and squamous cell cancers – are the most common cancers of the skin. They're called nonmelanoma because they include all skin cancers except malignant melanoma.

Most basal cell and squamous cell skin cancers are caused by UV radiation produced by the sun, but other risk factors are also linked to these skin cancers. Some risk factors, such as smoking, can be controlled. Others, like a person's age or family history, can't be changed. But having a risk factor doesn't mean that a person will get the disease. **Here are a few of the risk factors:** • Too much exposure to UV (ultraviolet) radiation • Having fair skin • Being male • Exposure to large amounts of arsenic (a heavy metal used in making some insecticides) • People who have had radiation treatment • Certain long-term or severe skin problems • Having a weakened immune system • Smoking • Anyone who has had a skin cancer before.



According to the ACS, the best way to lower your risk of nonmelanoma skin cancer is to avoid being outdoors in intense sunlight too long and to practice sun safety precautions when you're outdoors. **Here are helpful tips:**

- Cover up. Wear a shirt with long sleeves and a hat with a wide brim.
- Seek shade. Look for shade, especially in the middle of the day when the sun's rays are strongest.
- Use sunscreen. Use sunscreen and lip balm with an SPF of 15 or higher. Be sure to use enough (a palmful) and put it on again every two hours or after swimming or sweating. Use sunscreen even on hazy or overcast days.
- Wear sunglasses. Wrap-around sunglasses that absorb at least 99 percent of the UV rays help protect your eyes and the skin around your eyes.
- Don't use tanning beds and sun lamps. These give off UV light and can increase your risk of skin cancer.
- Remember to protect children. Use the methods above to protect children from too much sun, and teach them to protect their skin as they get older.

Source: American Cancer Society. For more information on how to recognize skin cancer, visit www.cancer.org.

Concentrate on Personal Success

By Paul J. Meyer

The next time you watch a baseball game, notice how intently the pitcher stares at the catcher before delivering the pitch. Or, when you are at a concert or watching one on television, observe how the performers glue their eyes on the conductor to ensure starting right together. The pitcher and the musicians are using concentration to do exactly what is needed to perform their best. Concentration is one of the keys to success; it is an absolute essential to high performance.

Intense concentration improves your performance and releases the power of your mental potential, no matter what you are doing. Just as you use only a small fraction of your physical abilities, you habitually make use of only a small portion of your brain capacity. You can be reasonably successful when you use only a fraction of your ability, but you can perform even better if you concentrate and tap some of your unused power.

Everyone can improve concentration. Even though concentration begins with a simple decision to concentrate, it takes practice and it may not be easy at first. **Take these steps to improve your ability to focus your mental powers and concentrate:**

- Relax. When you are nervous, worried, or "keyed up," your body cannot perform at its best. Before you begin any important activity, take deep rhythmic breaths until your body is relaxed. Explore other methods of relaxation to discover what works best for you.
- Try this concentration exercise. Picture in your mind a blackboard in a classroom with a single number written on it. Dwell on this number for a while, then imagine beside it another digit, and then add a third. Continue adding digits until you are no longer able to hold together the picture of the new largest number. A book from your local library can give you further suggested exercises for improving your power of concentration.
- Learn how to tune out distracting influences. Practice the art of ignoring distracting noises and sights. To begin, try to tune out television commercials, street noises, and other distractions. The ability to eliminate distractions will prove valuable to you when you must perform at your best.
- Make concentration a habit. Discipline your mind when you are doing important work. Concentrating on everything you do makes it easier to focus your thoughts on reaching your important goals.

Paul J. Meyer was a successful entrepreneur and author of personal and professional improvement programs, courses, and books, including his latest book, Forgiveness... The Ultimate Miracle. *For more information, visit his website at www.pauljmeyer.com.*

Getting From A to Z

For years I woke up thinking, "Today is the day I will reach my full potential. Today is the day that I get all of my various parts going in the same direction at the same time and reach success!" Unfortunately, every night I was disappointed to realize that I had, once again, fallen short of my expectations.

When I started my day, I was at "A." My full potential was "Z." I was trying to get from A to Z in a single day. As a kid, did I learn the full alphabet in a day? No. First, I learned A, then B, then C, and so on.

Trying to get from A to Z in a day is like trying to eat an entire loaf of bread by itself. It's quite unappetizing! However, when it's toasted just right and spread with jam or jelly, it's pretty good. The same idea goes for your goals. When you try to get from A to Z in one day, you may find the process unsatisfying. You must work one step (or letter) at a time.

Learning the alphabet is symbolic of the journeys you travel in life. The journey starts out fun and exciting. As you get toward the middle, the learning may tend to get on your back and start to test your determination, dedication, and willpower. Then, after you push through, the journey may become easier again until you eventually reach success. Then, what happens when you reach the end of one journey? You must jump up to another level to pursue a new goal, and start back at the letter A again!

The length of time it takes you learn the "alphabet" on the particular journey you're on is unique to you. Some alphabets are learned in 26 days, while others may take 26 years. If you feel like life has you on your back and is giving you the old grind, remember, you must persevere to reach success. If you get from A to B today, hopefully tomorrow you can get from B to C, and so on. If all goes well, your full potential will be achieved in good time!

By Mr. Per – America's Confidence Coach™ – who is one of those rare individuals who has both the powerful ideas of an original thinker and the energy of a performer. He has the gift of being able to see the issues of life, decipher them and then explain them in a way you can use. When not writing books and articles or appearing on TV, Mr. Per entertains corporate audiences from American Express to Walt Disney companies with his keynote speeches. For more information, call (407) 210-3666 or go to www.everydayknowledge.com.

InSync® Moment – Savoring the Outcome

Achieving a desired result requires planning, the exertion of effort, patience, the expenditure of resources, and the passing of time. People often undervalue the magnificence of their accomplishments. So, when you achieve what you desire, make sure you sink into it. Experience the joy. Give thanks. Cherish the results. Savor the outcome.

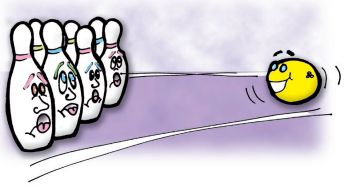
© Susan Pilgrim, Ph.D., author of Living InSync®. Contact her at 1-877-InSync® (1-877-467-9627) or at spilgrim@transbay.net.

Are You Strained by Stress?

An unhealthy lifestyle and stress are both risk factors for heart disease and many other serious health conditions. **Here are several tips to help you:**

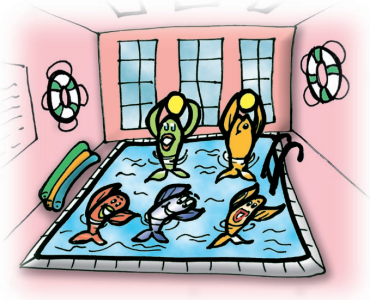
- Identify the sources of your stress and look for ways to reduce and manage them better.
- Avoid trying to fix every problem at once. Focus on changing one bad habit at a time – for example, eating habits and inactive lifestyle.
- Enlist the support and help of friends and family.
- Talk with your doctor about treatment or risk reduction strategies that might help you.

Take Your Turn at Bowling



Bowling can be fun and relaxing for people of all ages and fitness levels, and can be done individually or through league/team play. **Consider these tips:** • Choose the right ball for you. • Dress comfortably and select properly fitting bowling shoes. • Warm-up with a few body stretches before you bowl to avoid straining muscles. • Avoid picking the ball up with just one hand; cradle your ball in both hands when carrying it. • Pace yourself and avoid overdoing it. • Take a bowling class or lessons from a professional.

Dive into a Water Workout



When you love to walk, but want to avoid impact on your joints, swimming could be just the alternative you're looking for. According to *Success!* magazine, the number of regular swimmers is increasing steadily and winning over many former joggers. Not only are swimmers less likely to be injured than joggers, but calories burned per hour are often greater. Depending on your pace, you can expend 400 to 800 calories an hour while swimming. **Here are some tips:** • Find a pool that is convenient for you. • Join a water aerobics class with a friend. • If you have your own pool – inground or above-ground – do exercises and walk in it each day.

Stopping a Growing Problem

A study in the April 2006 edition of *Pediatrics* caught national attention, and for good reason. It reported that many young children are too heavy for standard car-safety seats, and manufacturers are starting to make heftier models to accommodate them. Based on national growth charts and the 2000 Census, at least 283,000 children ages one to six are too heavy for standard safety seats. This includes nearly 190,000 – or almost five percent – of U.S. three-year-olds. The research confirms the widening impact of today's obesity epidemic.

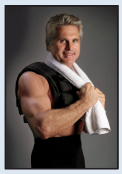
While I typically focus my articles on fitness and exercise, I can't think of obese children without the words "junk food" ringing in my head. "Junk food" has come to encompass foods that offer little in terms of nutrients, lots of calories from sugar or fat, and a surplus of salt. I'm talking about high-sugar, low-fiber, and high-fat foods that attract adults and children like magnets and put enormous stress on their healing system. The big hitters include fried fast food, salted snack foods, carbonated beverages, candies, gum, and most sweet desserts – all of which are promoted to people on television and other media.

According to a study in the *American Journal of Clinical Nutrition*, one-third of the average American's diet is made up of junk foods. Because junk foods take the place of healthier foods, these same Americans are depending on the other two-thirds of their diet to get 100 percent of the recommended dietary intake of vitamins and nutrients. And that doesn't happen.

Such patterns of eating have long-term, even life-threatening, health consequences, and they start with us as we pass along our junk food diet to future generations. **To put a stop to this growing problem, consider these tips:**

- If you have any question about the nutritional value of a food, review the Nutrition Facts label found on food packages. Choose foods low in fat, calories, and sodium.
- If sugar, fat, or salt show up as one of the first three ingredients of a food, get rid of it before it harms you or your family. Change your family's diet to include more fruits and vegetables and healthy cuts of meat.

Visit the American Dietetic Association at www.eatright.org, the U.S. Department of Agriculture's website at www.nutrition.gov, or the American Heart Association at www.americanheart.org and click on "Children's Health" for more information.



John Peterson is a lifelong fitness expert, the founder of Bronze Bow Publishing, and the author of Pushing Yourself to Power. *He created the Transformetric Training System that maximizes strength and fitness as well as wellness. For more information on John Peterson and Transformetrics, visit www.bronzebowpublishing.com or call 1-866-724-8200.*

When Depression Is Heart Breaking

Doctors screening for heart problems check for high cholesterol, high blood pressure, smoking, and other factors, but sometimes don't ask about depression.

Many studies around the world show that depression is a factor in heart disease. Healthy patients with symptoms of depression have been shown to have as much as a 70 percent higher risk of having a heart attack.

More evidence about the link recently came from the Women's Health Initiative. Of the 93,000 women in the study, those who were depressed had a 50 percent greater risk of developing or dying from cardiovascular disease than women who had no signs of depression.

Everyone should take depression seriously. Talk to the doctor about depression just as you would discuss other health issues. Many treatments are available. Doctors know simple questions that can help screen for symptoms of depression. Common symptoms include a persistent sad, anxious, or empty mood; loss of interest in hobbies, sex, or other pleasurable activities; and insomnia.

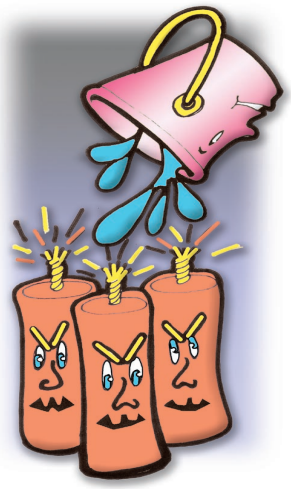
For more information on depression, visit the National Institute of Mental Health at www.nimh.nih.gov.

Relax with Painting

They're not exactly art, but they're more than a craft. Paint-by-number kits are now one of the most popular items in craft stores. Devotees say painting horses and landscapes is relaxing, almost like meditation. If you're looking for a way to relax this summer, take up painting. Take a class or buy yourself a paint-by-number kit at a local craft store.

Diffuse Anger Before It Detonates

Everyone has experienced intense anger at one time or another – on the road, at work, at home, or on the playing field. Anger can sometimes be a healthy emotion if you know how to control and manage it appropriately. Properly handled, anger can be used to give you courage to stand up for yourself. It can be channeled into greater work energy, or give you the strength and inspiration to play harder at your sport. On the other hand, anger can be harmful. It's important for you to learn how to identify it, channel it, and extinguish it before it rages out of control.



Here are several tips:

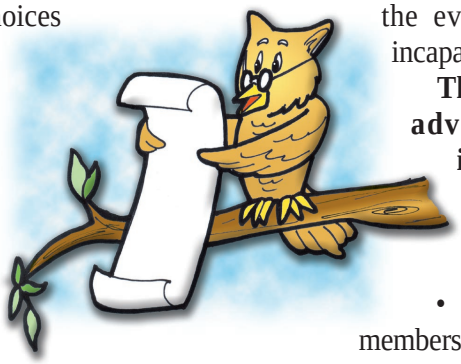
- Manage your physical response. Some people experience increased heart rate, muscle tension, or an adrenaline rush that can leave them light-headed. Take deep breaths or practice tightening and relaxing your muscles.
- Learn to relax rather than being uptight so often. Practice lying on your back with your eyes closed. Starting with your toes, flex all of your muscles for a few seconds.
- Recognize that life isn't fair. Don't get mad if you don't like the way things are. Do something to change the situation.
- Exercise. Cardiovascular activity will drain your anger and make you stronger. It could change your outlook on life. If you're very angry often, get professional advice.

For more information on controlling your anger and other mental health issues, visit the National Mental Health Association at www.nmha.org.

Be Prepared for the Unthinkable

According to the U.S. Living Will Registry, 75 percent of Americans are in favor of advance directives. However, only 25-30 percent of Americans have actually prepared one.

An advance directive allows you to make your health care choices known in advance of an incapacitating illness. It's a legal document in which you state how you want to be treated in the event you become very ill and there's no reasonable hope for your recovery. Although laws vary from state to state in America, there are basically two kinds of directives:



- A living will is a legal document in which you state the kind of health care you want or don't want under certain circumstances.
- A Health Care Proxy (a durable health care power of attorney) is a legal document in which you name someone close to you who can make decisions about your health care in the event you become incapacitated.

The benefits of an advance directive include: • Help your family make tough decisions with your doctor. • Relieve family members of feelings of guilt, anxiety, and remorse. • Provides you with "peace of mind," knowing that your choices are available to your family and doctors even if you become incapacitated or ill away from home.

Fill Up on Potassium to Lower Pressure

Doctors at Johns Hopkins Medical Institution say that diets rich in potassium not only reduce blood pressure, but they also blunt the rise in blood pressure that occurs in response to sodium intake.

According to John Appel, professor of medicine, epidemiology, and international health at Johns Hopkins, high intakes of potassium also reduce bone loss and can prevent kidney stone recurrence in men and women.

Dietary guidelines developed by American and Canadian scientists and released in 2004 recommend that people get 4,700 milligrams of potassium each day from fruits, vegetables, and juices.

A cup of baked acorn squash has about 900 milligrams. A banana has 900. Other good sources are: • spinach and other dark leafy greens • cantaloupes • oranges • tomatoes • winter squash • potatoes • beans • almonds • dairy products.

People taking medications for kidney problems or high blood pressure should be careful to follow their doctors' advice concerning potassium.

Brighten Your Smile with Strawberries

Here's a quick tip on how strawberries can put a shine in your smile: To whiten teeth faster and cheaper, crush one strawberry (has malic acid) to a pulp, mix with 1/2 teaspoon baking powder, spread on teeth and leave for five minutes, and then brush with toothpaste.

Pamela Smith is a Registered Dietitian and nationally known radio and TV host. For more information, call 1-800-896-4010 or visit her website at www.pamsmith.com. Her book, The Energy Edge, *gives power points to have energy for life!*

Enjoy a Tasty Bowl of Yogurt

Plain yogurt brings powerful health benefits to your table, but the taste can sometimes leave something to be desired. Dessert style yogurts aren't the answer because they reduce nutrients and add calories.

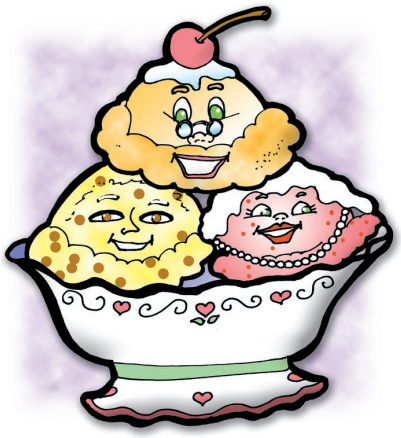
You can get the benefits of true yogurt and much more by creating your own mix with fruit. The following are some of the great health benefits of natural yogurt:

Studies published in the *American Journal of Clinical Nutrition* show that the potential health attributes of yogurt go far beyond boosting intake of protein and calcium. They include the ability to make the immune system more resilient.

The live and active cultures found in yogurt help to protect the intestinal tract. They have great potential as anti-infection agents. And they may help to increase resistance to immune-related diseases such as cancer and infection.

The recommended daily intake of protein varies for different groups of people. In general, the United States Department of Agriculture recommends that most people get two to three servings of high-protein food, such as yogurt, each day.

Calcium in yogurt does more than keep bones strong. Studies show a link between calcium and normal blood pressure, to name just one of calcium's other functions.



Consider these suggestions for mixing your own concoction with yogurt:

- Sweeten smartly. When you add fruit, you can sweeten with all-fruit jam, honey, or applesauce.
- By adding fruit such as oranges, peaches, or pears to yogurt, you get the added nutrients in those foods, including vitamin C.
- Mix with dessert-style yogurt. Go half-and-half to lighten the calorie load Even if you add a little sweetener, you still get the benefits of plain yogurt.
- Use yogurt, or sweetened yogurt, as a dip for vegetables or as a salad dressing.

FRESH FRUIT SHAKE

Makes 2 servings

1/2 cup ice cubes
1/2 cup fresh berries
1/2 banana
1/2 cup orange juice
1 cup nonfat plain yogurt
2 tsp. honey
1 tsp. vanilla
Serve with 1 slice of toast or 1/2 of an English muffin.

Place ice into a blender. Cover and crush. Add fruit and blend until smooth. Add remaining ingredients and blend until mixed well.

Tip: Make your own "instant breakfast" by assembling these ingredients (except the ice cubes) in a blender before bed; cover and refrigerate. All you have to do in the morning is add crushed ice and push the blender button to create a delicious jump start to your day!

From Pamela Smith's Eat Well, Live Well. *Visit www.pamsmith.com for more information.*

Each serving contains: 150 calories, 7.5 g. protein, less than 1 g. fat, 2 mg. cholesterol, 30 g. carbohydrates, 88 mg. sodium. Calories from fat *3 percent*

✂ clip and keep

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This newsletter is not intended to provide medical advice on personal wellness matters, which should be obtained directly from your physician.

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wellness

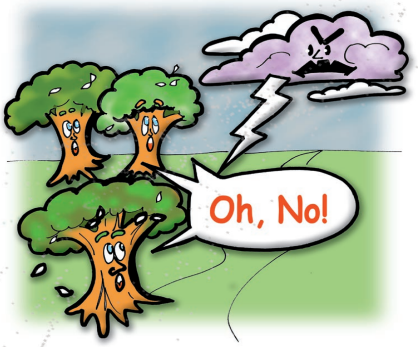
How You Can Have a Successful Yard Sale

A bright, sunny day for your yard sale is probably up to Mother Nature to provide. After that, however, the success of the sale is up to you. **Here are a few things you can do.**

- Have music. Marketing consultants say familiar, upbeat background music encourages buying.
- Take a tip from home furnishing retailers. Create a trail for buyers. Have them pass low-priced objects to encourage buying before they come to the furniture. Arrange tables in a one-way corridor, or place big draws near the road.
- Put clothes and electronics at the rear so visitors have to pass items in the middle.
- Put the dishes on a card table with napkins and flowers.
- Draw attention to small wares by arranging them on tables draped in contrasting-color cloths.
- Price your items clearly and make sure you have enough change.

Protect Yourself from Bad Storms

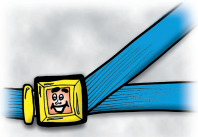
Recognizing and dealing with high-risk situations can minimize your risk of being struck by lightning or harmed during a thunderstorm. **Here are several safety tips to remember:**



- Pay attention to your latest local weather forecast. Plan ahead if storms are approaching your area.
- Know that if you can hear thunder, you're close enough to a storm to be struck by lightning. Find shelter in a building or vehicle and keep the vehicle windows closed.
- If a storm is approaching, unplug appliances and avoid using the telephone or electrical appliances during a lightning storm.
- Avoid taking a bath or shower, or running water during a lightning storm.
- Close the blinds or curtains over windows. If an objects flies in the window, this will offer a little protection from flying glass.
- If you're caught outside, take shelter in a low-lying, open area away from trees, poles, or metal objects. Make sure the place you choose won't flood. Squat low to the ground and tuck your head between your knees with your hands covering your head. Avoid lying flat on the ground as this makes you a larger target.
- After the storm, stay away from debris and listen to the radio for information and instructions.

Sources: American Red Cross, www.redcross.org, the National Weather Service, www.nws.noaa.gov, and the Federal Emergency Management Agency, www.fema.gov

Click It for Your Safety



Nearly one in five Americans still fail to regularly wear their safety belts when driving or riding in a motor vehicle, according to a new report from the National Highway Traffic Safety Administration. Regular safety belt use is the single most effective way to reduce fatalities in motor vehicle crashes. *For more information, visit www.buckleupamerica.org.*