The Red Chair Consignment Shop Stands Out
Karen Marable offers top-of-line furniture and accessories

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Publisher’s Point

How to Eat an Elephant!

One of the most helpful pieces of advice I heard in recent years took me by surprise. Eat an elephant one bite at a time. What?

It certainly grabbed my attention; then made me smile. How else could anyone eat an elephant?

This odd offering of advice turned out to serve me well.

So many situations, tasks, and difficulties seem overwhelming at first. It is only when we consume something “one bite at a time” that we realize almost everything benefits from a paced, purposeful perusal.

When a toddler takes the first step, parents are thrilled – even when it is followed by a fall. They know that first step leads to success in walking! If we can adopt that outlook with almost everything, what could be debilitating stress can be replaced by optimism.

The one-step-at-a-time philosophy makes life so much simpler. It encompasses almost everything. Why we ever think we can accomplish the impossible in short order, I do not know. But, once we recognize the value of a steady approach, it becomes a saving grace.

When a toddler takes the first step, parents are thrilled – even when it is followed by a fall. They know that first step leads to success in walking!

My only trait that remotely relates to an organized, step-by-step approach to life has been my optimism. Believing that everything would, let alone could, turn out well, saved me. At the same time, it allowed me to procrastinate.

Finally, I have realized that I can apply the one bite at a time approach to any task, even if it is just that very first step. Every single step makes a big difference. It has begun! It is progressing! It can be finished!

So many situations, tasks, and difficulties seem overwhelming at first. It is only when we consume something “one bite at a time” that we realize almost everything benefits from a paced, purposeful perusal.

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Finally, I have realized that I can apply the one bite at a time approach to any task, even if it is just that very first step. Every single step makes a big difference. It has begun! It is progressing! It can be finished!

Any progress delights me. Not only does it signal a process has begun; it is a victory over procrastination, no matter how small.

For those who feel their work never ends, the image of eating an elephant one bite at a time has a very positive advantage. The outcome, after all, is that it ends. When we look at each task or problem as finite, it becomes manageable. When we realize it will end, we can do it.
September is National Animal Pain Awareness Month

Oftentimes animals will hide their pain and discomfort.

Here are some signs that your pet might be in pain:

- Overgrooming or licking a particular area
- Reluctance to go upstairs or jump on furniture
- Difficulty standing after laying down
- Decreased activity
- Decreased appetite

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Chesapeake Sports Club’s Eighth Annual Golf Classic

The Chesapeake Sports Club recently held their Eighth Annual Golf Classic to benefit the club’s scholarship fund. Several teams were assembled, lunch was enjoyed and prizes were given at the Suffolk Golf Course. The generous contributions of local sponsors make the annual event and the scholarship fund possible.

From left: Gary O’Brien, Joe Ramsey, Roger Hartman, and Jay White

From left: Harold Ellington, Bob Murphy, Todd Davis, and Kenny Keller

From left: Norm Lafleur, Frank Paciella, Bob Miller, and John Blake

From left: Nathan Beck, Glenn Hampton, Eddie Kurpiel, and Paul Freeman

From left: JP Saintsing, James Roundtree, Jeff Wolfe, and David Ropp

From left: Richard Wentz, Carl Hardee, Steve Best, and Christian Best

See these and other photos at TheShopper.com
One of my most interesting contracts has been for the recording of ongoing construction progress on an apartment building on Shore Drive.

For several months I have been taking photographs and video from similar positions and heights, so that comparisons can be made.

The photos I take are then delivered for viewing by the sites' project managers and construction company owners. This process saves a lot of time because the photos can be sent to any other relevant people for analysis.

Because the photographs are high resolution, the viewers can zoom in and examine items in detail, which is convenient, especially for higher up elements that wouldn't usually be easily visible without a ladder, or lift cradle.

The project has been fascinating, as I had never observed the construction process very closely before. It was as if buildings suddenly appeared.

I look forward to the next shoot just to see what has been added in the last week or so, watching as the building moves closer to the picture on the 'Coming Soon' board.

Several things have to be considered when using aerial photos and video for self-promotion. This is where an experienced, licensed and insured photographer can really make you stand out from the crowd.
The Red Chair Consignment Shop Stands Out
Karen Marable offers Top-of-line furniture and accessories

By Jean Loxely-Barnard

Karen Marable enjoyed a 31-year career with a bank before indulging in a long-contemplated passion—having her own store. Not just a store, but a well-planned out, attractive consignment store offering high end, and often unique, furniture and accessories, wonderfully displayed.

The furniture that had obviously enjoyed a hefty price tag when new, became affordable because it was “previously loved” and maintained its original appeal. Karen’s commitment to quality and ability to display creatively made success almost instant.

In the intimate, popular shopping center just off the intersection of Kempsville Road and Greenbrier Parkway, The Red Chair was, “A hit right away,” Karen exudes. The entrepreneur—and her store—stand out because of her unique talents. Having thrived in banking, she brought financial wisdom and honed organizational skills to her dream business. Customers enter expecting something different. It’s there. And more.

Customers enter expecting something different.
It’s there. And more.

When opening in 2011, The Red Chair occupied a space at the back and was so well received that, when a neighboring 3,000-square-foot space became available a few years later, she did not hesitate to take it.

The Red Chair offers beautiful, upholstered pieces that have been sanitized, as required by law. It is a process Karen would not do without.

Also indispensable is long-time friend, Debbie Olson. She and Karen have been friends since they worked together at the First & Merchants Bank! In the last two years, Debbie has run The Red Chair for Karen, along with help from Linda Schocklin, Jo Wyrick and Karen’s husband, Russell Marable.

One of the most pleasing aspects of the store for Karen is compliments from customers. “They say, ‘I can tell you are picky about the things you take.’ It is so encouraging to receive acknowledgment like that. And Karen lights up when she recounts that a customer told her that she “heard about The Red Chair when she was shopping in a consignment shop in Williamsburg.” She smiles saying, “That felt good.”

Shoppers also compliment Karen by telling her she has a good eye and, “Everything is displayed so nicely, it is as if we were going into someone’s home.” It’s just what Karen hoped to achieve!

There is the element of deciding what to accept to offer for sale and Karen is very meticulous. She encourages people to send her pictures by email, that way saving time and travel. Her main underlying requirement is quality. And she accepts “smalls,” which are so popular. Items like art glass, and accessories that fill the home with character and accentuate the large furniture pieces.

“They come in for so many different things, it is all over the board. That’s why I take so many different things!” Karen explains. “The furniture is gently used and customers can save so much they are thrilled,” she emphasizes, adding, “I am particularly pleased when someone shares that they could never have afforded a particular treasure before finding it in our shop.

The most gratifying happening at The Red Chair was finding a way to help Pat, who is blind, be able to shop at her store.

When she said, “You are able to describe things so I can see them,” I could have cried, it was so rewarding, almost spiritual.”

She went on to describe the two beautiful labs. “I love dogs,” Karen pointed out, “but didn’t mess with them because I knew they were ‘working.’ Then, before leaving, this gracious lady asked me if I’d like to pet the animals since they were done. I replied I’d love to and she undid their harnesses, their signal they could play. I sat down with them on the floor and had a tongue bath. They come in periodically now and I look forward to seeing all of them.”

Patrons of The Red Chair can browse through a vast collection of furniture, lamps, decorative items and art pieces.

Karen’s other vivid memory is of a lady bringing in items once a week and crying because she was ‘selling her memories’ in her mind. I told her, “We will take your things to consign, but you will keep your memories.” When her customer came back after moving into an assisted living home, Karen was happy to hear her say, “Thank you for helping me let go of my stuff, but keep my memories.”

“We have over 1,000 eclectic consignors, so they represent a lot of different tastes and styles, as well as a wide range of price points. Something for everyone,” Karen celebrates.

“I just love my business,” Karen says—and it shows!

A world of fascinating items can be found at The Red Chair Consignment Shop

The Red Chair Consignment Shop

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www.redchairconsignment.com
Focus On Kitty

I received a call from Dr. Joy Renfrow, Kitty’s psychologist. She asked if I would consider coming to the private psychiatric hospital to visit Kitty, who had asked for me.

“Of course,” I replied without hesitation.

I was somewhat nervous on the drive out. With me was Matthew, the teddy bear I had purchased in Arizona during my week of family therapy, part of Rob’s month long rehab. I brought the bear to share with Kitty.

The feeling in the building was one of both hospital and jail. It was, after all, primarily for adolescents, most of whom, if not all, did not think they belonged there.

The doctor’s renowned husband was also Kitty’s psychiatrist. His wife was a dignified, attractive woman who spoke calmly, yet rapidly, as we took an elevator. Perhaps, I thought, she wants to tell me a great deal in a short space of time. I felt comfortable in her presence.

“Kitty is doing quite well for being here just five days,” the doctor told me quietly. “But she is very nervous about seeing you this morning.”

“I can understand that,” I replied, asking, “Is there anything you want me to say or do?”

“Just that you be honest with Kitty,” Dr. Renfrow counseled, “and let her say whatever she needs to say. This is very important for her.”

The doctor opened the door to a small room, just a few yards from the elevator, and I took a seat, assured the wait would be short. It wasn’t long enough! Dr. Renfrow ushered Kitty in before a minute had passed.

Kitty’s eyes were very large as she glanced at me furtively. She looked like a deer suddenly looking into headlights. And how young she looked! I had met Kitty before, even spent time in her company, not knowing that she was involved with my husband. I knew she was young; that fact impressed itself on me each time I had seen her after discovering the affair. Now, she seemed even younger.

I felt compassion for this girl, who could almost be my granddaughter. How frightened she must be in a mental hospital, discovering how society really views her affair with a 50-year-old married man, a physician entrusted with her care.

“I’m sorry for what you’ve been through,” Kitty said softly, sincerely.

“I’m so sorry to be the one to cause you more pain.” Tears welled up in her eyes again.

“You need not apologize anymore, Kitty,” I reassured. “I’m not angry with you. This is not fair to you.”

I took the teddy bear across the room. “I bought this bear during my week of family therapy when Rob had his month of rehab in Arizona. I’d be happy to let him visit here with you if you want.”

Kitty took the bear eagerly. “Thank you,” she cooed, hugging it, “he’s soooo cute.”

As I left, Dr. Renfrow followed me into the hallway. “You did great,” she complimented. I was relieved, even knowing I still needed to tell my attorney, who had urged me to steer clear.

Additional text from this excerpt is available on TheShopper.com
A MATTER OF TASTE

By Nathalie Dupree

Cooking for a person and a cat can be Beautiful experience

Beautiful came as a kitten to the house after the divorce, brought by concerned friends trying to give solace. He became her cat immediately and named himself by running up and purring in response to, “You’re beautiful.”

The cat has stayed through the teenagers’ comings and goings. He knows when every member of the household gets home, sensing their presence before anyone else does. Even when they arrive in a taxi and slip quietly up the steps, he is there at the door, mewing to announce them before they enter. He is like a guard at his mistress’s feet, slipping off the bed before a key turns in the lock.

Even when the eyes of his mistresse are closed and she doesn’t stir, Beautiful knows when she is awake, and, just to play cat and mouse with her, he pads up to her and kneads the covers. They open to him, and Beautiful slides down, purring. They rest a few minutes.

Normally, he sets the time for breakfast, demanding his food by bounding up and rattling any papers or loose objects he can find. He returns to bed after eating, prancing on the coverlet, begging to be brushed.

When Sunday comes and life is slower, Beautiful behaves quite differently. Knowing there is a treat in the offing, he doesn’t nag to get fed dried food. His mistress brings in the paper and comes back to bed. Then, with Beautiful curled beside her or quietly at her feet, she sips tea or Coke and reads until hungry.

There was a time when the mistress dreaded a late breakfast alone. She ate mundane meals and lost weight. Now she plans her breakfast with the cat.

They debate each dish seriously. Sausage? Beautiful’s ears go back. How about sausage and apples or ham with pepper jelly? Or Coca-Cola sauce? He props himself up on his mistress’s foot, savoring her voice, translating her desires, anticipating his pleasure. How about Toad in the Hole? Or scrambled eggs? Or poached?

Finally, his mistress gets up. She opts for sausage and apples. The sausage is frying while she cuts the apple into wedges and adds it. She slips the eggs into the bread, in which she’s made a hole. By then, the sausage and apples are done.

Out comes a favorite tray, a crystal glass with juice, tea or Coke, depending on the day, perhaps a flower, china plates and napkins. Beautiful watches in silence, smacking his whiskered lips once or twice.

He jumps back in bed, nestling just below the food. He is sliced a bit of egg (good for his fur) and some sausage (no medical justification)—all put onto his own china plate on the floor. They both eat.

Satisfied, the mistress moves the tray down next to his plate on the floor, and finishes the paper as Beautiful delicately cleans his paws, one by one, and then his whole body in grave self-satisfaction.

The timing is just right. As his mistress leaves for church, he jumps to the window to supervise the birds.

Fried Sausage and Apple

1/3 Pound bulk sausage
1 Sliced cooking apple, cut in wedges

Fry the sausage in a skillet. If in link form, prick first. When nearly done, add the apples and saute in sausage fat until nearly soft, but not mushy. Remove and drain on paper towels.

Feeds 1 person and 1 cat.

Toad in the Hole

4 Tablespoons butter
2 Slices bread
2 Large eggs

Melt the butter in a heavy skillet large enough to hold both slices of bread. With a biscuit cutter, cut a hole in the center of each bread slice. Place the bread in the butter and fry until browned on one side. Turn. Crack the eggs separately and drop into the holes. Cook slowly until the eggs are fried and the bread browned, three or four minutes. If the bread browns before the eggs cook, cover and let sit for about a minute until done.
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Quality Music and Dance

Teaching kids performing arts... and the art of being a good person

By Rob Lauer

To walk into Quality Music and Dance is to be greeted by the sound of music drifting in from the dance rooms, rehearsal studios, and classrooms. Within minutes of meeting owners Wayne and Muffy Hoover, it is obvious they are dedicated to teaching others how to become high-quality dancers and musicians. But just as important to this dedicated couple is that their students become high-quality human beings.

“When parents are deciding to let their sons or daughters study music or dance, they’re probably not thinking about how the experience will help their child develop skills that will benefit them in all other aspects of life,” Muffy concedes. “But the performing arts are unique in that respect.”

“The performing arts teach us how to stay focused, how to prioritize, how to practice and work as a unit,” Wayne adds. “These are life lessons that all of us need to know in all aspects of our lives.”

Among the variety of music lessons offered at Quality Music and Dance, piano, guitar and voice lessons are the most in-demand. “We also teach a lot of drums, violin, viola, and cello,” Wayne adds. “There’s been a growing demand for lessons in brass and wind instruments—including trumpet, trombone, clarinet, flute, and sax. Recently, even banjo and ukulele lessons have become popular.”

“Many think that they can learn how to play an instrument by watching online videos,” Wayne observes. “But one can’t ask YouTube a question if one doesn’t understand something or can’t see the video clearly; nor can it correct the student when they’re playing something wrong. YouTube and other online videos are great tools if you have an understanding of music theory and how to use it. If not, that’s the teacher’s job—to explain why this chord or riff was used here and how the student could use it in another song the same way.”

“To be a well-rounded musician, one has to learn music theory,” Muffy points out, “and that requires personal interaction with teachers.”

“There’s the old truism about music: one has to know the rules to break the rules.” Wayne maintains. “Understanding music theory allows a student to be innovative from a place of knowing. That builds the kind of confidence that a musician—that any artist—needs to be truly creative.”

“In dance, we offer jazz, ballet, tap, hip hop, lyrical, contemporary, musical theatre and acro/tumbling.” Muffy adds. “We even have classes for children as young as two years old. Ballet helps develop incredible lower body strength—as much as any athlete develops from playing a sport. Studying dance can help kids who are interested in gymnastics develop the grace, flexibility, and strength needed for that sport. If students are only interested in gymnastics, our acro/tumbling classes help them build the strength to execute cartwheels, tumbles and other ‘big moves.’

With this training, Wayne and Muffy also make sure that all students are given plenty of opportunities to perform before audiences. “Sharing one’s talent with others is part of the training,” Muffy explains. “QMD students have performed all over Hampton Roads and beyond. Community involvement is one of our core values. We’ve shared our love of music and dance at such places as the Chesapeake Jubilee, Kings Dominion, and Walt Disney World, as well as at charity events with CHKD (Children’s Hospital of the King’s Daughters), FACT (Families of Autistic Children in Tidewater) and local retirement homes.”

“Sharing one’s talent with others is part of the training... Community involvement is one of our core values.”

―Muffy Hoover

“Unfortunately, many people in retirement communities may only have a visitor once a week,” Wayne adds. “We think it’s important for young people to connect with older generations; to interact with people who are dealing with the challenges of aging, and to learn from them how things were in the past so that they can truly appreciate the advances that have been made in society and the advantages they enjoy.”

The appreciation goes both ways. “Wherever our students perform, they put smiles on people’s faces,” Muffy remarks. “Recently, after performing at a retirement home, one gentleman—Ed, a veteran who parachuted with the 101st Airborne Division—stood up and said how important it is to support the arts and arts education. He said that having the kids come there and perform had touched him deeply.”

“Another program we are involved with is Camp Gonnawamagagin—which serves the autism community,” Wayne adds. “We believe these sorts of experiences are important for helping our students develop empathy for others.”

Wayne and Muffy are particularly excited about a new program that Quality Music and Dance will implement in September. Called Wingman for Dance, it was launched in 2016 by professional dancer and teacher, Jessica Michael of Newtown, Connecticut—the site of the 2012 mass shooting at Sandy Hook Elementary School. One of the shooting’s young victims was Dylan Hockley, a six-year-old with autism. Dylan’s Dad, Ian, recognized that Dylan had experienced more happiness, peace, and joy when those around him accepted him, protected him and included him in their activities and daily lives—when others were his Wingman. In his son’s memory, Ian founded Dylan’s Wings of Change—a foundation dedicated to sharing the dream of acceptance and inclusion for all. Joining forces with the foundation, Jessica created the Wingman for Dance program as a way to bring those same values into dance studios around the world.

“We’re the first dance studio in Virginia to adopt this program,” Wayne says with a smile. “We decided to join the organization because their values are what we’re all about. Yes, we teach music and dance, but at the end of the day, we want to make this world a better place for others, and who have a genuine interest in the welfare of people in their community.”

“The great thing about this program is that it’s designed to be run by youth leaders,” Wayne adds. “It won’t be adults coming in and telling the students what to do.”

“We will choose a team of four to six school students to lead the program,” Muffy explains. Adult Mentor Champions will meet with this Teen Leader Team once a month to prepare them for presenting the next month’s activities. The Teen Leader Team will then lead the younger students in Wingman experiential activities which are designed to teach and promote understanding of and empathy for others, as well as compassion, inclusion, positive communication and respect for others despite differences.

“In the end, we want to empower kids,” Muffy concludes. “Our students are learning an art, but they’re also learning the art of being good people.”

From left: Wayne Hoover, Jessica Michael and Muffy Hoover

A Quality Music and Dance student performs for residents of Lighthouse Point Senior Living Community.

717 S. Battlefield Boulevard, Chesapeake
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“Here Are Examples of How Your Life Can Change in Minutes”

How much time do you have to prevent a crisis, stress, or a family meltdown by putting an estate plan in place? The truth is that life doesn’t give us warnings for mental incapacity and death.

Bill and Sue came to see me for an estate plan. Sue noticed that Bill wasn’t feeling well. So, they decided to come back and finish our meeting when he was feeling better. That night she took him to the emergency room. Bill was admitted to the hospital. Two days later, he was in a coma, and a week later, he died from West Nile disease (right here in Chesapeake). In only a few hours, Sue’s life changed.

The truth is that life doesn’t give us warnings for mental incapacity and death.

Ed was finally retiring. Ed and his wife, Jane, were going to hit the road in their motorhome. One day, Jane wasn’t feeling well, and she fainted. Unfortunately, Jane was standing on a ceramic tile floor and hit her head hard enough to cause brain damage. Her symptoms are just like dementia. Jane can’t be left alone. In an instant, both of their lives changed.

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or Saturday, October 26 from 10:00 am -12:00 pm
638 Independence Parkway, Chesapeake—near Battlefield & Volvo Pkwy
(Last one this year at this location!)
Refreshments will be provided.
This seminar is for you if:
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Point 2 Running Company

Shopper Account Executive Martin Burwell had a great time visiting the new Point 2 running location in Greenbrier. The staff was extremely informative, and Point 2 Running is a great new establishment that should be visited by all running enthusiasts in Chesapeake.

From left: Employee Christina, Manager Emily and Shopper Account Executive Martin Burwell

Volunteer opportunities include:
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Recently, it dawned on me that my neighborhood resembles a sort of ghost town. Obviously, people live here—lawns are mowed, shrubs manicured and houses are well-kept—but they’re rarely seen.

On weekdays, I sometimes drive past my next-door neighbor and her friend on their morning walk. My drive home often coincides with a neighborhood boy playing in his parent’s front yard. A woman from four doors down walks her large dog by our house some evenings. An older gentleman from several blocks away walks by with his tiny dog some mornings. But my neighbors and I only seem to meet in passing; our connections consist of half-hearted little waves and quick smiles. Because front porches are things of the past, neighbors aren’t visible in the way they once were.

I’m not alone in feeling that I live among people I don’t really know. A 2017 Pew Poll found that only about four in ten Americans know some or all of their neighbors, while fewer than five in ten say that they trust them.

Four years ago, Houston mother-of-four, Kristin Schell, suddenly realized that she didn’t know her neighbors by name; she identified them by their clothing. There was the neighbor who always wore red, and the woman who went for daily walks in yoga pants. “We would wave and give a friendly ‘Hi,’ but garage doors would go up, garage doors would go down, and people would disappear inside,” she recalls.

Attempts to connect with neighbors through dinner parties, picnics and book clubs fell through: preparations required too much time, and scheduling was a nightmare. What was needed was something that could fit effortlessly into the fabric of daily life. Kristin asked herself: “What if we were to take ordinary activities—things we’re already doing inside—and move them into the front yard? Just live in a more visible way?”

Moving her patio picnic table into her front yard, Kristin painted it an eye-catching shade of turquoise. She and her kids brought much of their daily routine outside to the table: meals, homework, reading, playing games, and simply relaxing together. Neighbors out for a walk or jog initially waved in passing; then slowed down to speak; then stopped to sit and talk for a few minutes. Names were learned; common interests were discovered; friendships were born.

Soon turquoise picnic tables began appearing throughout the neighborhood, and spending time with neighbors became a part of daily life. These folks started identifying themselves by a new name: Front Yard People. In 2017, Kristin published an account of her experiences. Entitled, The Turquoise Table: Finding Community and Connection in Your Own Front Yard, the book sparked a nationwide movement of Front Yard People. These folks are transforming their neighborhoods into energetic communities where people genuinely connect with one another.

If our neighborhoods seem like empty ghost towns, a turquoise table in the front yard just might be the answer. Or if we’re lucky enough to have a front porch, maybe we could do a bit more of our living there. Perhaps we could all benefit by becoming Front Yard People.
Web Works
By Terry Young, CEO

Website Content
Writing your own is best

In last month’s column I addressed cases in which business owners would rather pay a web designer to make changes to their website, even though they could easily make them themselves for free.

Additionally, I have also met with people who want a website, but want the web designer to write all of the copy for them. For a business that wants good search engine results, this can be a very bad move.

Because the web designers are just that, web designers, they are not able to write content based on first-hand knowledge of the business. Instead, the only option is for the designer to use Google to find websites of similar businesses and simply try to cobble together content found on those other sites.

I have seen some cases where the designer has, almost verbatim, used the content from other sites, simply changing the business name, location and area covered.

From a search engine standpoint, the content is nothing more than generic, or an almost direct clone of other websites, some of which may have been created in the same way themselves.

I have met with people who want the web designer to write all of the copy for them. This can be a very bad move.

This closeness is picked up by the search engines, and results in a small drop-down arrow next to the search result, saying ‘Similar.’ Having such highly generic or cloned content can prevent a site reaching a high position on Google. It is being ranked below websites with content that was written by the companies themselves, and then tweaked by their designer for search engine compatibility.

Whenever I meet with clients, I always advise them to write their own content. They are the ones who best know what they do and how they do it. During the writing process, they are likely to bring up things that they do differently from other companies, or word things in other, less generic, terms.

Individuality and uniqueness are appreciated by the searches and can help single a site out in the search results, not only because they show that the company made an effort, but because they also bring up unique things that the more generic sites don’t mention.

If you didn't write your site's content, and it is doing badly in the search results, it can pay to simply search for similar business websites and see if you have the Similar arrow.

Another thing you can do is to find a few generic sentences in your site and search for them inside quotes on Google. See if other sites show up because they are using the same copy.

If you have concerns with your website, now is the time to look into our WebUpdate system sites. Not Open Source, they take advantage of advanced security, SEO, social, and responsive features to give your business the best competitive edge online.

Terry Young is the founder and CEO of Internet Marketing and Design. Since 1997, his computer programming and graphic design knowledge have kept his company at the forefront of the latest technology in web development.

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Doctor To Doctor Magazine is mailed to medical professionals throughout Southside Hampton Roads and Northeastern North Carolina.

See these and other photos in the Making the Rounds section of the upcoming issue of Doctor to Doctor Magazine.

Do you have photos of medical professionals in the office or around town?
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Coastal Prosthetics and Orthotics

Witness
8 p.m. Saturday, September 21

Send them to kara@DoctorToDoctorMagazine.com

8:00 am - 10:00 am

The 11th annual Mayor’s Breakfast is September 21.

Preregistration required. Seating is limited.

www.CityofChesapeake.net/VETERANS

http://veterans-breakfast.eventbrite.com

Presented by: The Mayor’s Commission on Veterans Affairs

Additional registration online is mailed to medical professionals in the office or around town.

Oral Surgery of Tidewater—Doctor
8 p.m. Saturday, September 14

Witness
8 p.m. Saturday, September 21

Flint's Deadly Water
10 p.m. Tuesday, September 10

Raul Julia: The World's A Stage
9 p.m. Friday, September 13

Cinema 15:
Agnes of God
8 p.m. Saturday, September 7

High Noon
8 p.m. Saturday, September 14

Jerilyn Podiatry
8:00 am - 10:00 am

Western Greenbrier/River Walk

Flint's Deadly Water
10 p.m. Tuesday, September 10

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A vision of youth

Meant To Be

As an animal shelter care technician, my favorite role is that of adoption counselor. I love nothing more than pairing families with the animals in my care. I recently had the pleasure of participating in a special adoption involving our dog Amethyst. Amethyst was an older girl who was found as a stray. Though we’ll never know why her owners never came for her, what we did know was that despite the humans who had failed her, Amethyst still loved people. She adored attention and had a vivacious personality for her age. When a couple came to meet Amethyst, I was surprised to hear they weren’t looking for themselves, but were helping their parents with the adoption process. “We’re just trying to make sure Amethyst seems like a good fit,” they said. When I learned that the family who might take Amethyst home was a retired couple with a 42 acre property, I couldn’t wait to meet them, and neither could Amethyst!

The couple quickly discovered Amethyst’s sweet nature, and soon returned with their parents to proceed with the meet and greet. The potential adopters spent time with Amethyst in the interaction room as well as outside to walk her on a leash. Afterwards, they decided to think about Amethyst overnight. Already convinced they were a great fit, I was a little disappointed. As I put Amethyst in her kennel, I prayed the family would return. The rest of the day passed quickly as I stayed busy assisting visitors. Towards the end of the afternoon, I stopped by the front desk and noticed Amethyst’s visitors standing in the lobby. “Did you decide about Amethyst?” I asked. “We couldn’t stop thinking about her,” they said. They had come back for her!

Shelter staff want nothing more than to see their animals get a second chance.

A few weeks after Amethyst’s adoption, I was elated to discover a follow-up letter about Amethyst posted in my workspace. The letter described how wonderfully Amethyst was settling into her new home and how happy they were to have her in the family. She had, as they put it, “fallen in love with retirement.” Shelter staff want nothing more than to see their animals get a second chance. With all the exhaustion and heartache that comes with animal rescue, adoptions are the reason we keep going—the reason we put through fatigue and sadness. It’s why we greet every adopter with a bright smile, despite the heartbreaking things we witness every day. Our dogs sit by our sides, walk where we walk, sleep where we sleep. They inspire us to go on adventures, whether that means a walk in the sun or a trip out for ice cream cones. They remind us to watch the birds and enjoy long drives, to grieve less and celebrate more. We think of adopting an animal as rescuing that animal... yet in so many ways, it is they who end up rescuing us.

Breonna Loxley is an animal care technician at an animal shelter. She is an avid artist, writer, and animal lover. She lives with her parents, a younger brother, two cats, and one dog.

The Hampton Roads Chamber of Commerce threw a four-year anniversary party for their young professionals. Held in August at the Harbor Club in downtown Norfolk, the event was attended by over 250 young professionals from across Hampton Roads. Light refreshments were served for all.

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When Jeff and Pam Standish started a home exterior business in 1989, they chose the name Premier to signify a heartfelt pursuit of perfection. They wanted it all: a local family business with personal, attentive service; industry-leading access to innovative products; in-house craftsmen who consistently deliver spectacular results; and to make this level of quality available to ordinary homeowners at a fair cost. They were indeed shooting for the moon. The journey took a few unexpected turns, but as Premier Roofing and Siding celebrates its 30th anniversary, Pam is proud to say they hit their target.

It’s still a family business with trusted long-term employees who were there during Premier’s early years. Along the way, they became a Platinum Preferred Contractor for Owens Corning, with access to the latest products and the most robust warranties. They also became an exclusive provider for Cedar Ridge’s ground-breaking insulated siding in Hampton Roads. As if that weren’t enough, they also pioneered custom-shape trim that never needs painting, to give their customers the best of style and durability.

Premier is a full-service Class A contractor that offers roofs, siding, stone accents, windows, trim, gutters, and porch rails. The business is known for creating new construction looks at remodeling costs, overseen by a leadership team that genuinely connects with their customers. It specializes in giving homeowners a dream exterior that increases property value while often lowering the maintenance workload. Jeff got Premier off to a great start, but Pam, along with General Manager Ann Strader, has beaten the odds to elevate this business since Jeff passed away. When Pam suddenly assumed sole responsibility for the couple’s commercial and personal property, she focused on better understanding Premier’s customers.

“I learned some hard lessons on my own property,” Pam recalls. “Undersized gutters that stay chronically clogged, wet leaves making a weak spot on the roof, wood trim that has to be painted and repainted — these things are exhausting! At least I had a business through which I could solve these problems.”

Bringing on Ann as General Manager, Pam sought to make Premier a problem-solving company. She personally visited house after house to see what challenges her workers faced. Old siding and shingles were often removed to reveal deteriorated wood hidden beneath, giving Premier’s installers an extra task before the job could even begin. Meanwhile, elderly homeowners with no means of doing labor-intensive maintenance work themselves often had to pay for repairing damages that could have been avoided. Dissatisfied with merely offering standard options, Pam and Ann sought solutions.

“If people honor us with a chance to work on their home, we make specific promises, and we keep them. That’s our business in a nutshell.”

—Pam Standish

“We use the Cedar Ridge Insulated product,” Ann explains. “It is innovative, and now has built-in water drainage channels, radiant heat reflection properties, and it is infused with a pest repellent in the insulation that is fully adhered to the back of the siding panel. The siding is warranted to withstand up to 160 mph winds to cover materials and labor to repair or replace if necessary.”

“Standard siding is great for keeping the elements out—as long as nothing goes wrong,” Pam explains with a smile. “If undesirable elements find a way to get back there, standard products have no Plan B. We wanted to offer our customers something better. We are definitely excited and honored to still offer this great product as the exclusive contractor in Hampton Roads for 20 plus years.”

Next came the issue of conventional trims. While the initial low cost of wood trim may be appealing, carpenter bees and the need for constant repainting eventually drive homeowners to search for a better product. There are bendable aluminum options that look good but may still require routine painting. Premier Roofing and Siding uses a pvc coated aluminum metal that we custom bend to form around the exterior trim of your home,” Ann says. “Our installers create stunning crown mold designs that we bend on-site during installation to ensure a custom fit.” Creating custom trim is a highly advanced skill that Premier’s in-house craftsmen train for years to master before being put to work on a customer’s property.

“Our guys light up when they see the fruits of their labor,” Ann relays with a chuckle. “This isn’t just a job to them: it’s a badge of honor. We send them to a customer’s home in full confidence that they’ll stay until the work is perfect.”

Perfection is one word that homeowner Nancy Murphy could use to describe Premier’s recent renovation her Colonial-style home’s front porch.

“Our front porch turned out beautifully!” Nancy says, enthusiastically. “With new railing, posts, porch ceiling, and guttering, Premier made the entire front of our house look brand new! The crew’s attention to detail made all the difference. All of our neighbors were so impressed. When they asked who did the work, I was happy and proud to tell them it was Premier Roofing and Siding!”

General Manager, Ann is something of a perfectionist herself. Her impact on the company has been so profound that Pam is in the process of making her a partner.

“Teamwork is an essential concept at Premier and is responsible for everything from the smooth communication between departments to timely completion of tasks. Customers are kept updated every step of the way with detailed, easy-to-understand documents outlining what needs to be done.

Premier’s product lines come in a variety of textures, styles, and colors to create a fresh look that will last. If there’s a way to alleviate common homeowner hassles, Pam’s team offers it. Homeowners often call first for the basics such as roofing, unaware that affordable solutions exist for other maintenance issues. Premier meets with customers for casual, no-pressure conversations in which homeowners’ needs are discussed, and service options are explored. Clients are often so impressed by the first project that they call again with new requests.

“As a busy woman, I lead my company to treat people the way I like to be treated,” Pam notes. “No hard sales tactics. No wasting people’s time. We offer information as clearly and efficiently as possible, then we let customers make their own decisions. If people honor us with a chance to work on their home, we make specific promises, and we keep them. That’s our business in a nutshell!”
Beach. He is also a sought-after speaker. It Safe, published in 2009 can be purchased through Amazon, Relationships, published in 2004, and his second book, Keeping pay. His first book, Creating Our Safe Place: Articles on Healthy Dr. Austin has decades of experience dealing with relationships. He charges clients on a sliding scale according to their ability to pay. His first book, Creating Our Safe Place: Articles on Healthy Relationships, published in 2004, and his second book, Keeping It Safe, published in 2009 can be purchased through Amazon, publishamerica.com, and at the Parrish Book Store in Virginia Beach. He is also a sought-after speaker.

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We all know people who brag about never complimenting others as if not doing so is a virtue. Others resist giving praise because they see it as a tool of manipulation.

“Yeah,” Rufus replied. “Your dog can’t swim.” Some people are like Rufus. They’d never acknowledge our accomplishments or gifts even if we walked on water. These people often make statements such as, “You should know that I appreciate what you do. You know I love you; I should have to tell you.” We all know people who brag about never complimenting others, as if not doing so is a virtue. Others resist giving praise because they see it as a tool of manipulation.

But in many of our relationships, there is a danger of taking others for granted. We assume that others know we appreciate what they do for us. The truth is that it is crucial to acknowledge what others do for us. We all want to know that what we do is of value to the other person. So it would be good to think of praise as acknowledging, valuing, encouraging, and showing gratitude.

When our boys were growing up, Karen and I wanted dinner time to be pleasurable. One of our after-dinner activities was to have one person in the family be the guest of honor. Then the rest of us took turns saying one or two things we appreciated about something the guest had done. We shouldn’t have to walk on water just to be acknowledged.

Dr. Austin has decades of experience dealing with relationships. He charges clients on a sliding scale according to their ability to pay. His first book, Creating Our Safe Place: Articles on Healthy Relationships, published in 2004, and his second book, Keeping It Safe, published in 2009 can be purchased through Amazon, publishamerica.com, and at the Parrish Book Store in Virginia Beach. He is also a sought-after speaker.

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**Children First** By Dr. Becky Adams

**What Is Your Time Zone?**

People who travel for business or pleasure become very much aware of time zones and the impact they have on life. Traveling due west from the Hampton Roads area to California will bring changes of one to three hours difference as you cross into a different time zone. Twenty years ago, a person would manually turn a watch back to the new time or move forward when moving east. Now our digital phones make that adjustment while still on the individual’s wrist.

Children start off their journey in life in different time zones. Some are born into loving families that can provide many resources to enhance their learning. Others are born into situations with many challenges whether economic, educational, or emotional. Other children face medical challenges that impact the early time zones during their development.

**Children start off their journey in life in different time zones. Some are born into loving families that can provide many resources to enhance their learning. Others are born into situations with many challenges.**

Each September teachers face their new classrooms filled with a wide variety of students, each in a personal time zone. This is one of the multiple challenges in teaching. The teacher must meet the needs of all students while challenging each child to develop to their personal capacity. Nobody (including all the “experts” you hear) can predict with certainty what the capacity of a child will be.

Teachers provide learning opportunities in the early years of elementary school that will impact the time zones through which a student will pass. One of the critical activities teachers should incorporate into every year’s curriculum is for a student to stand before a group to speak. The earlier in life this is done, the sooner the child will develop self-confidence in those situations. It was such a pleasure to watch a very poised seventeen-year-old student stand before the Chesapeake City Council and advocate for policies regarding solar and wind energy as well as rising sea levels. Having witnessed her speak in front of her third grade class and later participate in church youth groups, I knew how far her time zones had moved over the years.

A few weeks later the parent of one of my former school’s fifth graders stopped to tell me that her son was defending his dissertation in polymer science—the last step before receiving his doctoral degree from the University of Massachusetts. I had watched him in earlier years become an Eagle Scout. Each of these students had countless opportunities over the years in their schools, churches, communities, and families to move through their time zones of life. Adults have the responsibility to provide those opportunities to reach as many time zones as possible.
Bostic Veterinary Hospital
Committed partners offer compassionate care

By Marianne Chalk

Four-legged friends, greeted by name and welcomed as family, are the heart of Bostic Veterinary Hospital, conveniently located in Kempsville. A compassionate approach to care, coupled with the latest medical innovations serve as the foundation of this forty-two-year-old practice, currently owned by Gail Szabo, DVM.

As evidence of its commitment to the highest standards, the hospital had been certified by the American Animal Hospital Association (AAHA) for the past quarter century. “AAHA is the only organization in the United States and Canada that accredits companion animal hospitals based on standards that go beyond state regulations,” Dr. Szabo attests. On behalf of Bostic Veterinary Hospital, Dr. Szabo traveled to Denver, Colorado during this past summer to receive an award honoring this distinction. A rigorous yearly review evaluates continued performance. “This accreditation really keeps us on our toes,” she remarks.

Part of keeping on their toes includes offering the latest cutting-edge medical treatments. One of the newest treatments available at Bostic Veterinary Hospital is Cold Laser Therapy, which was first introduced two years ago. “The goal of this treatment is to promote healing,” Dr. Szabo explains. “It is light therapy with a warm sensation, used post-operatively, for inflammation and orthopedic conditions. For the most part, dramatic results are noted. Therapy may be long-term for such conditions as arthritis, and considering the benefits, the cost is very reasonable.”

Dogs and cats are the primary focus of care at Bostic. Dr. Szabo is convinced that good health stems from yearly wellness check-ups and a holistic approach. “We review every system: body condition, weight, diet, behavior, parasite control, vaccines and assessment of complaints,” she states. “Six-month visits are encouraged for senior animals, along with evaluations of periodic blood work and x-rays.” An animal’s lifestyle—such as outdoor living versus indoor living, and city versus country residence—is also considered. “It is beneficial to their quality of life that cats remain indoors,” Dr. Szabo maintains.

For the convenience of clients and pets, the hospital offers online shopping, along with home delivery of products such as food, medicine, and other items.

In addition to offering excellent healthcare services, boarding is also available. The exceptional staff provides peace of mind for pet owners who must leave their beloved friends for brief periods. Reproductive intervention and breeding services are also provided.

Financial support is another way of extending superior care to furry friends. New pets adopted from shelters are offered the initial visit free of charge. In partnership with the American Veterinary Medical Foundation, Bostic has a charitable fund that extends much-needed support to struggling clients. “Each situation is carefully evaluated,” Dr. Szabo reports. “When all other means have been exhausted, the fund is utilized.”

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—Gail Szabo, DVM

Bostic Veterinary Hospital accepts most pet insurance. “I encourage pet owners to obtain insurance before problems occur,” Dr. Szabo asserts. “Expensive new technology in the treatment of some conditions also warrants careful consideration for obtaining a policy.”

An interesting aspect of the hospital’s mission includes treating injured wildlife. The hospital works in cooperation with the Wild Life Response Team to treat such species as otters, foxes, and bats. “Once treatment is complete, the animals are released back into the wild,” Dr. Szabo explains. Occasionally an injured stray animal is brought to the practice and treated, with release to appropriate shelters where owners are more apt to look for a missing pet.

Dr. Szabo’s loving relationship with animals began when she was a child. “I owned a variety of pets such as lizards, dogs, cats, and turtles,” she recalls with delight. “I have also been riding horses since the age of eight.” Dr. Szabo knew during her middle school years that she would be a veterinarian. That dream never changed. After two years at a women’s junior college, she completed her education as an undergraduate and doctoral student at Virginia Tech. Currently, her personal pets include a rescue Greyhound named Angel, and a Lab-mix named Bear. “No one wanted these animals due to medical conditions related to joint disease,” she reveals. “I wanted to provide them with a good home. My husband Gary and I live on three acres in Chesapeake, so there’s plenty of room for Angel and Bear as well as our two horses, Gus and Blossom. Because of my work schedule, I don’t often have time to ride, but when I do have the time, I really enjoy it.”

Passion for less fortunate animals is another driving force at the veterinary hospital. “A Maltese was rescued as a foster pet by a local woman. It was heartbreaking for us to bring that dog to health, to see him happy. Rescue dogs need love and give love back; it’s a full circle,” Dr. Szabo recalls. “Animals become part of our families!”

The dedicated staff makes Bostic Veterinarian Hospital a special place. Dr. Anthony Manning, DVM, joined the practice in 1999. His broad smile shines as he busies himself with patient care. Lead Technician Connie Keesling has provided stellar service for forty years.

Walking through the hospital, one passes a handful of technicians tending to a cat that is under anesthesia while having its teeth cleaned. Meanwhile, another team member sits with a Greyhound that is just recovering from a procedure. As staff members diligently focus on the needs of their patients, Lucky Larry—the hospital’s resident cat—hears a knock at the door and then sits lazily on the counter. A loving rub of his fur is clearly welcomed: he closes his eyes and positions his body for more attention.

“It takes like-minded partners to provide this level treatment and care,” Dr. Szabo concludes, surveying the scene with a feeling of heartfelt satisfaction. “We all work together as a loving and caring team.”

Gail Szabo, DVM heads the dedicated staff of Bostic Veterinary Hospital.
We all have a story to tell. Do you need help telling yours?

The Shopper is pleased to announce that Dr. Bill Austin’s new book will be published by Press Pass Agency. This fascinating memoir recounts his experiences in the mid-1960s among the Kuna—a people living on an isolated island in the Caribbean whose culture is one of the most ancient on earth. Please enjoy the following extract from Coconuts for Hammocks.

Here’s an excerpt from Dr. Bill Austin’s forthcoming book, Coconuts for Hammocks. Imagine how your story might read...

A Matriarchal Culture

The San Blas men governed the island’s community life, but the women ran the home. The family structure was matriarchal, with the oldest female in a home—usually the grandmother—in charge.

Our interpreter, Eladio Gracia, said that the women were the owners and managers of a family’s belongings. His grandmother owned his family’s home, land, and possessions. If Eladio wanted to buy or sell something, he had first to ask his grandmother for permission. But if the women wanted to buy or sell something, they did not have to ask the men: they simply did it.

Girls were considered more important than boys, and their birth was a time for rejoicing.

As the bearers of San Blas traditions, women were not allowed to marry outside the tribe or be influenced by foreigners. In some cases when a San Blas lady had intercourse with a foreigner, she and the foreigner were put to death.

Although the San Blas women were revered and controlled the family affairs, they had many duties to perform. A woman went twice a day to the mainland river for freshwater and to wash the family laundry. She was responsible for feeding the family.

The men of the family were responsible for providing food for the family. I remember being awakened at 4:00 in the morning by the blowing of a conch shell, used to call the men together for a fishing trip. At the end of a day fishing, the men usually returned with a large catch. Sometimes the men went to the mainland to gather coconuts, plantains, pineapples, bananas, or hunt game. The men were also responsible for building and repairing the family home.

Girls were considered more important than boys, and their birth was a time for rejoicing. When a girl was born, it was customary for her father to go to the mainland and plant as many coconut trees as he could plant. When the boy was born, he did nothing. Our guide told us: “When I first went to San Blas, none of the boys had clothes until they were fifteen years old, but every girl was clothed because girls are assets. When a girl marries, she brings her husband home to live under her father’s direction. A man with four daughters is considered rich because he will eventually have four sons-in-law as workers.”

For more information on commissioning your book, call 757-547-0520 and ask to speak to Editor Rob Lauer.

Press Pass Agency, a division of The Shopper, Inc., has a team of writers, editors and graphic designers ready for you to commission the creation of a memoir or book for you, your family, church, civic organization or business.

See these and other photos at TheShopper.com

Khedive Seafood Feast

The Khedive Temple in Greenbrier hosted The Khedive Seafood Feast, on Saturday, August 24, 2019. Guests were treated to all they could eat steamed shrimp, fried oysters, fish, clam strips, coleslaw, baked beans, hush puppies, and beverages. Entertainment was provided by Hotcakes.

From left: Ray Hall, Shirley Ferguson, Chris Nolan, and Connie McManus served up baked beans, coleslaw, and fried oysters.

Eddie Hodges, left, and event Chair Joe Ramsay

Charlie Taylor

“Hush Puppy Crew” from left: Bill, Donnie, Jay, Sean, Bubba, Jimmy

From left: Skip Patnode, Ricky, and Teresa Light, Ken McCullough and Harry Tew

From left: Herb Alexander, Theresa Hodges, Kyle Brown and Tina Hewett
Octoberfest is Coming!

Our October center spread is designed to highlight a variety of businesses that help kick-off the start of fall – events, food, drink, entertainment, early shopping and getting ready for the holidays.

Call (757) 547-0520 for information or to reserve space

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