The Retreat at Kemps River

Where those age 55-and-better can find their “forever home”

Page 6
We’re excited to announce the opening of our newest Beach Eye Care location at Kempsriver Crossing, where you’ll find Dr. Wilkins, Dr. Le and their team ready to welcome you to a world of better vision and comprehensive eye care.

- Walk-in patients and customers welcome
- Optical shop with large selection of frames for the entire family
- Friendly, professional staff on site for help with contacts and fittings
- Advanced technology for comprehensive eye exams and prescriptions
- Most vision plans accepted, including Tricare

Quality Music Center
Virginia Beach, Virginia

Call Now For October Private Music Lessons!

Music Lessons For All Ages!
Voice Piano Guitar Drums Banjo Violin Viola Cello Trumpet Trombone Sax Flute Clarinet

We Are The Right School For You.

- Private Music Lessons for all ages, levels and interests.
- Flexible hours to accommodate your busy schedule.
- Lessons that are fun and engaging with world-class teachers.
- A family friendly environment and personalized curriculum.
- Performance opportunities at our recitals and local events.

We Have Classes for Everyone, CALL TODAY!
See our story at theshopper.com
757-828-5420
3809 Princess Anne Rd. #107, VA Beach, VA
Virginiabeachmusiclessons.com

We Also Offer
Music FunTime Pre-School Classes

An innovative and proven early childhood curriculum, with music classes for kids 2 years to 6 years old. Music FunTime is not a simple play group where children sing, dance, jump and play instruments. Our program is based on Johns Hopkins research in which children as young as 18 months can learn to read music notation and symbols, and play instruments, while fostering their ability to grasp math and science as they develop.

CALL TODAY.
Is your system ready for the change of seasons?

$69 TUNE-UP SPECIAL

with this ad - Expires 10/31/19

Smiley’s
HEATING & COOLING
Serving all of Hampton Roads for over 32 years

Full-Service Dealer
Residential & Commercial
Heating & Air Conditioning Repairs
Duct Work & New Installations
Air Quality & Maintenance

TRANE
Comfort Specialist

It’s Hard To Stop A Trane®
Read our story at TheShopper.com

BOSTIC VETERINARY HOSPITAL
Excellent and Compassionate Veterinary Care

Dr. Gail Szabo, DVM & Dr. Anthony Manning, DVM
www.bosticvethospital.com | 497-8492
5269 Challedon Dr. • Virginia Beach

FREE OFFICE VISIT
$5.00 OFF A BATH OR GROOM
$3.00 OFF NAIL TRIM

New clients only. One coupon per visit. One per household. Valid with this ad. Expires 11/13/19.
One coupon per visit. One per household. Valid with this ad. Expires 11/13/19.
One coupon per visit. One per household. Valid with this ad. Expires 11/13/19.

“Carpet Cleaning That Is Thorough, Dries Quickly, and Stays Clean Longer. No Returning Spots GUARANTEED!”

If you’re like most people, you have put off cleaning your carpet until it’s so dirty and embarrassing you think there’s no hope for saving it.

You may even be worried, thinking you’ve waited so long that replacing it is the only answer.

You can stop worrying! Bobby has developed a cleaning system that removes years of neglect, saving his clients money compared to replacement.

Your flat, matted down, dirty, embarrassing carpet will come back to life and feel soft and look beautiful again. GUARANTEED!

Note: If you’re tired of disappointing carpet cleaning results, give Bobby a try. You’ll be glad you did.

“Fall Savings: 25% OFF and choice of FREE SCOTCHGARD or PET DEODORIZING on any carpet or upholstery cleaning!”

Offer expires October 31, 2019

So don’t wait, call now!
382-7171

Healthy Home Cleaning Services
For more information, please visit www.EthicalCleaner.com

October 2019   The Kempsville/Salem Shopper   Page 3
Publisher’s Point

Trust But Verify

I prefer to lead with trust and believe that most people are good and honest. Also, because we aren’t always the best we can be, Ronald Reagan coined a phrase – “Trust But Verify” – when dealing with Russia’s Mikhail Gorbachev. It has a built-in trust element but gives us a way to protect ourselves through verification. This approach has wisdom.

Over four decades in business, I have enjoyed relationships with thousands of clients, and have been disappointed in maybe just a dozen. Those are excellent odds.

While some disappointing relationships have not disabused me of my underlying belief in the goodness of most people, I have learned that the responsibility to verify is my own.

Once in business, I realized that my biggest temptation would come from what is also our greatest advantage. We tell the stories of good people – those whose mission is to help others – and those who seek to do business with their neighbors ethically. The flip side is the potential to do harm with this very element we use to do good – the power of the press! I committed, when publishing our first issue in 1981, that I would never use The Shopper to harm, despite temptation.

They did not have to do anything wrong to have not done everything right.

This year I faced a dilemma when a friend compared three reputable companies’ insurance rates for my commercial building to what I was paying for my policy. I could hardly believe these three companies were all about $2,500 a year while my policy was $14,400. I had trusted people I considered friends with my insurance and yet paid more than five times what other companies charged for that coverage.

So what did I learn? The most important thing I learned is that I am the person in charge of my business affairs. I want to assume that people can make a mistake and they can get complacent and not check up on policies that simply renew at increased rates. They did not have to do anything wrong to have not done everything right.

Author Malcom Gladwell, appearing on TV with Fareed Zakaria on September 22, discussed Trust or No Trust as I was writing this column. I was inspired that their consensus was to lead with trust and I will, but I will verify.

Birthday Celebrations

The Barnards celebrated Michele Van Moppe’s birthday a week after her fiance, Randy Barnard, celebrated his at Baker’s Crust. His mother, Sandy Paradelas, and stepdad Andy Paradelas entertained at their Kempsville home with dad, Terry, and stepmom Jean, enjoying the family time.

Readers–
Thank you for telling our clients you saw them in

The Shopper
You are the not so secret source of our success!

See these and other photos at TheShopper.com
RESIDENTIAL & COMMERCIAL
Landscape Management
Design & Installation
- turf programs
- aeration
- seeding
- mulch
- weed control
- pruning
- landscapes

FREE
Consultation/Estimate
757-235-2559

NEW IMAGE
Lawn & Scapes

Read our story at
TheShopper.com

DID YOU KNOW?
If you are 62 or better, a Reverse Mortgage may allow you the flexibility to open a line-of-credit that grows as you age, while you continue to live in your home.
With 15 years of experience I understand the financial needs and possible challenges seniors face. Call me today for more information or to schedule your free consultation.

DEE LILES
Reverse Mortgage Consultant | NMLS# 455170
(757) 408-1258 | Dee.Liles@TowneBankMortgage.com
TowneBankMortgage.com/DeeLiles

READ DEE'S STORY ON: THESHOPPER.COM

A full or partially funded set aside of proceeds may be required for payment of property charges on the new loan. Home must be occupied as principal residence, required taxes and insurance paid, and all necessary repairs made to avoid deterioration of the property. When the house is sold, the loan, along with any interest and fees, are paid to the lender; any remaining equity belongs to the borrowers or heirs. Advertising materials are not provided or approved by the Department of HUD or FHA.

EQUAL HOUSING LENDER

Our Lowest Rate & No Annual Fees!
Langley Platinum Select VISA Credit Card

Open yours today at:
Greenbrier Branch
109 Volvo Parkway
Chesapeake, VA 23320

Read our story at TheShopper.com

*APR = Annual Percentage Rate. Rates stated available on approved credit and may be different as determined by the individual creditworthiness of each applicant. The maximum annual percentage rate for a Langley Platinum Select VISA is 18.00%. Rates current as of Aug 05, 2019, and are subject to change based on market conditions and borrower eligibility. Insured by NCUA.

Langley
Save, Borrow & Spend Wisely
The Retreat at Kemps River
Where those age 55-and-better can find their “forever home”

Evening is settling over The Retreat at Kemps River. The surrounding woodlands that are so scenic during the day are now in shadows. But the spacious clubhouse that is at the center of this 55-and-better adult community is aglow with light and life. Inside neighbors greet one another with handshakes, hugs, and laughter. Some drift outside to relax around the spectacular pool; others settle into the seats around the stone fire pit. The atmosphere is that of a special celebration, but such gatherings are a part of life at The Retreat.

Cindy Godsell, Realtor® with Rose and Womble Realty, LLC, can’t help but smile as she watches the scene. “This is an absolutely beautiful clubhouse,” she says. “I love watching people’s expressions when they come into the community and see it for the first time. The clubhouse really is the social hub of our community. We know our residents are going to spend a lot of time over here, getting to know each other and making new friends.”

Linda Hammond, who recently moved to The Retreat with her husband, agrees. “We love the clubhouse!” she says. “It’s the perfect spot for having activities and entertaining friends and family. There’s a gym here, a fitness room, and, of course, the swimming pool.”

“Being in a 55-and-better community, a lot of our folks are preparing for retirement,” Cindy points out. “They’re looking for their ‘forever home’ where they’ll be spending their retirement years.”

To those searching for the perfect “forever home,” The Retreat at Kemps River offers a collection of single-family attached homes in five distinct floor plans, all beautifully crafted by WeldenField and Rowe. All offer two to four bedrooms, two or three bathrooms, and two-car garages. Many feature vaulted ceilings, open kitchens, fireplaces, and covered porches. Buyers can also customize many of the options on their homes, including preferences for first- or second-floor suites.

Builder Brian Rowe of WeldenField and Rowe, is proud of the care that has gone into The Retreat at Kemps River.

“We took a ton of time with pre-planning, so The Retreat has so many wonderful amenities,” he explains. “We have put a lot of effort into making sure elements conducive to an active lifestyle are built into the fabric of this community. Sometimes when we develop these ideas and dream up the different details, we wonder if those things will help people make a buying decision. What I’ve realized in talking to many of our residents is that they are noticing these special details. They appreciate the unique things that we’ve added—things that we thought were important, but that we weren’t sure would necessarily catch people’s eyes. My hope for residents is that they’ll be able to experience all the different things we’ve put into this community—things aimed at promoting an active lifestyle.”

Cindy agrees with Brian, adding: “The quality of work and care that WeldenField and Rowe Custom Homes put into this development is remarkable. They genuinely care about home buyers and are very in tune with what they want and need. We sincerely want to help buyers make their new space something they can be proud of. The buyer is getting an incredible lifestyle along with incredible value.”

“We have put a lot of effort into making sure elements conducive to an active lifestyle are built into the fabric of this community.”

—Brian Rowe

“I’m a Realtor®, and I’ve been selling homes for many years,” she continues, “and we always hope that what we’re selling will turn out really nice. And that’s one thing about working with WeldenField and Rowe, I’ve just been so proud of every neighborhood I’ve been able to sell for them. Everything has always been so beautifully done. Their customer service—even after the closing—has been outstanding. There’s never been a warranty issue that they haven’t stepped up to the plate to take care of.”

It was WeldenField and Rowe’s reputation that convinced Debra Marks to move to The Retreat at Kemps River.

“We have some friends who live at another WeldenField and Rowe community, and they absolutely love it,” she says. “They’ve made so many new friends, and they do so many activities that we thought it might be great for us. So, since I just retired and my husband is going to be retiring soon we just thought it would be a good move for us—plus we wanted to move from the big house, the yard work, the maid—all of that—so that we could take care of things ourselves.”

Linda nods in agreement. “We had lived in our house for about 20 years,” she says. “As time went on, a lot of repairs were needed. We also lived on the Elizabeth River and were concerned about rising water levels.”

“We looked at other over-55 communities in Virginia Beach, but most were huge,” she continues. “Here at the Retreat with only 80 units, you really get to know your neighbors and really get to develop those relationships. Everything here is a little bit smaller than what we had, but that’s what we wanted—we wanted to downsize. We have cathedral ceilings so it’s very light and airy. Everything is brand new. Who wouldn’t love that?” she asks with a laugh.

“We wanted to get into a community that had a lot of activities,” Linda concludes. “We wanted something new, and The Retreat at Kemps River really fits the bill.”

(757) 676-3787
www.WeldenFieldandRowe.com
Marketing & Sales by Rose & Womble Realty Co.
Web Works
By Terry Young, CEO

Don't put all of your advertising eggs in one basket

When it comes to advertising, one of the hardest things to figure out is where your advertising dollars will bring the best return.

Over the last 10 years or so, choices have become much more complicated. Where advertising used to be limited to print, radio, and TV, now there are many different sources competing for your dollars.

1. Google AdWords - I've covered this before. Adwords are the paid 'Ad' results at the top of search results. Because AdWords is bid-based, large companies with larger budgets can dictate the cost, often pushing smaller companies into spending thousands of dollars a month in order to be seen.

A caution with AdWords is that it sends visitors to your website, which can help or hurt you. It is all fine being seen at number one in search results, but your website better reflect the professionalism of that ranking. If the visitor doesn't like what they see when they get to your site (the site is old, has errors on their device) you have just paid for something that will not create a customer.

2. Social Media - With the popularity of Facebook and Instagram, many people jumped on the bandwagon, thinking that by paying for ads, viewers will see them and clients will come rolling in.

The worst thing is that social media ads are so in your face that many people, myself included, find them just plain annoying. This is further amplified because the sites rely on advertising which is getting more frequent now with every fourth or fifth post being an ad. You can see the same ad over and over across your devices. Even hiding an ad does not mean that it won't show up on another device later.

Competition is also annoying if many similar businesses have ads. Over the last week, my timeline has been swamped by get-rich-quick guru ads.

3. TV Advertising - This is more traditional advertising, where people know they will see ads at regular breaks, not ads being pushed onto them every few seconds like online. However, if you have a DVR as many cable providers sell, you can easily zip right past ads. If you watch on a streaming service like Netflix, Hulu, or Amazon, you can do away with them entirely.

4. Print Advertising - This is probably the least invasive, and in my opinion, one of the best advertising mediums. Printed material is seen as concrete and reliable. When people pick up a print magazine or paper, like The Shopper, they know there will be ads in it. There are no surprises, no pop-ups or other intrusive advertising. This leads to a much more relaxed and receptive reader experience.

I have been writing this column for over 20 years, and over that time, along with my website, The Shopper has been my largest client source.

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.

The Write Sense
By Betsy Patterson
Master Graphoanalyst

DELIBERATENESS AND LAZINESS — TWO SLOWDOWNERS

Use caution before calling someone lazy. Deliberateness and laziness may seem to have little to do with each other, but deliberateness can shade into various degrees of laziness.

The strength of deliberateness lies in its slowness to form opinions — a careful mulling over of the facts or situation, a slow, step-by-step approval. Judges often call for a recess before a verdict is announced so that more careful consideration (deliberateness) can be exercised.

Look for the upstroke of an ascender and the returning downstroke definitely separated, . The apex is rounded, not pointed.

If the strokes are firm and well-formed, deliberateness is strong. Look at the slow, easy turn on the m’s/n’s on the baseline.

Doctors— We want to hear from you!

What changes would you like to see in the future of medicine?

Here's what Samir Abdelshaheed, MD of Family Medicine Healthcare says:

“I would love to see Artificial Intelligence used more to help doctors and experts to predict and remove and potentially eradicate cancer at an early stage.”

As we approach our 10th year publishing Doctor to Doctor Magazine, and reflect upon its past, we are also looking forward. We want to include your thoughts.

Please send a brief opinion and a headshot that we can use to: info@DoctorToDoctorMagazine.com by November 1st.

The Voice of Medical Professionals to Medical Professionals

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

Call 757-547-0520
to reserve your advertising space.
Email: info@DoctorToDoctorMagazine.com

Read our current issue online at: DoctorToDoctorMagazine.com

October 2019   The Kempsville/Salem Shopper   Page 7
Visit www.theshopper.com to see upcoming events around Hampton Roads

AutumnFest at Chesapeake Arboretum
October 5th • 11 a.m. – 5 p.m.
623 Oak Grove Road, Chesapeake
Free family activities include hay bale maze, petting zoo, an old-fashioned pie-baking contest and more. Vendors will be on site with concessions for purchase. For more information, call 757-382-6411.

42nd Annual Peanut Fest
October 10th - 13th
Suffolk Executive Airport, 1410 Airport Road, Suffolk
$10 per person, per entry $30; 4-day per person. This family-friendly event honors the city’s agriculture heritage and devotion to peanuts, our favorite legumes. Fun family activities include concerts, amusement rides, contests and competitions, a demolition derby, motorcycle rally, shrimp feast, fireworks and much more. For more information, visit www.suffolkpeanutfest.com

Chesapeake Wine Festival
October 12th • 12 p.m. – 6 p.m.
Chesapeake City Park, 900 City Park Drive, Chesapeake
Pick a theme and dress up or come as you are to the 10th Annual Chesapeake Wine Festival at Chesapeake City Park. Listen to live music, eat great food, shop, attend seminars, drink some excellent wines, and most importantly, help local charities. For more information, visit www.cheswine.com

If you have an event you’d like to share, please submit to adcopy@theshopper.com

---

Service Today or It’s Free!*

Fall in Virginia is beautiful, but it also brings unpredictable weather. Make sure your home is comfortable no matter the temperature outside.

$89.00 System tune-up & cleaning
With this ad. Not to be combined with any other offers. Expires 11/01/19.

$25.00 OFF Any HVAC, plumbing or electrical repair
With this ad. Not to be combined with any other offers. 11/01/19.

* We will be at your home on the same day that you request service OR your service call fee will be waived. No funny catches or gimmicks – just service when YOU need it. Repairs are extra.

Call or text us at 757.215.4473
www.russellshvac.com
“Serving YOU since 1977” Read our story at TheShopper.com
COMMERCIAL & RESIDENTIAL
“What You Don’t Know Can Haunt Your Family—Bad Planning or No Planning”

I have collected some scary stories over the years. The moral of these stories: it’s necessary to have an estate plan AND periodically check it. As usual, my stories are all true.

Scary Story #1: Tom’s brother, Bill, died. Bill was not married and did not have any children. His estate was not large. Tom discovered that Bill still had his ex-wife as his payable-on-death beneficiary on his bank account. Bill’s ex-wife happily accepted the $32,000 from Bill’s bank account.

Hmmmm…I wonder if Bill really wanted his ex-wife to receive a large chunk of his estate, or did he just forget that she was the beneficiary for his bank account?

Scary Story #2: Ed and his first wife had three children together. After his first wife died, Ed remarried. When Ed died, his children received nothing: Ed’s second wife got everything. Maybe Ed did not understand that any joint asset belongs automatically to the survivor. So, if Ed and his second wife had a joint bank account, she got it all at his death.

Hmmmm…Did Ed intend to disinherit his kids, or was it an accident?

Scary Story #3: Edna continued to live with her mom and step-dad, Ron, when she became an adult. Ron owned the house they lived in. Her mom died first and then Ron. When Edna went to the courthouse to see if she qualified for reduced property taxes, she was horrified to find out that the house was not hers. Ron did not have a will to leave the house to Edna. Edna was not Ron’s blood relative, so under the Virginia statute, the house did not transfer to her. (And Ron’s blood relative doesn’t even know they own a house).

Hmmmm…Did Ron just incorrectly assume that Edna would inherit his house?

On the surface, planning what will happen to your assets when you are gone seems straightforward and simple. But it actually is really tricky and easy to make a mistake.

Hmmmm…is that what you really want?

A Morning with Linda Sherfey, the Author of: “The 5 Declassified Estate Planning Secrets You Can’t Afford to Ignore”

Attendees receive a free copy of my book sold on Amazon for $24.95 (1 per household).

Call, because you must have a reservation to attend one of these seminars 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!)

and on Saturday, November 23 from 11:00 am - 12:00 pm

Russell Memorial Library · 2808 Taylor Road, Chesapeake (near Chesapeake Square Mall—last one this year at this location!)

Refreshments will be provided.

This seminar is for you if:

• You want to know the big myth you probably believe about probate that is untrue.
• You have resisted or procrastinated, but know you need to get it done.
• You want to know the fib that your banker unknowingly told you.
• You want to know how a devastating accident can change your life in minutes.

Hmmmm…is that what you really want?

The Estate Planning Solution
Linda M. Sherfey, Esq., USN retired
966-9700 Chesapeake
www.sherfeylaw.com
Read my story at TheShopper.com

At-your-place appointments available

Mr. Handyman of Virginia Beach

Problem Solved

Projects TO DO ...

- Powerwash Deck or House
- Replace or Repair Doors
- Siding Repairs
- Fence Repairs
- Grout Tiles
- Caulk Bathrooms
- Drywall and Ceiling Repairs
- Replace Light Fixtures
- Cabinet Repairs
- Replace Ceiling Fans
- Hang Mirrors and Pictures
- Repair / Replace Window Screens
- Clean and Repair Gutters
- Get more free time...
- Call Mr. Handyman

Say hello to Mr. Handyman & goodbye to that “To-Do” list!

Mr. Handyman is the most trusted and professional handyman you can call for all your household maintenance and repairs!

Mr. Handyman of Virginia Beach
757-689-2900
www.mrhandyman.com/virginia-beach/
Read our story at TheShopper.com

$20 OFF
This coupon is valid for $20 worth of services provided by Mr. Handyman.
Minimum of 2 hours of service. Offer valid one time per household. Available at participating locations only. Not valid with any other offer.
OFFER EXPIRES: 11/31/19

$40 OFF
This coupon is valid for $40 worth of services provided by Mr. Handyman.
Minimum of 4 hours of service. Offer valid one time per household. Available at participating locations only. Not valid with any other offer.
OFFER EXPIRES: 11/31/19

Problem Solved

Projects TO DO ...

- Powerwash Deck or House
- Replace or Repair Doors
- Siding Repairs
- Fence Repairs
- Grout Tiles
- Caulk Bathrooms
- Drywall and Ceiling Repairs
- Replace Light Fixtures
- Cabinet Repairs
- Replace Ceiling Fans
- Hang Mirrors and Pictures
- Repair / Replace Window Screens
- Clean and Repair Gutters
- Get more free time...
- Call Mr. Handyman

Say hello to Mr. Handyman & goodbye to that “To-Do” list!

Mr. Handyman is the most trusted and professional handyman you can call for all your household maintenance and repairs!

Mr. Handyman of Virginia Beach
757-689-2900
www.mrhandyman.com/virginia-beach/
Read our story at TheShopper.com

$20 OFF
This coupon is valid for $20 worth of services provided by Mr. Handyman.
Minimum of 2 hours of service. Offer valid one time per household. Available at participating locations only. Not valid with any other offer.
OFFER EXPIRES: 11/31/19

$40 OFF
This coupon is valid for $40 worth of services provided by Mr. Handyman.
Minimum of 4 hours of service. Offer valid one time per household. Available at participating locations only. Not valid with any other offer.
OFFER EXPIRES: 11/31/19
OCTOBERFEST!

MONTERO MEDICAL MISSIONS presents the MONTEROMEDICALMISSIONS.ORG (757) 598-2666

NOVEMBER 16th 6 pm - 11 pm
An Inaugural fundraiser supporting medical missions at home and abroad

Khedive Hillbillies
Brats • Sauerkraut Frankfurts • German Potato Salad

Craft & Domestic Beverages
Proceeds for the benefit of Khedive Hillbillies Unit and payments are not deductible as charitable contributions.

Hogtoberfest October 27 1 pm to 4 pm
Khedive Shrine Center
645 Woodlake Dr., Chesapeake

$20 In advance
$25 At gate

Tickets available at KH1948.com
2201 Mt. Pleasant Road • Chesapeake
757-482-0739
www.mountpleasantfarms.com

Wagon Rides
Corn Maze
U-Pick Pumpkin Patch
Hay Pyramid • Corn Pit • Kids Play Area
Petting Zoo • Pony Rides
Kids Barrel Train
Fresh Pressed Apple Cider
Popcorn • BBQ Hotdogs

***** FREE CHILD ADMISSION ****
with the purchase of a adult admission and this ad

ANDIAMO RISTORANTE
PIZZA NAPOLETANA
Fine Italian Dining
500 Battlefield Blvd S., Chesapeake
757-410-1810 • 757-410-1888
https://andiamova.com
Read our story at TheShopper.com

Wood Fire Pizza Oven • Pasta
Seafood • Antipasti • Salads

Hours: T - Th 4–9 pm • F - Sat 4–10 pm • Sun 4 pm–9 pm

NOW BOOKING SPECIAL EVENTS & CATERING
SATURDAY, DECEMBER 7 – 6 PM
TICKETS:
$200 / PERSON
ATTIRE: BLACK TIE OPTIONAL
RSVP: NOVEMBER 15

Funds raised benefit CHKD's Mental Health Program
www.KingsDaughters.org/MoonlightandMistletoe
Facebook.com/moonlightandmistletoeCHKD

GIRL CHRISTMAS VILLAGE
Celebrate with us as the campus of CBN and Regent University is transformed into an enchanting Christmas village

Thursdays: Dec. 5 and 12 6:00 pm – 9:00 pm
• Live Nativity
• Rides and Attractions
• Military Appreciation Day

Fridays: Dec. 6 and 13 6:00 pm – 9:00 pm
• Santa's Cottage
• Spectacular Christmas Tree
• Scavenger Hunt

Saturdays: Dec. 7 and 14 12:00 pm – 9:00 pm
• Christmas Marketplace
• Antique Cars
• Special Christmas Entertainment

Free and Open to the Public* | CBNChristmasVillage.com

*Marketplace and food items available for purchase. Some performances may be ticketed.

977 CENTREVILLE TURNPIKE, VIRGINIA BEACH (Just off I-64 at Exit 286B / Indian River Road)
OCTOBERFEST!
Enjoy the changing season!

MONTERO MEDICAL MISSIONS
Presents the
MONTEROMEDICALMISSIONS.ORG
(757) 598-2666

MONTERO MEDICAL MISSIONS
Presents the
Charity Gala
2019
NOVEMBER 16th
6 pm - 11 pm
An Inaugural fundraiser
supporting medical missions
at home and abroad
MONTEROMEDICALMISSIONS.ORG
(757) 598-2666

Freemason Abbey
Celebrating 30 years in 2019!
Join us in October for a special
$30 3-Course Anniversary Menu
Featuring Fall Flavors
Available every day at 4:00 p.m.
View the 3-Course on our website
www.freemasonabbey.com
209 W. Freemason St. ~ Downtown Norfolk
757-622-3966

ANDIAMO
RISTORANTE
PIZZA NAPOLETANA
Fine Italian Dining
NOW BOOKING SPECIAL EVENTS & CATERING
Wood Fire Pizza Oven • Pasta
Seafood • Antipasti • Salads
Hours: Mon - Fri 11:00 - 9:30
Sat-Sun 11:00-9:00
500 Battlefield Blvd S, Chesapeake
757-410-1810 • 757-410-1888
https://andiamo.com
Read our story at TheShopper.com

MONTHERO MEDICAL MISSIONS
Presents the
Charity Gala
2019
NOVEMBER 16th
6 pm - 11 pm
An Inaugural fundraiser
supporting medical missions
at home and abroad
MONTEROMEDICALMISSIONS.ORG
(757) 598-2666

Freemason Abbey
Celebrating 30 years in 2019!
Join us in October for a special
$30 3-Course Anniversary Menu
Featuring Fall Flavors
Available every day at 4:00 p.m.
View the 3-Course on our website
www.freemasonabbey.com
209 W. Freemason St. ~ Downtown Norfolk
757-622-3966

ANDIAMO
RISTORANTE
PIZZA NAPOLETANA
Fine Italian Dining
NOW BOOKING SPECIAL EVENTS & CATERING
Wood Fire Pizza Oven • Pasta
Seafood • Antipasti • Salads
Hours: Mon - Fri 11:00 - 9:30
Sat-Sun 11:00-9:00
500 Battlefield Blvd S, Chesapeake
757-410-1810 • 757-410-1888
https://andiamo.com
Read our story at TheShopper.com
HybridAirUSA.com
757-4-ENERGY
(757-436-3749)

FREE 2nd Opinion
High quote for replacement or repair? Call us for a 2nd opinion!

With this ad only
Must be presented upon arrival
Exp. 10/31/19

24 HOUR EMERGENCY SERVICE AVAILABLE

Trade In Your Old Inefficient Air Conditioner and Receive $1,000 Off!

With this ad only
Must be presented upon arrival
Exp. 10/31/19

$49 Early Bird Furnace or Heat Pump Safety and Performance Checkup

With this ad only
Must be presented upon arrival
Exp. 10/31/19

Water Heater Replacement Tank or Tankless Save $100!

With this ad only
Must be presented upon arrival
Exp. 10/31/19

$25 OFF Repair Work

Not to Include Diagnostic-Only Calls

With this ad only
Must be presented upon arrival
Exp. 10/31/19

“I’ve gotten 90 percent of my patients from The Shopper!”
— Dr. Julia Stevenson
Cardinal Plastic Surgery

“I advertise in The Shopper because I have always enjoyed reading The Shopper.”
— Michael Keverline, MD
Southside Eye Care

“I tell everyone, ‘If you want a great response, advertise in The Shopper. I’ve tried other things, but The Shopper is what works.’”
— Linda Sherfey
Attorney & Counselor at Law

“I feel that advertising in The Shopper has contributed to our having had one of our best years ever. It provided us the ability to remind people that Freemason Abbey is only minutes away.”
— Lori Maddux
Freemason Abbey Restaurant

www.TheShopper.com

Join our Shopper family by calling 547-0520!
The Dream

Monday, July 20, wee small hours
I had a vivid dream tonight. Rob walked into the house, up the stairs, and down the hall to my bedroom door. He opened the door all the way and took a few steps into the room. He turned, facing me in the bed, slowly raised a gun and pointed it at me. I awoke with a start. It was so real it alarmed me. It was 4:40 a.m.

Tuesday, July 21, wee small hours
3:45 a.m., I was awakened suddenly by the sound of my phone ringing. It was Lee.
At 3:00 a.m., one of her dogs had awakened her. She got up, went to the bathroom, and could not get back to sleep. She felt danger. Lee described mentally surrounding her family with light, then her home and even her yard. Nothing there. She did the same with our Dad, who was quite ill, and finally with me. That’s where she felt the danger: around me!

Lee then had a wide-awake dream. She “saw” Rob come into my house, go up the stairs, down the hall, and into my bedroom. He took a few steps, turned toward me, and shot me with a handgun. Lee “felt” the bullet go into her stomach, through her and out her back.

Lee struggled with whether or not to call me for a half-hour. When she felt a lump in her throat, she picked up the phone, compelled to call me.

My sister and I have always been connected. I pay attention to her feelings, especially concerning me. Even if I had not before, I certainly would have paid attention since, while still awake, she had the very same dream I had just 24 hours earlier. The only differences were that I had been asleep, and she was awake and had experienced the rest of the dream that I had been too frightened to finish. It was astounding!

I put on my lights and looked throughout the house while Lee waited on the phone. I picked up the portable when I reached the family room and talked to her while I went around the house, putting on lights. I looked in every room, peered out into the night. I saw nothing.

Additional text from this excerpt is available on TheShopper.com
Real homemade mashed potatoes are one of the best things in the world. Make them with cream and butter rather than just milk, and you have a dish fit for a king. Perhaps people make dried mashed potatoes for the ease. I think they make them because they have forgotten the flavor of real potatoes. And if they had cooked them right, they would never have the other again.

But in case it is because they fear failing, there are some secrets to good mashed potatoes. Never use cold or room-temperature milk or cream in mashed potatoes, or they will lump. If the liquid is not hot, the starch in the potatoes seizes. The potatoes, once drained, should be mashed into a hot pan. The heat under the pan should be low enough so they won’t burn, but hot enough so the potatoes are dry before the liquid is added. And, of course, then comes the fresh, good-quality butter.

If they had cooked them right, they would never have the other again. But in case it is because they fear failing, there are some secrets to good mashed potatoes. Never use cold or room-temperature milk or cream in mashed potatoes, or they will lump. If the liquid is not hot, the starch in the potatoes seizes. The potatoes, once drained, should be mashed into a hot pan. The heat under the pan should be low enough so they won’t burn, but hot enough so the potatoes are dry before the liquid is added. And, of course, then comes the fresh, good-quality butter.

One day, we went to visit a cousin of my mother’s and to see an air show. We laughed and played so hard and were so hungry by lunch that we ate greedily and complimented everything. We even said we liked the butter. We went so far as to say it tasted like marrow bone. My mother and grandmother were speechless. We always complained if we were served margarine. It turned out my cousin’s so-called butter was Blue Bonnet margarine.

“While the recipes are like friends, comforting and delighting me, I also refer to the richest part of my life—family and friends, who bring the most joy.”

— Nathalie Dupree

Nathalie Dupree is the author of 14 cookbooks and syndicated columnist who, since 1986, has hosted hundreds of cooking shows on PBS, the Food Network, and the Learning Channel. Honored as the 2013 Woman of the Year from the French Master Chefs of America she is known for her understanding of Southern cooking and started the New Southern Cooking movement. Two of her books New Southern Cooking and Mastering the Art of Southern Cooking are on the 2017 Southern Living 100 best cookbooks of all time list.

Mashed Potatoes

**Sinful**

<table>
<thead>
<tr>
<th>4 Potatoes</th>
<th>1/3 Cup butter</th>
<th>1/2 - 3/4 Cup heavy cream or milk</th>
<th>Salt</th>
<th>Freshly ground pepper</th>
</tr>
</thead>
</table>

Peel the potatoes and cut into quarters or chunks. Place in a saucepan with water to cover. Bring to boil, cover with lid and boil steadily until soft and tender when pierced with a fork. Drain. Place the empty pan back over the heat. Add butter and melt. Scald the cream or milk. Put the potatoes through a food mill into the hot butter, or add the potatoes to the hot butter and beat with a whisk, potato masher or electric mixer. Add hot cream or milk to desired texture. Season to taste. To keep, cover with a thin layer of hot cream or milk. Reheat gently and stir when ready to serve.

**Reheating Mashed Potatoes**

- Place potatoes in saucepan with liquid that was used to cook them.
- Bring to a boil.
- Reduce heat and simmer until heated through.
- Season to taste.

---

By Nathalie Dupree

Real potato prospers among purists

The best butter, we would declare, would taste like marrow bone, what we called the delicious soup bone my mother would buy and simmer in the soup for us and then let us spoon out with long silver spoons and eat with white bread.

There was a time during and after World War II when butter was rationed. I remember when all margarine was white. It came in a plastic-type bag and had a dot of bright yellow-orange food coloring in it. You mashed it around until it was all yellow and then ate it. I hated it, although I did think the mashing was fun.

One day, we went to visit a cousin of my mother’s and to see an air show. We laughed and played so hard and were so hungry by lunch that we ate greedily and complimented everything. We even said we liked the butter. We went so far as to say it tasted like marrow bone. My mother and grandmother were speechless. We always complained if we were served margarine. It turned out my cousin’s so-called butter was Blue Bonnet margarine.

We tried to backtrack. We insisted we hadn’t meant it to no avail. The next day, my grandmother set out fresh white bread and two yellow sticks, one butter, one margarine. She spread each of us a piece of bread with the first spread and made us eat it, then write down if it was butter or margarine. She repeated with the second stick. We correctly identified the margarine and butter. Infuriated, she blindfolded us and repeated the process. Once again, we knew. It didn’t stop the occasional efforts to smuggle in margarine, but we were ever to the alert.

She tried to fool us with Pepsi, too. We were adamant—it wasn’t as good as Coca-Cola. Sure enough, the next day, we were blindfolded and tested. We knew the difference.

I’m sure there are just as many Pepsi purists, but I’ve drunk far too many Coke products to switch. I doubt if the city of Atlanta would collapse without Coke, but what would we have for breakfast? My present Coke of choice is Diet Coke. When I travel, I always check to see if I can get it because I start the day with Coke or tea. I’ve lugged bottles of Coke all over the globe.

On a trip to Italy with a bunch of food editors, I took two giant bottles of Coke. They all laughed at me until we wound up on a bus for several hours, with the roadside stands offering only a lemon-squash-type drink. My traveling companions polished off both bottles of Coke, and I had to walk around Bologna until I found a tiny shop that sold it. Such is the life of a connoisseur.
Biagio Scire Jr., right, with his father, former owner of Frank’s, who now works at his son’s ristorante

Children watch in fascination as pizza is prepared

A large group celebrates a joyous occasion

See these and other photos at TheShopper.com

Dinner at Andiamo Ristorante

Because of Biagio Scire Jr.’s hard work, his restaurant is now one of the region’s most popular destination for lovers of authentic Italian dishes. His father, Biagio Scire, Sr., formerly the owner of Franks II, closed his restaurant soon after the untimely death of his beloved wife, Nerina, in August of 2018. Now he, along with sons Giuseppe and Giovanni, helps his namesake build his business.

Up and Away

By Terry Young

Create the right image

Keep your listing photos timeless

When selling a property, you want it to look its best in photos, regardless of when it may actually sell.

Something that people will notice is if there is an obvious time of year that the photos were taken, and if that was a while ago, it can create a negative image of the property.

While both interior and exterior photos taken in spring, summer and early fall will look pretty similar, photos taken in the late fall and over the winter can look more desolate - especially with trees turning or bare, or with snow on the ground.

Other elements can date the photos, especially if taken over the holidays. Halloween, Thanksgiving and Christmas decorations will certainly date photos. Some people may think “so what?” Such clear dating is not a problem if the house is very likely to sell within a couple of months.

In fact, a house with a light, warm interior, and a nice green garden, can be more appealing while it is raining, cold and desolate right outside the viewer’s window.

However, if for some reason it does not sell, the MLS listing will show a house with Thanksgiving decorations, and if it is many months later, it looks like the house may be hard to sell for some reason.

Even if this happens only on a subconscious level, it does still have a negative effect on the viewer. I myself have seen properties with such unmistakable dating and wondered what could be wrong with them, especially if they look like a nice house on screen.

Photos taken before the trees change are a lot harder to put a date to; they could have been taken anywhere within about an eight month period.

Furthermore, if those photos are seen out of that season, such as while browsing the MLS in January when it's snowing outside, the negative why haven’t this sold factor is a lot less. In fact, a house with a light, warm interior, and a nice green garden can be more appealing while it is raining, cold and desolate right outside the viewer’s window.

The bottom line is that even if a house is not going to be put on the market for a few weeks, photos should be taken while the garden is in bloom and is as green as possible and while the house interior is not decorated for the holidays.

Taking proactive photos can give the MLS listing a much longer lifespan, and create fewer possible negative connotations.

Many things have to be considered when you’re using photos and video to sell a property. This is where an experienced photographer can really make a property stand out from the crowd.

Terry Young is an FAA licensed drone pilot and professional photographer and videographer. His 30 plus years of experience in pre- and post-production of both still photography and video, coupled with the latest equipment, enable him to create amazing high quality images.

AirAspects.com • InternetMark.com

(757) 549-4764

Read our story at TheShopper.com
A vision of youth

Open the Door

Animal rescue is an equally heartwarming and heartrending mission to be a part of. It is an environment which perpetually challenges and teaches those who inhabit it, offering lessons which stay with us both in our field and in our lives. I experienced this a few months ago when I unknowingly set myself on a path of involvement with one of the most at-risk populations in animal shelters. Cats who act feral, either due to fear or lack of socialization with humans, are not recognized as viable adoption candidates. There aren’t enough adopters for the well-socialized cats crowding our shelters—let alone for those who cannot be touched. This means feral cats comprise a large portion of animals euthanized in shelters each year.

Asking for help is a concept worth considering when our burdens become too much to bear.

The shelter where I work is not immune to the challenges of placing feral cats. This summer our population rose to over 30 ferals at one time. This is not an accomplishment warranting pride, but rather, gratitude. It is not until you make your hurdles known that others will help knock those hurdles down—or else bring their tennis shoes so that they might run the race beside you. Many people already are, but until we remove the blinder that is an unwillingness to ask, we will not see them. Asking for help is a concept worth considering when our burdens become too much to bear. We should not judge for ourselves the capability or willingness of others, but we can open the door so that our guardian angels and everyday heroes find it a little easier to come in.

By Breonna Loxley

You can make a difference

Volunteer with H.E.R. Safe Place, a local Domestic Violence Resource that provides emergency shelter and quality care to adult and child survivors.

Volunteer opportunities include:

- provide a meal
- maintenance
- yard work
- gardening
- re-decorate a room
- movie nights
- kids game/craft nights
- childcare for job interviews/support groups
- 24hr Hotline
- Goal Coach
- Life Skill Presenter
- H.E.R. Ambassador
- hold a drive
- hold a fundraiser

H.E.R. also provides a 24 Hr Emergency Hotline, case management, community support groups, court advocacy, child trauma program and age appropriate support, housing assistance and employment empowerment programs.

For more information visit www.hershelter.com or contact Volunteer Coordinator at 757-485-1445 or volunteer@hershelter.com.

If you need help from H.E.R. please contact the 24hr Hotline at 757-485-3384.

Open the Door

By Breonna Loxley

Animal rescue is an equally heartwarming and heartrending mission to be a part of. It is an environment which perpetually challenges and teaches those who inhabit it, offering lessons which stay with us both in our field and in our lives. I experienced this a few months ago when I unknowingly set myself on a path of involvement with one of the most at-risk populations in animal shelters. Cats who act feral, either due to fear or lack of socialization with humans, are not recognized as viable adoption candidates. There aren’t enough adopters for the well-socialized cats crowding our shelters—let alone for those who cannot be touched. This means feral cats comprise a large portion of animals euthanized in shelters each year.

Asking for help is a concept worth considering when our burdens become too much to bear.

The shelter where I work is not immune to the challenges of placing feral cats. This summer our population rose to over 30 ferals at one time. This is not an accomplishment warranting pride, but rather, gratitude. It is not until you make your hurdles known that others will help knock those hurdles down—or else bring their tennis shoes so that they might run the race beside you. Many people already are, but until we remove the blinder that is an unwillingness to ask, we will not see them. Asking for help is a concept worth considering when our burdens become too much to bear. We should not judge for ourselves the capability or willingness of others, but we can open the door so that our guardian angels and everyday heroes find it a little easier to come in.

By Breonna Loxley

You can make a difference

Volunteer with H.E.R. Safe Place, a local Domestic Violence Resource that provides emergency shelter and quality care to adult and child survivors.

Volunteer opportunities include:

- provide a meal
- maintenance
- yard work
- gardening
- re-decorate a room
- movie nights
- kids game/craft nights
- childcare for job interviews/support groups
- 24hr Hotline
- Goal Coach
- Life Skill Presenter
- H.E.R. Ambassador
- hold a drive
- hold a fundraiser

H.E.R. also provides a 24 Hr Emergency Hotline, case management, community support groups, court advocacy, child trauma program and age appropriate support, housing assistance and employment empowerment programs.

For more information visit www.hershelter.com or contact Volunteer Coordinator at 757-485-1445 or volunteer@hershelter.com.

If you need help from H.E.R. please contact the 24hr Hotline at 757-485-3384.

Open the Door

By Breonna Loxley

Animal rescue is an equally heartwarming and heartrending mission to be a part of. It is an environment which perpetually challenges and teaches those who inhabit it, offering lessons which stay with us both in our field and in our lives. I experienced this a few months ago when I unknowingly set myself on a path of involvement with one of the most at-risk populations in animal shelters. Cats who act feral, either due to fear or lack of socialization with humans, are not recognized as viable adoption candidates. There aren’t enough adopters for the well-socialized cats crowding our shelters—let alone for those who cannot be touched. This means feral cats comprise a large portion of animals euthanized in shelters each year.

Asking for help is a concept worth considering when our burdens become too much to bear.

The shelter where I work is not immune to the challenges of placing feral cats. This summer our population rose to over 30 ferals at one time. This is not an accomplishment warranting pride, but rather, gratitude. It is not until you make your hurdles known that others will help knock those hurdles down—or else bring their tennis shoes so that they might run the race beside you. Many people already are, but until we remove the blinder that is an unwillingness to ask, we will not see them. Asking for help is a concept worth considering when our burdens become too much to bear. We should not judge for ourselves the capability or willingness of others, but we can open the door so that our guardian angels and everyday heroes find it a little easier to come in.

By Breonna Loxley

You can make a difference

Volunteer with H.E.R. Safe Place, a local Domestic Violence Resource that provides emergency shelter and quality care to adult and child survivors.

Volunteer opportunities include:

- provide a meal
- maintenance
- yard work
- gardening
- re-decorate a room
- movie nights
- kids game/craft nights
- childcare for job interviews/support groups
- 24hr Hotline
- Goal Coach
- Life Skill Presenter
- H.E.R. Ambassador
- hold a drive
- hold a fundraiser

H.E.R. also provides a 24 Hr Emergency Hotline, case management, community support groups, court advocacy, child trauma program and age appropriate support, housing assistance and employment empowerment programs.

For more information visit www.hershelter.com or contact Volunteer Coordinator at 757-485-1445 or volunteer@hershelter.com.

If you need help from H.E.R. please contact the 24hr Hotline at 757-485-3384.

Open the Door

By Breonna Loxley

Animal rescue is an equally heartwarming and heartrending mission to be a part of. It is an environment which perpetually challenges and teaches those who inhabit it, offering lessons which stay with us both in our field and in our lives. I experienced this a few months ago when I unknowingly set myself on a path of involvement with one of the most at-risk populations in animal shelters. Cats who act feral, either due to fear or lack of socialization with humans, are not recognized as viable adoption candidates. There aren’t enough adopters for the well-socialized cats crowding our shelters—let alone for those who cannot be touched. This means feral cats comprise a large portion of animals euthanized in shelters each year.

Asking for help is a concept worth considering when our burdens become too much to bear.

The shelter where I work is not immune to the challenges of placing feral cats. This summer our population rose to over 30 ferals at one time. This is not an accomplishment warranting pride, but rather, gratitude. It is not until you make your hurdles known that others will help knock those hurdles down—or else bring their tennis shoes so that they might run the race beside you. Many people already are, but until we remove the blinder that is an unwillingness to ask, we will not see them. Asking for help is a concept worth considering when our burdens become too much to bear. We should not judge for ourselves the capability or willingness of others, but we can open the door so that our guardian angels and everyday heroes find it a little easier to come in.

By Breonna Loxley

You can make a difference

Volunteer with H.E.R. Safe Place, a local Domestic Violence Resource that provides emergency shelter and quality care to adult and child survivors.

Volunteer opportunities include:

- provide a meal
- maintenance
- yard work
- gardening
- re-decorate a room
- movie nights
- kids game/craft nights
- childcare for job interviews/support groups
- 24hr Hotline
- Goal Coach
- Life Skill Presenter
- H.E.R. Ambassador
- hold a drive
- hold a fundraiser

H.E.R. also provides a 24 Hr Emergency Hotline, case management, community support groups, court advocacy, child trauma program and age appropriate support, housing assistance and employment empowerment programs.

For more information visit www.hershelter.com or contact Volunteer Coordinator at 757-485-1445 or volunteer@hershelter.com.

If you need help from H.E.R. please contact the 24hr Hotline at 757-485-3384.

Open the Door

By Breonna Loxley

Animal rescue is an equally heartwarming and heartrending mission to be a part of. It is an environment which perpetually challenges and teaches those who inhabit it, offering lessons which stay with us both in our field and in our lives. I experienced this a few months ago when I unknowingly set myself on a path of involvement with one of the most at-risk populations in animal shelters. Cats who act feral, either due to fear or lack of socialization with humans, are not recognized as viable adoption candidates. There aren’t enough adopters for the well-socialized cats crowding our shelters—let alone for those who cannot be touched. This means feral cats comprise a large portion of animals euthanized in shelters each year.

Asking for help is a concept worth considering when our burdens become too much to bear.

The shelter where I work is not immune to the challenges of placing feral cats. This summer our population rose to over 30 ferals at one time. This is not an accomplishment warranting pride, but rather, gratitude. It is not until you make your hurdles known that others will help knock those hurdles down—or else bring their tennis shoes so that they might run the race beside you. Many people already are, but until we remove the blinder that is an unwillingness to ask, we will not see them. Asking for help is a concept worth considering when our burdens become too much to bear. We should not judge for ourselves the capability or willingness of others, but we can open the door so that our guardian angels and everyday heroes find it a little easier to come in.

By Breonna Loxley

You can make a difference

Volunteer with H.E.R. Safe Place, a local Domestic Violence Resource that provides emergency shelter and quality care to adult and child survivors.

Volunteer opportunities include:

- provide a meal
- maintenance
- yard work
- gardening
- re-decorate a room
- movie nights
- kids game/craft nights
- childcare for job interviews/support groups
- 24hr Hotline
- Goal Coach
- Life Skill Presenter
- H.E.R. Ambassador
- hold a drive
- hold a fundraiser

H.E.R. also provides a 24 Hr Emergency Hotline, case management, community support groups, court advocacy, child trauma program and age appropriate support, housing assistance and employment empowerment programs.

For more information visit www.hershelter.com or contact Volunteer Coordinator at 757-485-1445 or volunteer@hershelter.com.

If you need help from H.E.R. please contact the 24hr Hotline at 757-485-3384.
Halloween Discoveries

Going trick-or-treating can be a journey of discovery. As a kid, peering through the eyes of a plastic dime-store mask, my neighborhood took on a magical glow, seeming new and unfamiliar. Under the Milky Street lights, it was impossible to tell if an approaching gang of costumed fellow trick-or-treaters were friends or strangers. Anticipating the bestowment of cavity-causing treats, our hearts beat a little faster when knocking on the front doors of neighbors we’d known all our lives. Would the adult inside answer the door wearing a mask or costume? Would they look funny or scary?

When the barber who lived across the street—and who always seemed so solemn—answered his door wearing a red clown’s nose, I felt as if I had discovered something new and essential about the man. The same was true of the retired Baptist minister who lived on the next block. One Sunday afternoon, when we knocked on his door and offered to rake his yard for a dime, he severely scolded us for breaking the Sabbath. But on Halloween, as he handed out candy with a smile and complimented our costumes, I discovered there was more to him than a persnickety tirade on obeying the fourth commandment.

In the working-class neighborhood of my early childhood, there was one house that stood out from the rest. It was a white, two-story Colonial, with a large well-kept yard. It didn’t look scary or haunted; it looked pleasant, welcoming and—to my kid’s mind—boring. For years, we never went trick-or-treating there. Then when I was nine, we did. As we ascended the brick front porch steps, I noticed a small sign in the ivy bed that wasn’t visible from the street. It read: “Two Oaks: Built in 1822.”

I was stunned! The other houses in our neighborhood had been built 20 years earlier, but this house was nearly 150 years old! In getting a closer look at something familiar, I discovered that our modest neighborhood had been built on what had once been a large, prosperous plantation. From then on, thanks to trick-or-treating, I never again thought of my neighborhood in quite the same way.

...wearing costumes, playing tricks, and giving treats are ways of revealing hidden aspects of ourselves to others.

Even though we’re too old to trick-or-treat, chaperoning our kids or grandkids on Halloween is a fun way to discover new things about our neighborhoods. Has someone decorated their front porch, or erected a haunted house in their driveway? Why not stroll over and check it out—even if not chaperoning trick-or-treaters? Enjoy a laugh or scare; compliment them on their efforts; thank them for bringing some communal fun to the holiday.

We typically think of dressing up for Halloween as a way of hiding ourselves from others. In reality, wearing costumes, playing tricks, and giving treats are ways of revealing hidden aspects of ourselves to others. We might be too old to trick-or-treat, but we’re never too old to see the familiar through new eyes. May this Halloween be a night of fun-filled discovery.

Rob Lauer is an award-winning, nationally-produced and published playwright with over 35 years of experience in the entertainment industry. His national credits include production work for MGA Films, Time/Warner TV, The Learning Channel and The History Channel. Locally, Rob has been producing, directing and hosting three TV series for PCTV (the City of Portsmouth’s official channel) since 2011.
Estate Planning Solution

Preventing stress, frustration, and a family meltdown by creating customized estate plans for seniors

Long before Linda became Linda M. Sherfey, Attorney and Counselor at Law, she was an officer in the U.S. Navy. It was a career that brought her to Hampton Roads, where she retired from service after 20 years. During the last four years of her military service, Linda, a self-described planner, began preparing for a law career by attending Regent University law school at night, where she found herself especially drawn to estate planning.

“In my own life’s journey, I was completely clueless about estate planning until I was in law school,” Linda says. “It saddens and scares me that so many people don’t know what I now know, and so my mission has become to write and speak about estate planning in a way that is not only informative but also interesting.”

To accomplish her goal, Linda wrote a book entitled The 5 Declassified Estate Planning Secrets You Can’t Afford to Ignore... Linda sponsors monthly seminars about estate planning where everyone who attends receives a free copy of her book.

Linda sponsors monthly seminars about estate planning where everyone who attends receives a free copy of her book.

To accomplish her goal, Linda wrote a book entitled The 5 Declassified Estate Planning Secrets You Can’t Afford to Ignore... Linda sponsors monthly seminars about estate planning where everyone who attends receives a free copy of her book.

As an expert in her field, Linda knows what works. “Most people want to do the right thing by their families but just don’t know what that actually means,” she says. “Estate planning today is so much more than planning for what happens to our assets after we die. The reality is that we live long lives. Mental disability and some level of long-term care are likely. The earlier people begin to plan for this reality, the better.”

Linda has redefined the estate-planning experience for her clients. “I want to be a family’s trusted legal advisor for the long haul,” she says. “I don’t charge by the hour but by the service, at a flat rate, so there are no surprises. I meet with families in their homes and, when necessary, at a nursing home or assisted living facility. In other words, I make house calls. My clients know I’ve thrown the time clock out the window and want to concentrate only on designing a customized plan for each of them.”

Linda offers a unique, printed monthly newsletter. In addition to legal advice in plain English, the newsletter contains a word search puzzle and a tested recipe. Anyone can get a free subscription.

Linda’s parents were Roscoe and Mary. “They meant everything to me,” she shares. “They taught me to live with integrity, to seek excellence, and to value ethics in my profession. They also taught me the value of planning and a dedication to learning – to knowledge. But most importantly, they taught me the value of both serving others and of relationships, and that the connections we share with one another as human beings are what really matter in this life. We all want the same things – to avoid pain and find happiness, for ourselves and our loved ones,” she says, “and for me it is my deep desire to form a personal connection with my clients that makes me a different kind of lawyer.”

Linda Sherfey is dedicated to helping you provide the gift of estate planning to your loved ones.

Linda M. Sherfey, P.C.
ATTORNEY & COUNSELOR AT LAW
638 Independence Parkway, Suite 240
Chesapeake
(757) 966-9700
www.estateplanningsolution.com

A veteran, Linda Sherfey is still serving in her second career as an estate planning attorney.
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...

**Becoming an Adult**

When a San Blas girl becomes a *yagura* (an adult) at the age of 13 or 14, her father goes to the Congress Hall and announces to the leaders that it is time for her to become an adult. Everyone rejoices and prepares for a community event called the Puberty Rite, which marks this transition.

Early the next morning, the island’s men gather large palm leaves from the mainland and parade to the girl’s home. Here, they gather for breakfast and speeches. I was privileged to attend one such breakfast. As we drank coffee mixed with coconut, one man arose and spoke of child-rearing as a community responsibility, urging everyone to lead exemplary lives. Another man then stood and made a similar speech.

To help the girl financially, the men brought coconuts as gifts. I noticed a scribe recording the names of all who were present. Everyone was expected to give a gift to the girl, and the men of the island who were not present would have to pay later.

On the fourth night of the Puberty Rite, the girl was taken into the inner sanctuary of the booth. Here she was seated in a hole which had been dug. Her grandmother cut her hair while midwives smoked their pipes and a chanter chanted. When her hair was cut, the girl was an adult and on the marriage market. If she married, her hair stayed cut, but if after some time she did not get married, she must let the hair grow long.

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.

For more information on commissioning your book, call 757-547-0520 and ask to speak to Editor Rob Lauer.
Coming in November
Home for the Holidays!

Our November center spread is featuring businesses that help you get ready for the holidays – whether it is buying a gift or preparing your home or even yourself for holiday entertaining and celebrations.

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

The Shopper is an upscale monthly magazine, direct mailed to distinct communities in separate editions of 10,000 homes each
133 Kempsville Road, Chesapeake • (757) 547-0520 • email us: information@TheShopper.com

Be sure to check out all of our editions online at www.TheShopper.com