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Page 16

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Dr. Juan Montero
Montero Medical Missions

Lisa Copeland
Morgan Marrow Company

Dr. Bill Austin
Relationships
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Publisher’s Point

Identifying Treasures

The current focus on sorting through our belongings, to select what gives us joy and setting aside what does not, is long overdue. I am embarrassed to have realized only recently that just because clothing fits and has no holes, it does not mean I should keep it. And setting it aside to donate is the only joy it has provided me for a long time.

I’m not alone. I was legion. What was it that prompted so many of us to keep everything? It has provided me for a long time. It does not mean I should keep it. And because clothing fits and has no holes, I have realized only recently that just anything could turn into a collection.

Maybe it was growing up poor, or knowing grandparents valued everything. Maybe it was the tendency to collect items that often had no actual monetary value but represented something we liked: football memorabilia, perfume bottles, matchbooks from restaurants – almost anything could turn into a collection.

I get the advice of the decluttering guru, Marie Kondo, who advises holding an item to detect if it gives us joy. If not, “Bye, Bye.” There are things that really do give us joy, I have a five-foot-tall rabbit, made by a New Hampshire artist decades ago, that I discovered in Duck, NC years ago. I still derive joy just looking at him. (Notice I say “him,” not “it.”)

“Doc Harrington,” the name given my rabbit by his creator, is on my “One Room” list. That might just be the only inkling that I recognized long ago that not everything could remain with me forever. I did not go farther with the declutter philosophy than to make a list of my dearest treasures that could fit in one room if it came to that much downsizing.

Something happened when I first experienced decluttering. Not just joy and pride, but being in control. I hope it will keep growing. It is exhilarating.

Surprisingly, I am finding joy in more than select treasures. I am finding joy in being able to part with items, even many I really like. I am proud of myself when I declutter. I was actually astounded that I could find joy letting things go. My sister, although eight years younger than I am, nevertheless beat me to the delight of letting go. She chose to move from a large home in the DC area to “The Cottage” on the “Rivah” – perhaps seven years ago. She has described the art of – and joy in – letting go ever since, and that encouraged me. Perhaps it is what eased my anxiety over actually following suit.

Something happened when I first experienced decluttering. Not just joy and pride, but being in control. I hope it will keep growing. It is exhilarating.

We would like to credit the following photographers for their photographs on the cover of this issue of The Shopper:

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Dr. Gail Szabo, DVM & Dr. Anthony Manning, DVM

The Shopper is a monthly, direct-mail, magazine serving 8 community editions in Chesapeake, Portsmouth, Suffolk, Southfield, Carrollton, and Virginia Beach in Virginia and communities in northeastern North Carolina. The Shopper has a circulation of at least 10,000 direct mailed in each zone, totaling over 80,000. Additional issues are placed in our advertisers’ stores and in professional offices in our circulation area.

Opinions expressed by contributors are not necessarily the opinion of this publication. ©2019

Page 4 The Kempsville/Salem Shopper April 2019
It seems like every few weeks the news is reporting some massive data breach from one source or another. While only the very large, public breaches are usually mentioned on the news, smaller, less well-known site breaches are usually only seen through shared security, Twitter or Facebook posts.

It is ironic that Facebook, while helping highlight such breaches, has itself been breached on more than one occasion. The most recent breach in March has estimates of up to 600 million passwords being exposed. This coming just six months after another breach reportedly exposed 50 million users.

If you add this to many other site breaches happening regularly, the amount of sensitive information floating around the darker side of the internet is extremely troubling.

Another disturbing fact is that while your email and password may have been taken from one site, if you have used that same login information somewhere else, it could also be in danger. Leaked login credentials are not only limited to the source site. Once logins have been harvested, they can then be used within hacking software to test different websites using the same credentials.

Unlike the movies and TV shows, hackers do not sit at their computers in some dark room, typing usernames and passwords into their screen.

Hackers use software that they aim at a site and tell it to use a text file list of harvested logins. This is called brute force hacking.

Now they use software that they simply aim at a site—PayPal for example—and tell it to use a text file list of harvested logins. This is called brute force hacking. The hacker then clicks a button and leaves while the software makes a list of any that work.

Therefore, if you use your email and password on Facebook, and you have used the same email and password on PayPal, you could have future problems. What can you do? The obvious thing is not to use the same login information on multiple sites. However, it can be a nightmare keeping track of your logins. There is a website online called Have I Been Pwned? (https://haveibeenpwned.com).

The site keeps track, as much as possible, of the breached data that appears on dark web hacking forums, and keeps it in a searchable form. All you need to do is go to the site and enter the email address that you want to check. The site will then tell you how many times that email has shown up online. You can even download the relevant files that were posted online to check for yourself.

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The following is an excerpt from The Hope Trap, Jean Loxley-Barnard’s forthcoming book

**The Honeymoon of the Divorce**

Once in separate bedrooms, Rob and I began to communicate through notes. Simple information. It was awkward but functional.

The written messages resumed after Rob was no longer living in the house. Perfunctory at first, becoming more civil over time, then something changed.

The little messages gradually became warmer – “Have a nice day” type comments. Then more personal messages. “I miss our walks around the yard on Sundays,” recalled a habit we had enjoyed for a long time. Rob’s midwestern farm heritage had translated into planting trees and flowers around our home. A stroll around the house together to enjoy the beauty had been a pleasant habit.

Reviving our Sunday tour was healing for both of us as we focused on the beauty of the landscaping Rob was fond of saying he had, “created” for me. As I enjoyed smelling the lilacs that reminded me of my childhood in New England, I was mindful to credit Rob for his work and thoughtfulness. He could not hear enough of the sincere praise.

The notes evolved into letters, growing into extensive outpourings of positive emotions and memories. Writing about “Never Again,” Rob expressed pain about the loss we were both feeling.

“We need to focus on ‘Never Before,’” I offered. Being better friends, that kind of focus. We agreed and embraced the philosophical value of Never Before.

---

**The notes evolved into letters, growing into extensive outpourings of positive emotions and memories.**

---

His letters appeared daily, sometimes twice a day. Rob would leave a letter at the back door; I came to have one waiting there for him. We each poured out our feelings in a positive light.

What was happening, I wondered? I came across a concept that I had never heard before.

“The Honeymoon of the Divorce.” It resonated.

Additional text from this excerpt is available on TheShopper.com

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Spring has sprung, and it’s a great time to buy a home! Here are four reasons to consider buying today instead of waiting.

1. **Prices Will Continue to Rise**
   - CoreLogic’s latest U.S. Home Price Insights report shows that home prices have appreciated by 4.4 percent over the last 12 months. The same report predicts that prices will continue to increase at a rate of 4.6 percent over the next year.
   - Home values will continue to appreciate for years. **Waiting no longer makes sense.**

2. **Mortgage Interest Rates Are Projected to Increase**
   - Freddie Mac’s Primary Mortgage Market Survey shows that interest rates for a 30-year fixed rate mortgage came in at 4.41 percent last week. Most experts predict that rates will rise over the next 12 months. The Mortgage Bankers Association, Fannie Mae, Freddie Mac, and the National Association of Realtors are in union, projecting that rates will increase by this time next year.
   - Freddie Mac, and the National Association of Realtors are in unison, projecting that rates will increase by this time next year. The longer makes sense.

3. **Either Way, You Are Paying a Mortgage**
   - A year from now, your housing expense will increase if you do not have control over renovations, now could be the time to buy.
   - As an owner, your mortgage payment is a form of ‘forced savings’ that allows you to have equity in your home that you can tap into later in life. As a renter, you guarantee your savings that allows you to have equity in your home that you can tap into later in life.

4. **Waiting no longer makes sense.**
   - Home values will continue to appreciate for years. **Waiting no longer makes sense.**

**Relationships**

**Dealing with Regrets**

When we look over our lives, I would imagine that every one of us has regrets. As parents, we have regrets about how we parented. We have regrets when someone dies. We may have regrets about not taking a job opportunity or finishing college.

One of the regrets that stands out for me comes from my elementary school days. There was a boy in our class who was constantly picked on. The boy’s name was Ben. He was somewhat unattractive. One day, the picking on Ben went too far. It was recess time so we all went out onto the playground. It was decided to play maul ball. Maul ball is when the ball is thrown up in the air and the person who catches it becomes the one everyone tackles. This time, the ball was thrown to Ben. Everyone piled onto him. When he came up out of the pile, it was discovered that his arm was broken. Ben was taken to the hospital. I was glad that I decided not to play that day. While I wasn’t one of the ones who piled onto him, my regret is that I did not stick up for him.

My regret isn’t that I participated in the harassment but that I didn’t show any kindness to Ben by doing things such as sitting with him at lunch. The regret is that I chose being liked over showing kindness. I chose to “play it safe” over standing up for someone being harassed.

When we look back over our lives, how many different times and in how many ways did we choose being liked over showing kindness? Thinking about our regrets, do we ask ourselves why we chose to compromise or simply fade into the background? Did we choose being liked or safe over being kind and compassionate?

I like what Brené Brown writes about regrets in her book *Rising Strong:* “‘No regrets’ doesn’t mean living with courage; it means living without reflection. To live without regret is to believe you have nothing to learn, no amends to make, and no opportunity to be braver with your life.”

**Having regrets doesn’t mean being paralyzed because of past events or constantly beating ourselves for past choices.**

Having regrets doesn’t mean being paralyzed because of past events or constantly beating ourselves for past choices. Regret can be a tool for learning about who we really are and what makes us tick. It is about being inquisitive about the motivations for our decisions. As we reflect upon our regrets, we can become more compassionate and willing to stand up in the face of injustice.

To this day, I wonder what Ben’s life was like? Was he happy or did the cruelty impact his life so much that he never felt good about himself? I hope Ben found people in his life who saw something special in him and worked to bring that out.

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 at Eastern Shore Chapel in Virginia Beach—call (757) 425-0114 for book availability. Dr. Austin is also a sought-after speaker.

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**April 2019** **The Kempsville/Salem Shopper** **Page 9**
Montero Medical Missions

Wherever the need appears

Roads, he is genuinely engaging and refreshingly modest. He speaks of Montero Medical Missions, not in terms of numbers or metrics, but in light of the tremendous needs that the foundation seeks to fill.

He speaks of the Philippines, a strategic U.S. ally where third-world slums continue to belie the nation’s value. He speaks of a fact-finding trip along Sri Lanka’s forgotten countryside where desperate mothers often join the army just to have a job. Closer to home, he speaks of troubled veterans in affluent neighborhoods privately suffering until they die by suicide. A crisis, as he explains, is no respecter of persons. His frustration begins to show over the fact that he can’t do enough to save them all.

“How can we lose 22 veterans a day to suicide and not think we’re losing a war?” he asks. “How can a nation so wealthy forfeit so many lives to addiction, homelessness, PTSD, and lack of access to basic healthcare? We’re letting so many slip away. This is unconscionable.”

That fighting spirit drove a young Dr. Montero to get involved in missions many years ago. Per Philippine tradition, his parents had chosen his career and ultimately sent him to the United States in 1966. Although he found success in general and thoracic surgery at Norfolk’s DePaul Hospital, he felt he’d been created for a different purpose.

It began with that trip in 1981. When Norfolk’s esteemed Dr. Charles Horton founded Physicians for Peace a few years later, Dr. Montero signed up for one mission. The downside is the Philippines. Son, coaching baseball every summer, and nursing his newfound passion for charity. He served with Physicians for Peace as he mulled over thoughts of starting his own foundation.

Chesapeake Care Clinic owes its existence to Dr. Montero. That was his first real initiative, pulled off so well that it has served countless of Chesapeake’s most vulnerable citizens for 27 years and counting. Once the clinic was able to function without him, gave it his blessing and moved on with other projects. Montero Medical Missions formally began in 2011.

His work in East Asia is all about recruiting ex-pats to return and give back. It emphasizes brotherly love for a nation and its people, not simply Westerners visiting as a favor. It builds sustainability through teaching methods and techniques to the local practitioners. It’s a matter of sharing more than giving, preserving the dignity and long-term health of developing countries. Primary areas of focus are eyesight, dental, prosthetics, and well-woman care.

One huge obstacle in the Philippines is its archipelago landscape. Dozens of islands are scattered across the South Pacific in such a way that inter-island highways are impossible. To get around this, Dr. Montero sought to build a mobile clinic capable of visiting multiple islands in one day. Montero Medical Missions is presently fundraising for the purchase of a custom fiberglass boat.

To facilitate better interaction between Hampton Roads and Asia, Dr. Montero recently joined Chesapeake’s Sister City Association. Chesapeake has one sister city in Brazil at the moment. Since many of the area’s medical professionals are doing missions elsewhere, Dr. Montero reasons that more sister cities ought to be set up in places.

Chesapeake foundations tend to frequent. Seeking no accolades for this, he’s already been quietly meeting with city leaders.

Meanwhile, in Hampton Roads, the foundation has also partnered with STOP to build a mobile clinic for opioid addiction among homeless and low-income citizens. For at-risk veterans who feel locked out of the system, semi-annual health fairs offer guidance. Upscale Resale, the foundation’s retailer of high-end pre-owned goods, has provided funding since 2016. There’s also an annual golf tournament at Virginia Beach’s Honeybee course in August.

“How can we lose 22 veterans a day and not think we’re losing a war? How can a nation this wealthy forfeit so many lives to addiction, homelessness, PTSD, and lack of access to basic health care? We’re letting so many slip away. This is unconscionable.”

—Dr. Juan Montero

“We don’t pay professional marketers to drum up support for us,” Dr. Montero notes. “There’s no payroll on our board — none. The good news is we’re always open to partnering with new people who can offer assistance.”

To this end, and to help the general public get involved, Montero Medical Missions is hosting its very first annual gala at Chesapeake Conference Center in November. The event will feature Carolyn Castleberry as emcee, with a special appearance by TowneBank CEO and accomplished pianist Morgan Davis. TowneBank has even signed on as Presenting Sponsor.

An excited Dr. Montero, as energetic as people half his age, runs through a wish list of what he would do with more funds. His days are full of meetings, proposals, planning sessions, and spontaneous chats with anyone who seems to be in need.

“As long as the good Lord sees fit to have me here, I’ll be busy helping people,” Dr. Montero says with a smile. “There’s more work to be done. I’m not slowing down.”

By Candance Moore

When Juan Montero, MD landed on Philippine soil in 1981 for a routine short-term mission trip, he found his life’s great calling. Already a successful surgeon, proud father, and respected Chesapeake citizen, he’d returned to his Philippine homeland in search of something more. What he found was the start of a sister city.

That vision eventually blossomed into Montero Medical Missions, a Chesapeake-based foundation with local and global medical outreach that tackles the biggest challenges of our generation. From the opioid epidemic touching families rich or poor, Montero Medical Missions formally began in 2011.

His work in East Asia is all about recruiting ex-pats to return and give back. It emphasizes brotherly love for a nation and its people, not simply Westerners visiting as a favor. It builds sustainability through teaching methods and techniques to the local practitioners. It’s a matter of sharing more than giving, preserving the dignity and long-term health of developing countries. Primary areas of focus are eyesight, dental, prosthetics, and well-woman care.

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Morgan Marrow Company’s Lisa Copeland
Reading between the lines, asking the right questions, solving problems

By Candance Moore

When I was a kid, the insurance industry was stereotyped as a boring profession, but it’s actually exciting,” Lisa Copeland of Morgan Marrow Company says with a grin. “When I help clients remove that burden of uncertainty, it’s a great feeling! I’m a problem solver.”

With her sunny disposition and ever-ready smile, Lisa is also a powerful ally in a realm where people often feel powerless. Her instinctive ability to read between the lines, her gift for asking the right questions, and her genuine concern for fair play are helping people across Hampton Roads make better decisions regarding their insurance coverage. During the course of one casual conversation, she can cut through weeks of foggy negotiating, helping clients find the policy that best meets their needs.

At Morgan Marrow, where Lisa represents clients seeking a wide range of insurance products, she sees herself as their advocate. She visits her clients’ work sites and asks about business flow not only to understand their present situation, but also to anticipate their future needs. Then, working behind the scenes, she gathers data, explores all options, and presents her clients with policy options that she firmly believes are in their best interest.

“Many of my clients are surprised to learn about their options,” Lisa explains. “And they’re pleasantly surprised by how attentive we are to their needs. We really go to bat for them. We customize products, shop for better deals, and negotiate directly with underwriters on the client’s behalf. By the time my clients agree to a policy, they know they are in a good position.”

From employer-based medical coverage to comprehensive property and liability insurance, Lisa has the flexibility to meet almost any need, offering her clients innovative products from a host of providers. She can even help with identity theft protection and other emergent needs. As the quickly-evolving economy creates more niches and blurs the lines that have traditionally separated business interests from personal interests, that flexibility is becoming increasingly valuable.

Does homeowner’s insurance cover damage when a room is rented out or used as a business office? Does car insurance cover liability when the car is used as a source of income? What if multiple policies create overlaps and redundancies that do more harm than good? What if a computer hacker is able to access a client’s invoices and business records? Confused by the jargon and too busy to breathe, many entrepreneurs are simply crossing their fingers and hoping for the best. Lisa says there’s a better way.

She meets with clients at their property, at a time that best fits their schedule, and reviews their current coverage—free of charge, no consultation fee. If they’re already in a good position, she encourages them to stay where they are. If their policies are needlessly expensive or expose them to unacceptable risk, she proposes a better solution. With no obligation whatsoever, Lisa explains all options in terms the client can understand. With a pressure-free approach, each step is taken at the client’s pace.

Lisa recounts the story of a small business owner in a niche field. Doing what seemed customary, this client had purchased a conventional policy from a major insurer. Details were lost in the shuffle, and the client ended up with a policy that exempted her very business model! Lisa had met with her and, free of charge, skinned over her policy with a second pair of eyes. Very quickly, Lisa discovered the discrepancy and remedied it.

Lisa explains that most insurance policy errors are the result of miscommunication between well-intentioned people. Because clients can’t ask the right questions if they don’t know what those questions are, and insurers can’t read minds, important information is never discussed.

“Surprises are a bad thing when it comes to insurance. What might seem to be an irrelevant private matter can actually impact insurance quite a bit,” Lisa’s lilting voice conveys her sincere interest in the real-life situations that many of her clients face. “If a client owns valuable property, why is it sitting unoccupied, and who is keeping an eye on it? If a company owns a vehicle, who has access to the keys? How secure is the server providing internet to a client? These are the things insurers worry about. If I can get answers, I can find solutions,” she insists.

Lisa explains that

most insurance policy errors are the result of miscommunication between well-intentioned people.

As a mother of three, Lisa has plenty of practice in asking lots of questions. She can advise clients on common concerns that tend to raise premiums, avoidable mistakes that can cause unnecessary claims, and wasteful over-coverages that bloat budgets. She enjoys getting to know clients as friends while she cheers on their financial success.

From sole proprietors in need of basic protection to mid-size local businesses offering full benefits, clients across the region can benefit from Lisa’s expertise. Morgan Marrow offers coverage in multiple states for nearly every industry and business model. In-house producers and direct-access underwriting keep the entire process in Morgan Marrow’s hands. As clients needs change through the years, Lisa and the team offer nonstop support.

Lisa has actually worked on both sides of the table, having once been employed by the coverage division of a major medical insurance provider; but she recalls feeling a desire for more organic social interaction. After taking a break to focus on her children, Lisa considered pursuing other career options.

It was during a job interview for a marketing position that Lisa rediscovered that insurance was undeniably in her blood. Instead of accepting the position, she spent half the interview explaining why the benefits could be better structured.

“My position at Morgan Marrow feeds my creativity,” she concludes, smiling. “I’m finding innovative products for the unconventional needs of some fascinating clients. Insurance is definitely responding to new trends in our culture, and I get to be a part of solving those problems.”

Lisa has the flexibility to meet almost any need, offering her clients innovative products from a host of providers. She can even help with identity theft protection and other emergent needs. As the quickly-evolving economy creates more niches and blurs the lines that have traditionally separated business interests from personal interests, that flexibility is becoming increasingly valuable.

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Up and Away
By Terry Young

No-fly zones, and ever changing rules

The Hampton Roads area is a challenging place to fly a drone, especially for commercial projects. With several military airfields, Norfolk International Airport, small airports, and heliports, about 50 percent of the area is officially off-limits for drone flights.

Thanks to several publicized incidents over the last few months involving drones flying near airports and other restricted areas, things are getting stricter and more limited, and, hopefully, safer.

In late 2018, the FAA announced that it will introduce new rules for drones, and become more proactive with policing and enforcing the rules. In preparation, a new regulation regarding drone identification came into effect. All drones must now clearly display their FAA identification number on them. This and new FAA database lookup tools make it easier for law enforcement to immediately tell who is trying to fly under-the-radar. The FAA receives over 100 such reports a month.

With penalties of up to $20,000 for people flying illegally themselves, and for the person who hired them, hopefully, people will think twice about hiring an illegal, uninsured drone pilot.

With penalties of up to $20,000 for people flying illegally themselves, and for the person who hired them, hopefully, people will think twice about hiring an illegal, uninsured drone pilot.

Because there are also so many drone accidents, (just search YouTube for 'drone crash compilation'), the FAA is expected to introduce a basic testing and certification procedure for recreational pilots.

Luckily, for those of us who are FAA licensed, flights are getting faster and easier with fewer hoops we have to jump through. Previously, if you were a commercial pilot needing to fly in a restricted zone, you had to call the air traffic control tower, identify yourself and inform them of all the details of your flight. In addition, those using DJI drones sometimes had to unlock the flying area by having a code that had to be entered sent to their phones.

The FAA has rolled out a new system called LAANC - Low Altitude Authorization and Notification Capability, which allows licensed drone pilots to obtain almost immediate permission for FAA controlled no-fly zones through a mobile application.

The application communicates with the tower and the FAA database registration. After answering questions about the intended flight, it generates an authorization code to allow the flight.

Several things have to be considered when you’re using aerial photos and video to promote yourself. This is where an experienced, licensed and insured photographer can really make you 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.
New Image Lawn and Scapes
Creating and maintaining beautiful lawns through every season of the year

By Cristi Sanchez

Spring is in the air. Flowers in bloom and tender green leaves on trees herald its arrival. Its presence is also evident in the new and rapid growth of grass and weeds, reminding people that it’s time to dust off the lawnmower and lawn tools. Many dread the thought of yard work, especially once spring departs and the humid summer heat sets in. For those people, and for those who are simply short on time, Rich Linehan, owner of New Image Lawn and Scapes, is ready to come to the rescue with his lawn and landscaping services and friendly, down-to-earth demeanor.

Established by Rich in 2007, New Image, a full-service lawn and landscape company, provides a wide range of year-round services, including lawn and landscape management, landscape design and installation, mulch installation, and turf management with weed and pest control to residential and commercial customers.

“New Image Lawn and Scapes is the only lawn maintenance company for us... We needed a maintenance company that we could build a relationship with and trust. That personal service and integrity are the hallmark of their business.”

—Lee Brinn

Trained in landscape and turf management, Rich uses his commitment to excellence and his 27 years of experience to deliver high-quality results to all of his customers. “My job is about quality, not quantity,” Rich says. “It’s about individual customers and their lawns, not how many lawns in a neighborhood I can service. My job is to meet the customer’s lawn and landscaping needs with quality materials and workmanship so they can have nice, green, manicured lawns that they can take pride in.” Rich likes to refer to New Image as “a one-stop-shop” for quality lawn services. “A lot of homeowners actually have multiple people maintain their yard and landscape, which can actually cost more; whereas, with a full-service landscape company, the price for everything.”

In providing quality services to his clients, Rich tries to make things easy and convenient through three different full-service packages, each providing a little more than the one before it: All-Star, MVP, and Hall of Fame. “Both of my boys, Dylan and Landyn, are heavily involved in sports, hence the package names,” Rich adds with a chuckle. The Hall of Fame package, New Image’s most popular, provides everything in the first two packages plus one mulch application per year. “The purchase and application of mulch alone can be very expensive and this package covers that, plus lawn and turf management,” Rich points out. “People like it because it’s convenient and cost-effective.”

A broad range of full-service packages distinguishes New Image from many other companies.

“Many are very specialized,” Rich explains. “Some companies may treat one’s lawn but not cut the grass, while some will cut the grass but do nothing else. Others may handle lawns, but not mulching or landscaping. We’re a full-service lawn maintenance company. We do it all and then some.”

Just this year, in fact, Rich has added a new service to New Image’s line-up by offering a turf-only package, where New Image will spray customers’ lawns five to six times a year without mowing services. “For some customers, that’s all they want and need, and we’re happy to offer them this package,” Rich states.

With so many lawn care options available, Rich likes to educate homeowners on the benefits of having a weekly lawn service. “If we’re maintaining a lawn year-round, we’re there weekly to oversee the condition of the turf,” Rich asserts. “That allows us to know what it needs and be proactive in keeping it healthy and in good shape all year long.”

In keeping lawns healthy year-round, Rich stresses that it has the potential to save customers money in the long run. He compares the maintenance of a lawn to the maintenance of a car, where waiting too long to address basic maintenance issues, like clearing lawns and beds of debris, can add up to a higher bill in the spring.

“Waiting to change the oil in your car can wind up costing a lot more down the line,” he points out. “It’s the same with waiting to maintain your lawn. If one lets the yard go after the summer, the cost of spring cleanup, treatment, and mulching can potentially run into the thousands.”

And now that spring is here, Rich is advising customers that now is the time to take action for that lush, green summer lawn. “Going into spring it’s crucial to be putting down the proper nutrients, fertilizers, and pre-emanernts. Timing is everything,” he describes. “And the timing and application of the spring lawn treatments is something my technicians and I are very well trained on.”

For those on the fence as to whether or not to call a lawn service company for spring lawn treatments or do-it-themselves, Rich helps to break it down on his Facebook page so they can make an informed decision. “Doing it yourself is fine, but sometimes it may actually be cheaper to have a company apply the necessary treatments,” he surmises.

“It could cost a homeowner as much or more just to buy the applicator and fertilizer as it would cost to have it done as part of a package, not to mention the time it takes them to buy the materials and do the job. If it were me, I’d spend the money on the service just to save myself the hassle!” he adds with a chuckle.

Lee and Beth Brinn are two long-time clients who are very glad to have saved themselves the hassle. “New Image Lawn and Scapes is the only lawn maintenance company for us!” Lee enthuses. “We switched to them over ten years ago and have been thankful for that decision ever since. Their team of professionals cuts and edges our lawn, maintains our hedges, provides annual weed control, seeds, and fertilizes. They are friendly, on time, proactive (If it needs fixing, they fix it), and very knowledgeable. We needed a maintenance company that we could build a relationship with and trust. That personal service and integrity are the hallmark of their business.”

With spring in obvious full swing, the need for lawn maintenance is unavoidable. Whether servicing a Hall of Fame package or a turf-only package, Rich Linehan and New Image Lawn and Scapes are prepared to provide customers with excellent service and results not just for spring and summer, but year-round.

Rich Linehan, owner of New Image Lawns and Scapes

Photo by Kaiser Custom Images

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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 this year 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...

**Encountering the San Blas**

I was impressed with the beauty of the area but wanted to go see how the San Blas Indians who had not been exposed to the tourists lived. That opportunity came on February 26, 1966.

Reverend Dean Flora—a Church of God (Anderson, Indiana) missionary to the San Blas Indians—said he would be more than happy to personally direct a trip to the islands and would make the necessary arrangements, such as renting a plane and having the Indians meet us with a launch to transport us to the various islands.

The San Blas believed that there were evil spirits in such things as trees, alligators, and certain birds.

Part of the planning for the trip involved getting food and water, since these could not be purchased on the islands. We decided to carry sack lunches and water in plastic bottles, which would later be given to the Indians since they used them as canteens.

Reverend Flora rented a Copa DC3 plane. After twenty minutes of flying time, the San Blas mainland airstrip could be seen. Though parts of the airstrip were overgrown with weeds, the pilot made a smooth landing and brought the plane to a stop near a jungle path where a group of Indians stood with their various items for sale. In the group were Mr. Eladio Garcia and Mr. Jimmy Harris who were San Blas Indians serving as Church of God ministers in the Carta. Both of these men spoke English very well and served as good guides and interpreters.

We hiked for a mile along a jungle path until we reached a small jungle river where several San Blas Indians were waiting with their cayucas. Standing on the river bank was a San Blas lady with a baby in her arms. The baby had been painted black and wore a black gown, which was an uncommon dress for the San Blas babies. Mr. Garcia explained that the baby had been painted black because an evil spirit was possessing the baby’s soul. The San Blas believed that there were evil spirits in such things as trees, alligators, and certain birds. If a person got too close to these things, they believed that an evil spirit would enter that person, causing sickness. The medicine man, who had been called in to fight the evil spirit within the baby, had painted and clothed the baby in black to cure the sickness, which was actually a skin itch.

We boarded the small cayucas and the Indians paddled us down the river until we came to the ocean. There, a launch was waiting to carry us further on to the other islands.

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

**42nd Annual Oyster Roast**

The 42nd Annual Oyster Roast, sponsored by the Chesapeake Shrine Club of Khedive Shrine, enjoyed a huge turnout. What seafood lover could resist all-you-can-eat fish, clam strips and oysters—raw, roasted and fried—along with fries, hushpuppies, slaw, and beverages of all varieties? The Janitors provided live music so that those who weren’t too full from the feasting, could dance the afternoon away.

**Press Pass Agency**

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.

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COME OUT WITH YOUR HANDS UP

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First Responders seem to have heroic courage and bravery. Is their personality profile beyond the norm? Not really. They have had lengthy rigorous training, resulting in the development of traits needed to fulfill often dangerous feats—for instance, physical-minded (loop at the bottom of lower case p) combined with precision (retraced bottom of lower case p).

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Standing Together in the Fight against Domestic Abuse

Friday, April 26, 2019
Norfolk Waterside Marriott • 235 E. Main Street • 6:00 pm

For tickets or more information visit www.hersheltergala.com

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Towne Bank
The Best Bankers. Hometown Banking.

battle of the paddles
School PingPong Event

May 18th • 8:00 a.m.
Kellam High School
2665 West Neck Road

Register online to play:
https://pingpong.gives/battle-of-the-paddles/

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Quality Music and Dance Spread Good Cheer to Seniors

The Sparklers, Dazzlers and Smile Squad from Quality Music and Dance spent St. Patrick’s Day weekend visiting and performing for the residents of Willow Creek and Lighthouse Pointe retirement communities. After the shows, everyone played shamrock bingo, with lots of lucky leprechauns winning! The dancers really enjoyed getting to know all the residents. Quality Music and Dance is already planning their next visit.

See these and other photos at TheShopper.com
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Roller Skating for Paws – A Purrific Fundraiser!
Roller Skating for Paws, a roller skating fundraiser to benefit two local cat rescues, was recently held at the Greenbrier Family Skating Center. Participants had fun skating while helping to raise money for Billy the Kidden Rescue and Meow Haven. Volunteers from the November Project Virginia Beach and Kohl’s Cares were on hand to help out. The event, created by Jennette Schuhmann, raised $1902.10 to be split between the two rescue groups.
Rob Lauer is not only our beloved editor but a talented, award-winning, nationally-produced playwright who, over the course of a 35-year career, has authored comedies and musicals. His historical musical *First Freedom*—which entertainingly depicts the events leading up to the passage of Thomas Jefferson’s Virginia Statute of Religious Freedom—was the subject of Virginian Wesleyan University’s 2019 Cookson Lecture, delivered in VWU’s Blocker Hall Auditorium on March 7, 2019. The crowd laughed and applauded as they enjoyed music videos from the show, a reader’s theatre excerpt and Rob’s insights on the subject. A local production of “First Freedom” would be a delightful addition to the Hampton Roads theatre scene.

The lecture included video clips from the original 2006 production of *First Freedom*

I have been known to engage in extreme multitasking, and frequently use my long legs to lope across my workplace like the white rabbit late for tea. “Slow down,” my coworkers tell me. Usually, I don’t. Usually, I can’t. When my workload is overwhelming, I carry too much, go too fast, and push myself too far. There’s too much to do and never enough time, and I’m trying so hard to achieve as much as humanly possible. But despite having the best intentions, it’s moments like these when I’m emptying my cup and will pay the price later. Hence the saying, “You can’t pour from an empty cup,” meaning we can’t take care of others if we do not take care of ourselves first.

Self-care is the crucial practice of preserving one’s own health, yet it’s something many of us neglect.

I often write about the power of intentional positivity, but a positive mindset is just one ingredient in the recipe for a happy life. Self-care is the crucial practice of preserving one’s own health, yet it’s something many of us neglect. Placing other people and obligations ahead of ourselves is something we do out of love. Sometimes though, we try to do so much with that love that we ignore our own basic needs, driving ourselves to exhaustion or even physical detriment.

To engage in taking care of ourselves, we must find ways to replenish. Our energy, happiness, and motivation are not limitless resources. Smell the flowers. Feel the sunshine. Walk your dog. Wear fluffy socks. Take a bubble bath. Play your favorite song.

Fluffy socks won’t solve all our problems—but they will make us happy when our feet are cold. Make ourselves happy. In big ways, in small ways, in random, unplanned, unexpected ways. Sprinkling small moments of happiness throughout our busy days can mean the difference between exhaustion and endurance. We must take breaks. We must breathe. We must laugh. Be good to ourselves, because running on empty is dangerously close to not running at all.
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Can you accommodate or do you offer...

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* A Sporting Event

* An Outing on the River
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* Family Reunions
* A Cinematic Experience

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