

# It's a Girl!

Well, that much we already knew. If the baby had come out a boy instead of a girl we were going to be in big trouble. But, first things first, the important announcement. On Tuesday January 18th, Madeline Marie France was born at 9:35 am. She weighed 6lbs 10oz and measured 19 3/4 inches long. She found her voice early as the nurse mentioned to me on the way to the nursery that she hadn't heard a baby wail like that in a long, long time.

Not exactly what I wanted to hear as a first time parent since I'm certain I already had the deer-in-the-headlights look as it was. The irony of the situation though is that since those first 45 minutes of her life, she has been as close to perfect as a newborn can be. Well, perfect might be a bit strong, but she cries when she needs to be fed or wants to be held and that's about it. Granted, that's about every two hours as she has one of the most voracious appetites I have seen. The child attacks each bottle like its going to be her last. I suppose that beats the alternative.



She will be two weeks old tomorrow (as I write this) and it has been a wonderful but transitional two weeks. It has flown by as I'm sure time will continue to do from here on out. Kristin is doing well too and we are both trying to figure out what the new 'normal' is. The days seem like they are gone in the blink of an eye and the nights tend to drag. We have some semblance of a routine in place but it mainly revolves around Madeline's belly alarm clock.

I know many of you probably have already heard this news, but regardless, Kristin and I are both thankful for the support, prayers and kind words that we have received over the past couple of weeks. I will continue to update Madeline's progress in this newsletter. If you are at all interested, you can view pictures either on my Facebook page or at [www.MadelineFrance.com](http://www.MadelineFrance.com). Its nothing more than a photo album right now and I'll do my best to keep it up to date over time so that you can check back to watch her grow.

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On a slightly different note, I hope that the first month of 2011 has treated you and your family well. Needless to say, it's been a blur for me. I cannot believe the year is 1/12th over already. Its time to get things cranked up and in motion for the remainder of the year. I have all kinds of new ideas (both business and side projects) planned in the coming months as I continue to transform and build toward the vision that I have in my mind. I look forward to sharing those things with you this year.

As you can see (or will see very soon as you read on) I have made some changes to the format of the newsletter. I know that they say, "if it ain't broke, don't fix it," but where's the fun in that. I like to mix things up a little bit to keep the content fresh and engaging. Many of the segments will remain the same but I plan to add some new features and columns over time as well.

This month was kind of a dress rehearsal and there are a few glitches and typos (bet you cant find them). The truth is, some things look better on white paper than they do on yellow and I don't always find that out until I get them back from the printer. So, don't be surprised if there are still a few more tweaks next month.

As I was sitting down to write this month, I was thinking back to when I first started publishing this newsletter back in 2008. I'm sure you can remember it looked (nor probably read) anything like it does today. It was very basic and my purpose for putting it together was still somewhat unclear. But, it has been very cool and rewarding to watch it take shape over the years to the point where now it is the lifeblood of my business.

I really enjoy putting the newsletters together. The time spent designing, collating and writing is one of the highlights of the month. It's gratifying to be able to provide you with cool little tidbits of information as well as some insight into what is going on in my life. It has also been a joy to hear your feedback and comments; both educational and inspiring.

My hope is that you continue to enjoy the newsletter and share it with someone else that you know might enjoy it. If you passed the newsletter along to just one person a month, that could have a dramatic impact. Also, please don't forget to share it with your significant other and ask him/her to do the same.

It's a simple and very low pressure way to introduce me to others. The newsletter and these cover letters are purposely written in a way that allows a little bit of my passion, personality and voice to come out.

**Here's a little fun fact I bet you didn't know:** Over the past 12 months, 100% of my real estate business has come from you guys; people who receive this newsletter on a monthly basis and your referrals. You have no idea how appreciative I am of your support and introductions. I'm never going to be one to toot my own horn but I believe that social proof speaks volumes. I take pride in the relationships that I have developed over the years with those whom I have helped and I hope to add you to the list real soon if we have not already worked together.

I fully understand that you may already have an existing relationship with a Realtor who is a friend, family member or business partner. I completely respect that. I know first hand the importance of working with people who you know and you trust to look out for your best interests. But, I also know that circumstances change like the seasons, people come in and out of our lives and you never know when you might need some assistance.

I want you to know that I'm not going anywhere. I love what I do and I'm here for the long haul. With that being said, should the opportunity arise where you or someone you know could use some responsible advice from someone without an agenda, I am no more than a call or a click of the mouse away. I'd be happy to listen to your questions or concerns and point you in the right direction; whether that calls for us working together to solve your problem or not.

Stay warm this week and enjoy the Super Bowl this weekend. And as always, *thanks for not keeping me a secret.*

## Your Friend in the Real Estate Business

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