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By Bill Sohl

## Sellers Have the Upper Hand in Today's Housing Market

**Homeowners in the Coral Springs/Parkland area certainly have reasons to celebrate!** Home values have soared, and inventory has plummeted during 2020. There is no doubt it is a great time to sell and a challenging time for buyers. According to Jeff Tucker, an economist at Zillow, Sellers have the upper hand in the housing market today – and they know it.

Despite this strong seller's market, sellers still face many obstacles in assuring their home actually sells for the highest and best price. Unfortunately, a full purchase price may not be full by the time of closing. This is due to the fact, the time between a contract is executed and the closing affords many opportunities for the purchase price to be reduced. Sellers need to remember a buyer has an entire team working to save them money. Their team includes their realtor, lender, inspector, and other third parties. The seller only has their realtor to safeguard the original and agreed-upon price. As a result, this phase can be extremely complicated and confusing to a seller.

The fear of not having an offer accepted has robbed buyers the luxury of aggressively negotiating a price before entering a contract. However, a knowledgeable buyer's agent views the "post-execution of con-

tract" phase, as a perfect time to renegotiate the price and terms. A skilled realtor will aggressively find and use any circumstance to reduce the amount their buyer pays. In contrast, a professional listing agent has the acquired knowledge to anticipate, avoid, and counter any attempts to decrease the proceeds their seller receives. They have the benefit of past experiences and the expertise to ensure a home sells for the original price. Furthermore, this phase of a transaction is not for the faint of heart or the inexperienced. It requires an experienced real estate agent to successfully maneuver through it.

A contributing factor for the high demand for our homes is professionals from metropolitan areas moving to South Florida. This migration is partly fueled by financial institutions and tech companies relocating their operations to South Florida. The Bill Sohl Luxury Homes Team has had the privilege of representing some of these buyers as well as the sellers who have sold to them. Through these transactions, it is clear they are sophisticated negotiators. They have full command of the "Arm's Length" relationship found in real estate transactions and will utilize it for their benefit.

Since post-contract negotiations are becoming the norm, buying and selling a home in South Florida is increasingly complex and stressful. Sadly, buyers and sellers run the risk of losing large amounts of money and valuable time, if they are not well represented. Failure to hire a reputable realtor may cost you more than if you hired one.

Lastly, I would like to thank you for allowing me to share my real estate knowledge with you. As always, feel free to contact me with any real estate questions or needs.



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See ad on opposite page



Publishers, Shellie & Scott Farrugia

# It's All About Community!

## Let's Focus on Love!

This issue is full of inspiration. We are so happy to focus on people who are making inspiring, positive differences for everyone. Please read through and note the amazing folks that make our corner of Broward so fantastic.

These last couple of years have been a time of reflection, rebuilding and reconnecting with the priorities that matter most to families in our community. The tragedy we faced together three years ago has taught us that being there to support and comfort others is vital. The article on the facing page is centered on loving others... and sharing our gifts with the world around us. Whether we are on the giving or receiving end of help in times of adversity, we are constantly modeling examples. Our children are always watching!

We are so thrilled to celebrate our corner of Paradise with the amazing families who call it home. Enjoy February by offering love and service to friends and neighbors in our community.

Thank you for your time and support of our advertisers.

God bless you and our troops,

*Shellie & Scott*

## Love is the Language of our Nation

By Shellie Miller

We've heard it over and over again. "Love your neighbor." I have said it many times to my children, as my mother said it repeatedly to me. We have heard it from pastors and rabbis and men and women of every belief, but how do we envision it for ourselves? Do you take it literally, and only think about the folks you share your street with? Do you dislike the neighbor who complains about the color you've painted your house, but share generously with the teenager who waters your plants when you're out of town? Do you realize that the person in line with you at the grocery store is also your "neighbor" no matter their address? Can you show that person love by giving them the .69 cents they are short for their groceries, or will you ignore their situation?

As we recently celebrated Dr. Martin Luther King, Jr., I was reminded that he lived a life of service, which is a language of love. Over the most recent years, I see that movements throughout America are stressing service in many areas. From painting a widow's unkempt home to buying a pool fence for an expectant couple who lost their first child to drowning, small acts of service are the way we Americans show our love for our fellow neighbors and for our freedom. The causes that need our help most right now are many; from feeding the hungry to promoting programs for mental health and overall wellness. Where can you get plugged in to be a blessing to others?

Extolled as the greatest commandment given to faithful believers, it's been a long held American value for us to love and look out for each other.

I remember hearing about a group of people who worked fewer hours so that fellow employees wouldn't be laid off. It reminded me of my own neighbors, many that I hadn't previously spent much time with, who were quick to share their friendship, food, generators and water through our three week loss of power after hurricane Wilma 15 years ago. Some may call it sacrifice, but I can say from one who has both given and received, the operative word in each case is love.

We're facing some real challenges in this unfamiliar time. Reaching out to others in service and support is vital to our culture. Americans, who have been very good lately at loving themselves and their personal viewpoints, must make it a priority to change their focus... and love others first.



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Meet The

# Aucoin Family



**Jason and Nicole** moved to Coral Springs three years ago with their twins, son Brody and daughter Cooper, now 10.

Nicole is a dynamic Registered Dietitian and the founder of Healthy Steps Nutrition, CrossFit HSN, and HSN Mentoring. She believes something as fundamental as nutrition shouldn't be complicated, which is why they focus on a simple, habit-based approach. Jason is the co-founder of CrossFit HSN. He is a retired captain from the Pompano Beach Fire Department and now spends his days encouraging and empowering others to become the healthiest versions of themselves through fitness and nutrition.

Brody and Cooper are active in the gym; working out with Mom & Dad every chance they get! They also play golf with John Nelson at Coral Springs Country Club. Brody plays baseball and basketball for I-9 league in Coral Springs/Parkland.

Nicole & Jason are an active couple and love sports! Nicole was a cheerleader for the University of Florida, and Jason played professional beach volleyball, then transitioned to coaching. Both of them are trainers and nutrition coaches at their business. Jason volunteers to help coach Brody's I-9 baseball team, and enjoys golfing in his spare time.

The Aucoins are involved with Coastal Community Church in Parkland, and participated in the Thanksgiving food drive. They also host an annual fundraiser at their gym in memory of Nicole's mom, who lost her battle with breast cancer in 2002.

The family loves being outside together, going on bike rides at Lox park, or walks in the neighborhood. In the evening, you will find them playing pool, where Brody is the star player in the house! They also love cooking together and trying new healthy recipes.

As we move into February, the kids look forward to making Valentine's cards for their class. Nicole & Cooper have a tradition where they get their nails done with matching colors for the holiday.

Brody and Cooper go to Country Hills Elementary and are in the 4th grade. Brody's favorite subject is math. Cooper's favorite subject is writing. Her favorite thing to write about is cooking and creating new healthy recipes!

"Since moving to Coral Springs, we have connected with some amazing families through the CrossFit gym, the church, and I-9 league," Nicole tells us. "We love the local parks and, of course, the Parkland Farmer's Market when it's in season."

"The first positive thing that came out of the pandemic was spending more time together," Jason shares. "During that time, Nicole, Brody, and Cooper wrote a kids cookbook in hopes to inspire other kids to eat healthy! It was released on their 10th birthday, the first week of November." Jason continues, "The pandemic forced us to slow down and finish the cookbook project which had been in the works for a while, and the kids learned about business through that experience."

The holiday season was tough for so many local families so the Aucoins decided to donate all of the money from the first 1,000 copies sold to feed local families through the Coastal Community Church Thanksgiving Food Drive. Since then, Jason and Nicole have received countless messages and pictures of kids in the kitchen trying new healthy recipes from the cookbook.



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# Trust Builds Love

By Lisa May

For months we've had rioting in the streets, elections at the highest level in our nation inundated with accusations of fraud, churches and business partnerships fractured over leadership decisions, a news media that's increasingly biased by personal opinion, a pandemic that's gripped the world, and a tragic suicide bombing on Christmas morning. Fear and lack of trust are rampant.

Trust affects love. The more intimately we trust someone, the more capacity we have to love them. The less we trust them, the harder it is to love them. Trust issues create suspicion, ulterior motives, distance, and often a broken relationship.

The more intimately we trust someone, the more we love them. Because we love them, it's easier to extend more grace with idiosyncrasies and relational stumbles. A loved one may do something or say something that offends someone, and we say, "they didn't mean it that way." But when our trust factor lowers, it is harder to love. Even with a loved one, when poor behavior continues, we become guarded and are more prone to assume the worst. Broken trust creates distance and often broken relationships.

Most of us have a fair amount of self-trust, and we tend to judge ourselves based on our intentions versus our behavior. Others will judge our trust factor based on our behavior, not our intentions. Words declare our intent but what we do has a far more significant effect than what we say. We all know the adage "Actions speak louder than words."



So how do we establish, protect, or re-establish trust? TRUST MUST BE DEMONSTRATED.

## Seven ways to Demonstrate trust

**Be Respectful:** The little things are the big things at home. Research shows that face to face communication regarding attitudes and feelings is 7% of what people say, 38% is how they say it, and 55% is their body language. Be mindful of your tone, give the speaker your attention physically, turn toward them as you listen, and use words that respectfully express your feelings. Emotionally, a huff and a puff really can blow the house down.

**Be Transparent:** Transparency means you can see through something. Be open with your feelings and thoughts; it's about being real and genuine. Transparency is based on honesty, integrity, and vulnerability. Don't sugar coat whatever the situation is, NO SPIN! Ask yourself the question, "Am I withholding information that should be shared?"

**Right Your Wrongs:** QUICKLY! This is more than apologizing. We must go quickly and seek resolution if we become aware that someone has something against us. Sometimes righting our wrongs is making restitution, something to correct or make up for the mistake if possible. It could be as little as breakfast in bed, or it could be more substantial. We all make mistakes, but the key is what will we do about them. Will we rationalize them, or will we choose to honor those we've wronged with humility and courage?

**Be Loyal:** Be loyal to your loved one in speaking respectfully of them to others. Acknowledge what they do or have done to affirm their value in what they do and who they are. Give credit where credit's due and assume the best. Keep confidences. Speak about someone as though they were in the room.

**Listen First, Speak Last:** It's imperative to listen to understand with respect. We've all heard the criticism that someone talks too much. Have you ever heard anyone complain that someone listens too much? When you genuinely listen first and speak last, you gain insight and understanding, demonstrating respect. Listening creates openness, knowledge, and trust, which promotes solutions. Listen with your eyes and heart for feelings. Try to hear things through the ears of others and see things through their eyes.

**Keep your Commitments:** This is the #1 trust builder: Do what you say you're going to do. The quickest way to build trust is to do what you say you're going to do, and the fastest way to lose trust is to break the commitment or violate the promise. **When you make a commitment, you build hope;**

**when you keep it, you build trust.** Commitments are vital to trust.

**Extend Trust:** This is where trust moves from a noun to a verb. When we extend trust we bring out the best in people, and it motivates us to accomplish the goal.

Recently, someone asked me where I thought culture was formed, and I responded, "In the home." Trust is vital to a thriving marriage and family culture. Love your special Valentine well; be a trustworthy mate.

**Lisa May is Executive Director of Live the Life South Florida** and is dedicated to strengthening marriages and families through healthy relationship education beginning in middle school through senior adults.

She can be reached at [LisaMay@livethelife.org](mailto:LisaMay@livethelife.org) or by mail at 5110 N. Federal Hwy. Suite 102, Fort Lauderdale, FL 33308

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## Broward County is the Place to Be!

By Broward County Vice-Mayor Michael Udine

Broward County is on the move. Investing in the future, creating sustainable job growth, and

who operate these cranes on a daily basis and learn everything that goes into doing their job for Broward County.

working with leading stakeholders to create a strong economy that will provide opportunity for all. In the past two months, several new companies have announced they will be moving their headquarters here to Broward County. I am excited to work in partnership with the Greater Fort Lauderdale Alliance to attract even more this year and will work tirelessly through all platforms to make sure everyone knows that Broward County is the place to be!

Over the past two months, the brand-new Motorola public safety radio system has come online in Broward County. This replacement was necessary to protect Broward County residents in the event of an emergency. From new towers, to new radios, and interoperability with neighboring counties like Palm Beach, we are focused on providing the fastest service when every second counts. I would like to thank the whole team of Broward County Emergency Management, and all stakeholders for their steadfast support in getting this done.

As Vice-Mayor of Broward County, one of my top priorities is to encourage investment in the South Florida region by attracting top level tech and financial companies to call our community home. In collaboration with the Mayors of the City of Miami and Fort Lauderdale, I have been meeting with local officials to see how we can work together to bring investment, and good quality jobs to our community. Creating a tech corridor with a solid foundation, led by our hometown universities like FAU and NSU, will create strong job growth for years to come.

It is difficult to find the words when I reflect on the three years that have gone by since the tragedy at MSD on February 14th. Our community has been forever changed by that fateful day. We miss those we have lost, continue to heal with those who are hurting, and fight for changes that will make schools safer and prioritize mental health. To all members of our community: the anniversary of this day will never get easier, but we will get through it together.

In January I made a site visit to Port Everglades to see firsthand the dock expansion, and the brand-new gantry cranes that will service the supersized Panamax cargo vessels once the projects are complete. These new cranes, which I saw up close and in person (not for those afraid of heights), will increase our port's economic potential. In addition, the port is working with the Florida Department of Environmental Protection to protect and expand the mangrove habitats on site. This will help keep our water and wildlife healthy for future generations. I was honored to meet several District 3 residents

My staff and I have made staying connected with the residents of District 3 a top priority. We have been available by phone, answering questions by email, and also getting out the most up to date and accurate information available.

I can be reached as always at [MUdine@Broward.org](mailto:MUdine@Broward.org) or at my office at (954) 357-7003. Follow me on social media @CommissionerMichaelUdine on Facebook and @MichaelUdine on Twitter or Instagram to receive important updates and see what is happening in our community. I look forward to connecting with you.



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# Let's Be Happier & Healthier this Year!

By Scott Brook & Sammi Brook

## Express Gratitude

Although the future is uncertain and these times are challenging, there is always something to be grateful for. Expressing gratitude helps increase positive emotions, improve overall happiness, and improve overall health. A great way to start your day is by expressing 3 to 5 things you feel grateful for. You can do this by writing them down in a journal, or listing them in your head, or you can even make a gratitude jar.



## Embrace Creativity

Transitioning in 2021 will be different than ever before, but different does not have to mean bad. With change comes adjustments, so it is important to embrace creativity during these times. Approach things with an open mind. Being creative improves overall mood and gives us a healthy outlet to release restless energy and replenishes our emotional battery. Continue the traditions that you can, make accommodations, or start new traditions. These days, we must have fun anywhere and any way we can in the safest way possible.



## Maintain General Healthy Living

Since most of us are stuck at home and only walking to our computer to get to work or class, it is more important now than ever to get our bodies moving at least 30 minutes a day. You can do this by going to the gym, taking an online fitness class, following a yoga YouTube video, or simply just taking a walk outside. According to Harvard health, taking a walk out in nature can be extremely healing physically and mentally. Activity offsets our stress hormones and keeps us sane. Studies have shown that spending time outside reduces stress and anxiety, lowers blood pressure, and helps the immune system. Also make sure you are getting enough sleep, staying hydrated, and eating mindfully.



## Reach Out

Not only is it important to be physically healthy but also mentally healthy. In these times of isolation, it is important to reach out to loved ones and let them know you are here for them. Reach out to those in your community who may be experiencing loss, loneliness, and grief. We may not be able to get together in the same way we used to, but make plans to get together in a safe way or even virtually. In addition to checking in with others, it is equally important to check in with yourself. Acknowledge and express the feelings that are coming up because once you begin to acknowledge them, you can begin to feel better. Ways to check in with yourself are journaling, meditating, and talking with a loved one. If you are looking for a free mental health resource and advocacy group, join the Mental Wellness Networking Alliance. MWNA exists to educate the community about suicide prevention and break the stigma of mental health challenges through advocacy and respectful dialog. Attend Zoom meetings every first Tuesday of the month at 6pm to get the opportunity to express your feelings and ideas, the link is <https://us02web.zoom.us/j/203118328>

For more information visit [Getmentalwellness.com](http://Getmentalwellness.com).



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## Parkland & Coral Springs Soccer Unite Communities More Than Ever Before

By Ashley Ferraro

Youth sports are the backbone of our local community. Parkland and Coral Springs soccer have, for a long time, provided an outlet for both children and parents to come together in the spirit of fun and friendship. This year's season has obviously been a bit different than years past, as the COVID-19 pandemic has posed hurdles to all parties involved, including organizers, coaches, parents, and of course, the kids. However, with challenges come opportunities to rise above and make a difference, which is exactly what these leagues have done.

According to the president of the Coral Springs Soccer league, Steve Cimaglia, everyone has been handling COVID obstacles exceptionally well. One example of an innovative adaptation made this season in particular, was the drive-thru uniform pickups that the coaches organized for their players. In the past, uniform pickups weren't exactly a socially distanced event. However, having parents be able to take their children to safely retrieve their uniforms was a major key to prioritizing health and safety this year.

"The season is going very well! COVID protocols are in place for all the coaches, parents, and players," says Wanda Fuentes, a Coral Springs Soccer board member and coach. "We are just happy to be providing this opportunity for kids to be out playing and exercising and being part of the community. We're all looking forward to finishing off this season on a high note."

Adhering to COVID protocol, all referees, coaches, and spectators must wear masks during practices and games. The children are only allowed to remove their masks while they are actively playing. Of course, activities like huddles, high-fives, tunnels, and sharing drinks and snacks had to be put to a halt this season. Players have learned to practice contactless sportsmanship, and most have gotten pretty great at it.

Recently, the Parkland Soccer community suffered the tragic loss of Pete Gado, who founded the league more than three decades ago. With the help of the community, he was able to take Parkland Soccer from practicing and playing on a pasture to the spectacular fields at Pine Trails Park. Pete dedicated his life to the league and was actively involved in its daily operations until his unexpected passing. Doug Cole, the president of Parkland Soccer, mentions that the league already has plans to honor Pete's legacy with a memorial at the park.

Both soccer leagues hit the field back in November. As expected, they saw less of a participant turnout than in previous years. Despite this shift, spirits have been higher than ever. The parents, coaches, and players continue to abide by the standards in line with government-issued directives. The youth soccer teams are looking forward to finishing off another successful season as they approach the playoffs, thanks to the hard work of the organizers and the positive attitudes of the kids.



## The Athlete's Elbow Part 1

By Dr. Howard Gelb

Elbow injuries are common in overhand and throwing sports. Injuries often include golfer's elbow or medial epicondylitis, tennis elbow or lateral epicondylitis and little league elbow or medial apophysitis. Epicondylitis is a microscopic tearing of the tendon of the wrist flexors or extensors at their origin on the sides of the elbow. Medial epicondylitis is characterized by pain on the inner aspect of the elbow while lateral epicondylitis is characterized by pain on the outer elbow. Both types of epicondylitis are caused by overuse, excessive training, improper technique or playing with equipment that is not sized properly. The treatment of tennis or golfer's elbow involves: 1) rest from the offending activity and 2) appropriate stretches and strengthening of the associated muscles of the forearm and wrist. Cortisone injection can be useful for cases that have not responded to the rehab program. However, multiple injections over a short period of time are not indicated due to the side effects of the cortisone. Rehabilitation is the mainstay of treatment for 80% of patients. If a patient fails the above treatment, MRI may be useful to evaluate the extent of the tendon injury. Surgery for lateral epicondylitis can be done open or arthroscopically, and involves the debridement of the tendinosis (damaged tendon). Medial epicondylitis is an open procedure due to the proximity of the ulnar nerve. A relatively new but promising treatment for epicondylitis is PRP (platelet rich plasma injections). PRP shows better long term results than cortisone and actually helps heal the tendon by providing growth factors to the torn tendon. Read next month for Part 2, a closer look at little league elbow.



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**It's Your HEART  
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By Craig Hostig, M.D., FACC -The Heart Group of South Florida

There have been incredible technological advancements in cardiology over the past 2-3 decades. Cardiologists have had to spend additional time training in various subspecialties to keep up with the growth of new procedures and devices. Advanced cardiac imaging (coronary CT Angiography & Cardiac MRI) is having a significant impact on how we diagnose various structural cardiac abnormalities. Biotechnological advances are being used to develop a new generation of drugs. There is work being done in the field of genetics which may result in our ability one day to grow a new heart from your own DNA. But for now, genetic testing can be helpful in screening and diagnosing common cardiac conditions. It can also provide information which can help tailor medical therapy for the individual patient. This information can be obtained with a simple swab of the cheek in the office.

Coronary CTA and Cardiac MRI through sophisticated software can create extremely detailed images of the heart and its arteries. Coronary CTA is used to image a beating heart to look for blockages in arteries that measure only a few millimeters in diameter. If you do have cholesterol plaque in your arteries, you may need one of the new monoclonal anti-body drugs in addition to traditional statin therapy to slow the progression of the disease. If symptoms are so severe or if you are having a heart attack you may require a coronary stent. The technology has advanced rapidly from nearly obsolete balloon angioplasty to drug coated stents.

Some people have disorders of the cardiac electrical system requiring the placement of pacemakers and/or defibrillators. Some of the new generation pacemakers are leadless, while defibrillators can be implanted under your skin without wires entering the heart. Arrhythmias can be cured with advanced ablation therapy. Atrial fibrillation is a type of arrhythmia which is associated with a high stroke risk. These types of strokes can be prevented by implanting a device in the heart. Patients with congestive heart failure can be treated with specialized implantable pacemakers



and defibrillators which can actually improve the strength of the heart. Other more complex devices are now commonly used for patients awaiting heart transplants.

How fortunate we are to have all this technology at our disposal! Wouldn't you be more fortunate not to ever need it? I truly believe much of heart disease can be prevented. Although at this time, there is not much we can do to change our genetic makeup, there are many opportunities to alter your own personal risk factors. Obesity, an epidemic in this country, has been implicated to cause direct cardiac damage. Obesity can lead to other serious risk factors including diabetes, hypertension and sleep apnea. As you can see, the list of diseases associated with obesity grows exponentially.

So, maybe it's time to take a low-tech approach to heart disease. Diet, exercise, weight management, adequate sleep, stress reduction, and avoidance of toxic substances like tobacco do not require advanced technology. This low tech approach should apply to your entire family including your children. If all they know is a healthy lifestyle the better off they will be. Physical activity and stress reduction can absolutely help prevent and manage heart disease. Exercise can include brisk walking, dancing, gardening and even household chores. Recommendations for stress reduction can include breathing exercises, meditation, soothing music and yoga.

So, get up, go for a walk, and think about what I've written and how important protecting your heart is to you and your family. Be accountable for your own health and maybe even more important, the health of your children. Make a commitment to yourself and your family starting today. It may sound simple, but making the right choices can lead to a longer, happier and healthier life.

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# 3 TIPS FOR A HEALTHY FAMILY



**NICOLE AUCOIN, MS, RD**  
FOUNDER, HEALTHY STEPS NUTRITION & CROSSFIT HSN

As a parent, you don't want to fight with your kids about food, but we know that optimal health starts with quality nutrition.

## Eating healthy should be a family affair.

Quality nutrition, consistently will:

- ✓ Improve Energy Levels
- ✓ Improve Concentration
- ✓ Decrease Mood Swings
- ✓ Provide nutrients needed for proper growth

And most importantly, help you and your family become the healthiest versions of yourself!

**Follow these three tips to get you started:**



## 1 GET YOUR FAMILY ON BOARD

After helping over 30,000 people worldwide and interviewing people who have lost 70-200# on the Nutrition Made Simple Podcast, one thing is clear; getting the people closest to you on the same page is more important than you think!

You can never be too young or too old to start learning healthy habits and learning how to dial in your nutrition for optimal health and wellness.

### Here are a few tips to help get your family on board:

- Relate it to them. How will eating healthy help them?
- What do they care most about?
- Get the family involved in the meal planning process.



## 2 MAKE IT FUN

Start Friday Try-Day! Do you have picky eaters at home? This is a great option for you!

### How It Works:

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- They decide if they like it or not and keep track.
- If they complete the game and try a new food each week for a specified amount of weeks, the kids pick a non-food reward!

## 3 KEEP IT SIMPLE

As TJ McCormick, pastor at Coastal Community Church, would say, "We live in a microwave society." This can be applied to all aspects of life. When we decide we want something, we want it right now.

If you want to be successful long-term, **you need to ditch the all or nothing mentality and focus on just one thing at a time.**

**By focusing on only one thing at a time and keeping it simple, you will feel confident, and those actions become habits that lead to your new, healthy lifestyle!**

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