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Fraser Wilson

## International Home Marketing Group

An innovative edge lends itself to a visionary future

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FROM THE PUBLISHERS.

Fraser Wilson is at the helm of the International Home Marketing Group Realty Inc., Brokerage Company and with his incredible team is on the cutting edge of innovation and implementation of creating unique ideas for clients. His history of colourful and memorable adventures offers the opportunity to take creative license in real estate sales and marketing. They are launching a number of buzz-worthy projects in Toronto and Mississauga and work closely with the eyes of discerning interior designers and developers for multi-storey condominium residences and urban spaces.

Set on 250 acres at the base of Camelback Mountain, the opulent Phoenician Resort in Scottsdale, Arizona is an iconic luxury resort destination for anyone travelling to Scottsdale! We have been staying at this hotel for over 20 years, each time we visit Arizona. It never disappoints and the weather is always perfect, and for those who like to golf... well this is a golfer’s paradise! Service is pristine, the diversity of restaurants and gastronomy will tantalize the senses and the amenities and exquisite spa and show-stopping three-tiered pool complex is breathtaking. We highly recommend The Phoenician and certainly hope you have the opportunity to visit one day. For more information visit the phoenician.com

*Spring is around the corner – you wouldn’t know it by our front cover in this issue, but of course this is the beauty of living in Canada.*

Until next time,

Ana & Sean Patrick

Publishers



8 Cover Story  
International Home Marketing Group



When we photographed  
the cover shot with  
Fraser, he was having a  
father – son get away  
with his son Taylor,  
up north at Arcana.  
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# INTERNATIONAL HOME MARKETING GROUP

An innovative edge lends itself to a visionary future

TEXT Krista Deverson

Alias Residences by Madison Group

Long-term success in North American real estate sales means staying at the cutting edge, innovating, and implementing creative and unique ideas to stand out from the crowd. For the team at International Home Marketing Group, their continued achievements in the industry are a direct result of coming together as a team and bringing their individual strengths to every project to make each one have a spectacular result.

Co-owner, Fraser Wilson, acknowledges the talents and skills of the team are who continually push them to a higher level in their industry. Fraser, himself, is a quiet leader who joined the company as his father and co-founder, Michael Wilson's health was uncertain. At the time, Fraser had been living and working in Nicaragua for several years where he had his own business success as the co-founder of Mombacho Cigars, a company renowned for bringing a romanticized vision of cigar smoking back to Latin American life.

He had spent time living and working internationally on various projects and gained a unique business perspective from these experiences. With his business acumen, international business experience, and passionate sense of adventure, Fraser returned to International Home Marketing Group with vision and inspiration. He thinks an important component to the company's success can be tied back to listening and learning from leading business' in all industries around the world. That and the diversity of the team allows them to continually deliver industry leading results

His father, Michael, mentored Fraser in the business he had spent over twenty years building. Fraser notes that it was





Alias Residences by Madison Group

both a tremendous opportunity and great responsibility to shadow his father and learn the inner workings of the business at International Home Marketing Group. Michael was a pioneer in the industry with over 50 years experience and Fraser was honoured to spend those years shadowing him. This was critical to maintaining the continuity of the business from where it started to where

it is today.

Fraser was so well-versed in the company's operations and the team had been prepared that the loss of the company's leader, Michael Wilson, shortly thereafter was a challenge that they managed to work through together and overcome. Fraser was determined to work hard and make sure the business would not just survive, but thrive. The

team carried the torch for Michael, building upon his legacy while paving the way for future growth. Fraser acknowledges with gratitude the loyal clients of International Home Marketing Group who stuck by the company and believed in them during this transition period.

For Fraser, taking over from his father has been a delicate balance of maintaining



Alias Residences by Madison Group

the standards and reputation of the business that Michael had built while making his own mark and incorporating his individual strengths. While he shares the same core values that his father instilled in him, Fraser acknowledges that his adventurous spirit has a major influence in the way he conducts business. This unique personal quality means that meetings with clients might take place over a long bike ride, ski, hike or other adventures rather than a boardroom table. Internally, Fraser believes that this approach has helped

foster a sense of creativity among the team and give them license to be innovative.

Fraser likes sharing all the experiences and successes the team has had and their accomplishments are many. They have managed to become one of the largest pre-construction sales and marketing organization in North America. And most recently, they won Best Sales Team of the Year North America, Best High-Rise Sales Team, and Best Low-Rise Sales Team within the Toronto Home

Builders Association. Furthermore, one of their most successful projects has been named Best Master-Planned High-Rise Community in North America.

Currently, the team is involved in a number of buzz-worthy launches, one of which, Alias by Madison Group, is the hottest project right now in Toronto. Situated at Church and Richmond, every facet of the 45-storey tower is designed to delight and heighten the senses. With interiors custom designed by the discerning eyes at Studio Munge, Alias



Alias Residences by Madison Group





Alias Residences by Madison Group

offers over 18,000 square feet of indoor and outdoor luxuries for owners of its 1-3 bedroom suites.

Another desirable project they've launched is the distinctive condominiums at 34 Southport by acclaimed developer State Building Group, a multiphase project in the heart of sought-after Swansea. Nestled among the heritage trees of High Park, the boutique shops of Bloor West Village, and the trails

of Lake Ontario's Humber Bay, this condominium's excellent design and premium location are sure to enthrall any homebuyer.

And their award-winning project, The Exchange District by Camrost Feldcorp, in Mississauga are on their final phase with EXS. The Exchange District is known as a new urban destination with more than 2 million square feet of coveted retail, shopping, dining, office and

commercial spaces, boutique hotel, new lush parks and thoughtfully designed public spaces, modern condominium residences, and more.

The team at International Home Marketing Group brings renewed vision and enthusiasm to every project. They work hard to make each project stand out in its own right with professional presentation and creative marketing efforts.

While Fraser's unique life and work



Southport by State Building Group



EXS by Camrost Feldcorp



EXS by Camrost Feldcorp





experiences have allowed him to bring an innovative edge to International Home Marketing Group, he remains ever humble, knowing that teamwork at the company has been their greatest asset.

Determined to ensure the continuity of the business that Michael Wilson started over thirty years ago now and continue to grow the business by adding their own personal flair and style to the business, growing, innovating, and progressing towards a future that gets bigger and better all the time.

The goals they had throughout these years kept them focused and on track and the results came to fruition as planned. With the robustness of the Toronto real estate market during these years, the amazing clientele they had developed and grown through the years, and the good approach that the company has, everything came together nicely to create a snowball of success.

Their visionary approach to new home sales gives them the edge and they are forever grateful to their loyal clients for continuing to believe in them. At International Home Marketing Group, every day is an adventure to discover just how far they can go professionally.

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# 5 keys to stress relief

TEXT Helen Macmillan

**D**o you remember the last time you got caught up in a situation that pissed you off or made you so fearful that it completely dismantled your ability to respond in a constructive way?

Sometimes it can feel like you didn't really have a choice in how you responded, it "just happened". If you'd like to have a more conscious choice in how you respond to stressful events in your life, keep reading...

Imagine this common scenario: You've had a late start to your already overbooked day and are already feeling somewhat stressed when you get into your car and remember you needed to get gas as your tank is on "E", so now you have to make another stop, which will delay you further! Depending on your typical thought process, you may immediately begin to feel anxious and

worried: "Oh no! I'm going to be late for my appointment", causing tension to build as you speed down the street, gripping the steering wheel tightly and swearing at the slow poke driving leisurely in front of you. Or, you may find yourself getting angry, berating yourself with thoughts like: "Why am I late again?... I should be more organized... I should have gotten gas last night... But I was just too tired!... I need a break!... They better not give me any crap about being late! ... Do they have any idea what my life is like?... I'm not putting up with any crap today. After all, they kept me waiting last time!". You head into your day feeling belligerent and defensive.

## The mind body link

Whether you react in fear or in anger, the thoughts in your mind create stress in your body. Your heart beats faster, your blood pressure rises, your breath becomes shallow, your adrenaline surges, and you produce higher levels of a hormone called cortisol.

The primitive "fight-or-flight" response is activated but there are no lions or tigers coming at you – "just" thoughts convincing you that your survival is at stake.

Your thoughts have immense power. When something happens that violates your sense of how things should be, and you perceive danger whether real or imagined. Are you aware that numerous studies have shown that chronic stress

accelerates aging and makes you more prone to diseases like heart disease, stomach ulcers, cancer, insomnia, migraine headaches, panic attacks, and depression?

Fortunately, there are many valuable practices that can help you go beyond the primal fight-or-flight response. You can train yourself to respond from a more evolved part of your brain creating a different response – one that is as natural as the stress response – but infinitely more peaceful, healing and aligned with what I call your 'Million Dollar Zone' (that state of being where you are grounded, relaxed, flowing and abundant).

## CHOICES THAT RELIEVE STRESS

### Connect with your body

While the mind is constantly flitting to thoughts of the future and memories of the past, the body lives in the only moment that truly exists: the present. One of the best ways to relieve stress is to tune in to your body. Allow yourself to feel all your bodily sensations, including ones that your mind might label as "unpleasant", such as tightness in your jaw, churning in your stomach, or stiffness in your neck. Most people want to avoid feeling these sensations but if you allow yourself to observe them without judging them as "good" or "bad", or needing to understand, interpret or rationalize them, they will often resolve spontaneously. Tuning into your breath is also a great way to connect with your body and create a shift in your state of being.

### Meditate

Meditation gives you access to the inner silence and calm that lies beneath the mind's noisy internal dialogue. You can experience profound relaxation that dissolves fatigue and long-standing

*continued on page 20*

# MEET THE RENO GURU

Sebastian Falinski, owner of Reno Gurus, has made his mark in modern luxury design and renovation in Toronto and the surrounding GTA. His expertise in the selection and use of exquisite materials, unique lighting installations, smart home integration and creative designs has earned him the title "The Reno Guru".

His passion for perfection shines through all of his projects. Luxury interiors, dream kitchens, spa bathrooms and breath taking designs are executed with precision and dedication of his team. Sebastian takes the time to ensure client needs are always exceeded and that every project is left with a perfect finish.

*"I am passionate about creating spaces that are visually astonishing yet completely practical. A space is to be used, to be lived in, to be enjoyed. Every project is as unique as every client. I love what I do. An originally designed space is not only a different way of living, it is a celebration. The gratitude that I receive from all of my clients keeps me motivated to constantly evolve and produce the best result possible time and time again."*

*Sebastian Falinski*

- Sebastian Falinski, The Reno Guru

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porcelain counter-tops. Mostly European and Italian inspired products that lend a timeless elegance and chicness to both their showroom and their clientele's finished homes. The white glove experience offered by Rocpal includes private presentation rooms for selection making, while perusing options, a dedicated concierge to attend to their needs during meetings, and everything all inclusive in the showroom for making

decisions on all aspects of a project. For designers, architects, contractors, and builders, the showroom is a one-stop shop for the most beautiful projects and impeccable designs that will delight the most discerning homeowner.

We look forward to your next visit so please stop by for an espresso on the house and view our showroom as well meet the Rocpal team.

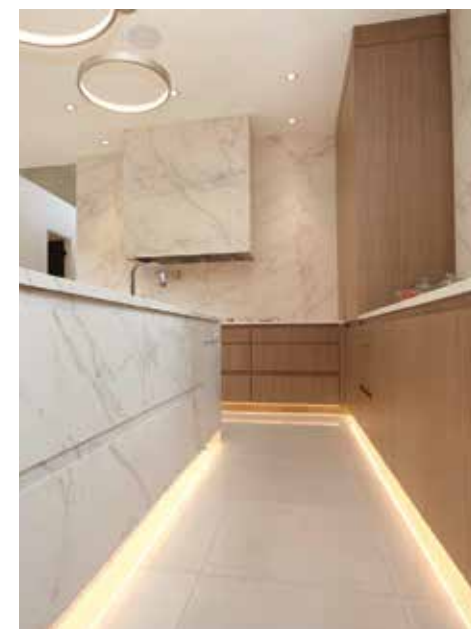
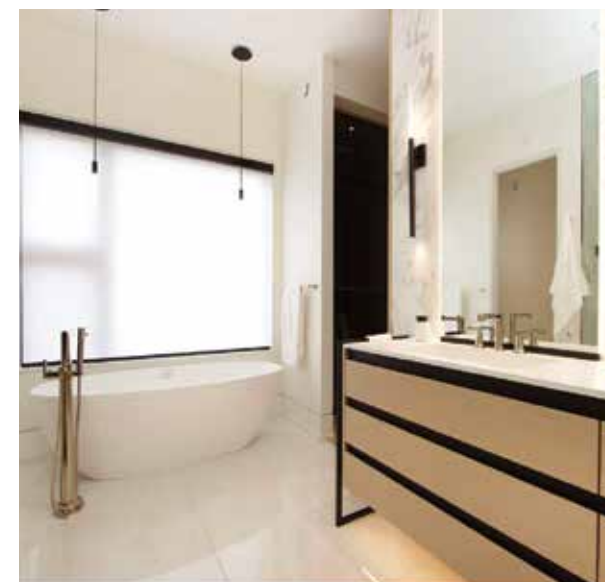


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*continued from page 16*

stresses. Studies have found that a daily meditation practice can lower blood pressure and cholesterol levels, decrease anxiety and depression, and reverse the biological markers of aging. There are many different ways to meditate, so it's about finding the ways that work for you. This is one of the tools I teach in my retreats and programs.

### Understand your unique stress response

Your conditioning and life experiences play a great role in how you respond to stress. Here are three common patterns of responses to stress:

Type 1 – You respond with anxiety and worry. Normally creative and enthusiastic, in the face of stress, you tend to blame yourself for your problems and become extremely nervous and scattered.

Type 2 – You are usually warm and loving, but if you're out of balance, you

typically react to stress by finding fault with other people and becoming angry.

Type 3 – Normally, you are even-tempered, easygoing and gentle, but when faced with overwhelming conflict or stress, you withdraw and refuse to deal with the situation. You tend to avoid confrontation at all cost because it's just too stressful.

Do any of these describe you? Maybe more than one? No judgement here. Just awareness.

When you become aware of your response, you can interrupt the cycle and choose a different response. Awareness is the first step of my 5 step S.H.I.F.T. process because you cannot change what you cannot see.

### Learn the skills of conscious communication

When we aren't able to clearly communicate our needs, we experience

a lot of stress and frustration in our lives. Fortunately, conscious communication is a learnable skill. With practice, you can learn to express your needs, ask for what you want, and create more fulfilling relationships. The skill of conscious communication are a vital component of all my programs.

### Exercise

Doing some form of exercise will help to shift your focus, get your blood and energy flowing, calm the nervous system, increase the production of stress-relieving hormones, and release stored toxins. The key is to do something that will cause you to stop dwelling on stressful thoughts and help you feel more lighthearted and joyful.

You don't have to go to the gym to do this, many people (myself included) find certain housecleaning activities extremely cathartic. So is taking a walk in nature or practicing yoga. Not only is yoga an excellent physical exercise that increases your flexibility and strength, it also balances the mind and body. With a regular practice, you begin to experience a sense of calm and wellbeing that extends beyond the yoga mat into your daily life.

In life there will always be challenges, they are actually here to serve us, to help us grow, but sometimes it hard to see that when they come one after another and we are overwhelmed!

The goal isn't to try to control the flow of life so that we'll never experience stress or frustration again; the secret lies instead in having compassion and patience as we learn to befriend our mind.

No matter how long you have been stuck in habitual thought patterns, you can learn to remain peaceful and joyful even when life is stressful.

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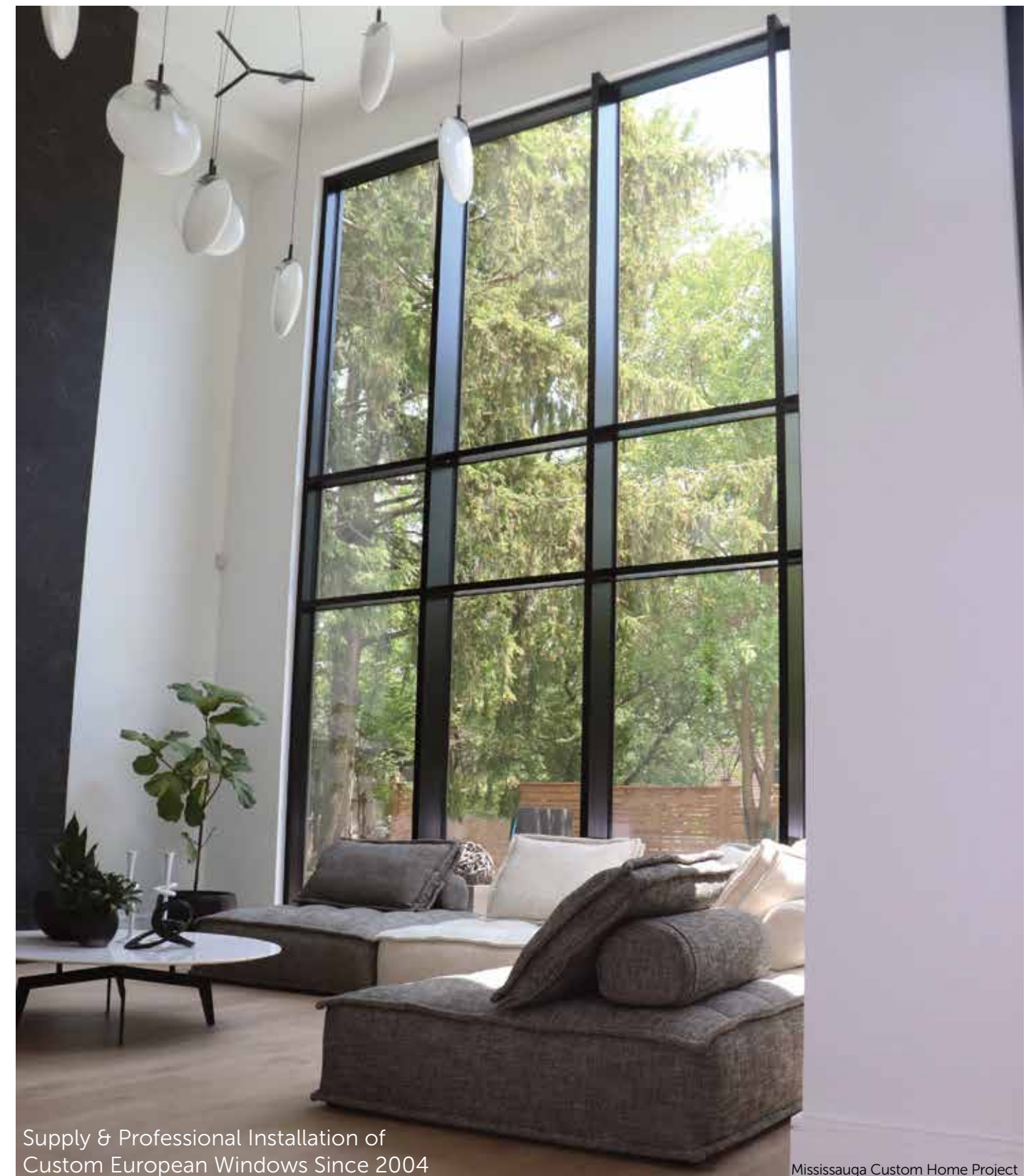
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# Avoid 10 mistakes and you will change your life

TEXT Sarah Donalds

Recognizing mistakes is the only way to avoid repeating them. However, many of us still have difficulty recognizing.

Researchers at the University of Michigan’s clinical physiological psychology laboratory found that people are divided into two types: those with a fixed mindset repeating the same mistakes without recognition, and those with an advanced mentality who admit their mistakes and learn from them to improve themselves.

In this article, we will know about 10 mistakes never made twice by smart people, enjoy Reading and sharing with your friends.

Belief in something or person is more wonderful than to believe

Some enjoy charisma and trust themselves so much that we may believe anything they say. It’s true that some people are successful and really want to help you, but the smart ones are thinking about a deal that looks so great that they believe it. They pose serious questions before they share something with anyone.

Do the same thing repeatedly and expect a different result

“The madness is to repeat the same thing and expect a different result,” said Albert Einstein. Smart people need to experience this feeling of frustration once and know that if they want a different result they have to change their method.

Failure to delay feeling satisfied

Smart people know that a sense of satisfaction does not come quickly, and that hard work is far ahead of achieving goals. It is an incentive at every step that leads them to success because they felt pain and disappointment when they failed in the past.

Insanity is doing the same thing over and over again and expecting different results.  
Albert Einstein

Work in the absence of budget

Smartphones face a pile of bills only once before they begin to make accurate calculations to see how much they spend. They know that a strict budget and commitment to it means not wasting any opportunity. Commitment to the budget - both personal and professional - forces us to make informed choices about what we want and need.

Do not put the big picture in your eyes

It is very easy to become very busy, and to work hard on what is directly in front of you, which makes you overlook the big picture. However, smart people learn how to keep this picture in mind by setting their daily priorities to achieve a well thought out goal.

“The smarts know that committing this mistake will make them fake so they are well aware that happiness and success require exclusivity”

Do not do your duties

Smart people realize they may be lucky sometimes, but not doing their job will prevent them from realizing their full potential. That is why they do not rely on luck as they know that there is no alternative to hard work and perseverance.

Try to be someone else

Many try to please others by pretending to be other people. Wise people know that committing this mistake will make them fake, so they are well aware that happiness and success require exclusivity.

Try to please everyone

Smart people realize that it is impossible to satisfy everyone. To be an effective person you have to be brave to make the right decisions (not decisions that everyone may like).

Play the victim’s role

Smart people may try to re-enact the victim’s role, but they soon realize that it is one form of manipulation. In addition, they believe that in order to assume the role of victim, you have to give up your strength, which is not easy to sacrifice.

Try to change someone

Smart people realize that it’s hard to try to change someone who does not want to. That makes them establish their lives as real and positive people, and avoid people who make them feel frustrated

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TORONTO

# THE O'KEEFE HOUSE

TEXT Cristina Nikolic

Amidst the shiny new and renovated buildings that line Ryerson University's campus, one old, yellow-bricked building has been standing for about 167 years. The O'Keefe House was Ryerson's oldest residence before the announcement in 2018 that the historic mansion would no longer be used for residential purposes.

In its 55-year history as a student residence, O'Keefe housed 33 students on three floors. It offered a different, more 'homey' residence experience compared to the other Ryerson residences which range from 11-30 floors. Prior to the construction of the 14-floor Pitman Hall in 1991, O'Keefe was Ryerson's only official residence.

The land that the O'Keefe House resides on was sold to a dry goods importer named William Mathers in 1855, who in addition to the land received the not yet completed house. In 1879, the house was purchased by businessman Eugene O'Keefe who was interested in the house due to its proximity to his brewery.

Eugene O'Keefe (born Keffe) immigrated to Canada from Ireland in 1832 before



changing his name to O'Keefe. He worked in banks before deciding to buy Toronto's Victoria Brewery with his business partners in 1861. O'Keefe didn't have much knowledge or experience in the industry, but he formed a friendship with the previous owner of the brewery who passed on some tips to him.

O'Keefe was one of the first Toronto brewers to produce lager at a time where consumers were more accustomed to ale and stout, and his brewery may have been the first to have a refrigerated warehouse in all of Canada.

O'Keefe added a third floor to the house in 1889 to accommodate his growing family. His son, who was supposed to

take over the business, died in 1911, leaving O'Keefe devastated. He sold his shares in the brewery and donated large sums of money to several Catholic churches. Eugene O'Keefe died in the second-floor bedroom of the O'Keefe House in 1913.

After his death, the house was converted into office space before being sold to Ryerson University for \$80,000 in 1963 where it became an all-male student residence before eventually becoming a co-ed residence.

The living experience was unlike the other Ryerson residences, with the 33 students sleeping in bunk beds across three floors of double and triple rooms. Each floor had one all-gender bathroom and a small kitchenette, with a full kitchen and common room in the basement where they shared most of their dinners.

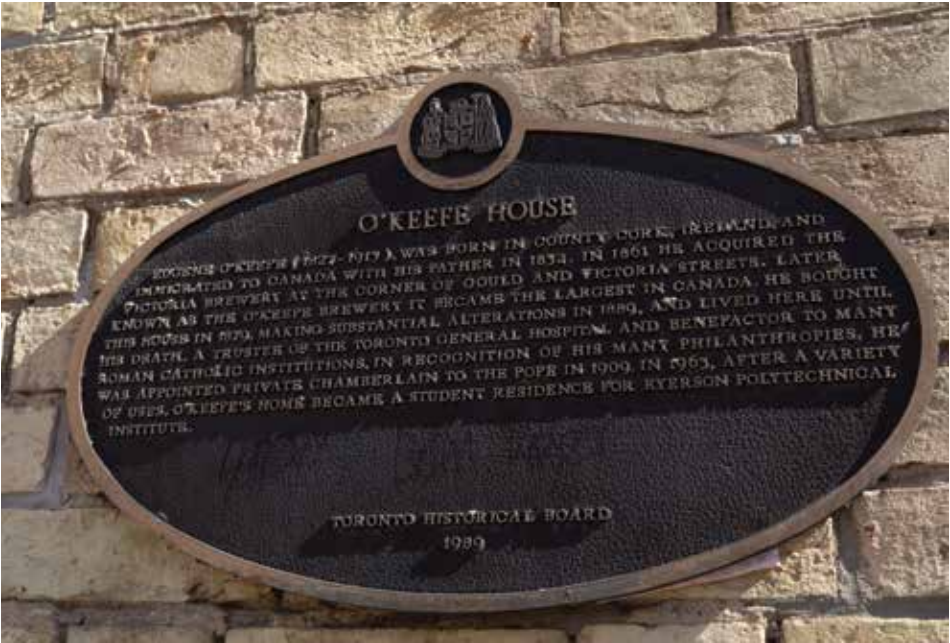
The building itself is a yellow-bricked, Victorian-style house featuring long windows with decorative sills, dormers, and a third-floor balcony sitting on top of a large bay window. The steeply pitched, dark-brown roof features textured gables and a green finial atop the imposing octagonal tower.

The 19th-century building no doubt sticks out next to the ultra-modern, all-glass buildings that now stand beside it, but it provides some much-needed character to the campus.

The future of the O'Keefe building is still being decided, but the university said it will not be torn down. According to Ian Crookshank, the former director of housing and residence life, the hope is to put the building to a use that will have more impact on the community and be able to benefit more students.



In 1879, the house was purchased by businessman Eugene O'Keefe who was interested in the house due to its proximity to his brewery.







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# ROLLS-ROYCE MOTOR CARS

presents



## BESPOKE 'CULLINAN IN FUX ORANGE' TO FAMED COLLECTOR



Car collector Michael Fux today received his twelfth Bespoke Rolls-Royce commission, and it was another stunning reveal.

Unveiled at 'The Quail, A Motorsports Gathering', Rolls-Royce Motor Cars debuted the spectacularly colourful commission, 'Cullinan in Fux Orange,' marking the tenth time the brand has developed and reserved a colour carrying the name of the prolific patron of Bespoke. Unveiled by Torsten Müller-Ötvös, Chief Executive, Rolls-Royce Motor Cars, the commission was the highlight of the Rolls-Royce celebration at The Quail and Monterey Car Week,

one of the hallmark annual gatherings for global luxury collectors worldwide.

"Michael is a true patron of our Rolls-Royce Bespoke artistry. He has continually brought us colour challenges ranging from exterior finishes to perfect colour matching for a variety of materials throughout his creations. For more than a decade, my team has never failed to deliver for him and the brand. He has created a collection of Rolls-Royce Motor Cars that will grace the lawn of Pebble Beach and Concours around the world for the next century." Torsten Müller-Ötvös, Chief Executive, Rolls-Royce Motor Cars.

Working with the Bespoke design and

colour development team at the Home of Rolls-Royce, Goodwood, Mr. Fux challenged the designers to match the exterior colour to a vibrant orange ladies wrap that caught his eye in South Florida. He purchased the wrap and had it delivered to the Rolls-Royce Bespoke Collective.

Working together for nearly a year, the teams delivered the perfect surface application of more than seven layers of finish polished by hand for multiple hours in the Surface Finish Center. The exterior even features black Cullinan wheels and pinstripe wheel centers in the bright 'Fux Orange.'

The interior is decked in hand-crafted







Arctic White leather with offsetting Orange stitching and Orange Rolls-Royce 'RRs' on the headrests. Arctic White is carried over to the luxurious box grain leather fascia, steering wheel control stems and carpets.

The designers brought colour contrast with 'Fux Orange' finished fascia veneer, rear-view mirror and lambswool floor mats. The contrast of white and colour showcased the artisanship with exacting standards for the Rolls-Royce craftspeople.

Mr. Fux's Rolls-Royce cars are the highlight of his collection including more than 150 of the world's most unique and colourful motor cars. Arriving in the United States a young Cuban immigrant, Mr. Fux built a series of successful businesses in the bedding and linen industry. Today, he strives to give something back to the communities he has worked in. Since establishing The Michael Fux Foundation in 2006, he has donated millions of dollars to enrich the lives of children stricken with serious illnesses. In addition to building the Fux Family Center at the Miami Children's Hospital, Mr. Fux and his wife Gloria hold multiple events each year to sustain the center and entertain the children. The colourful collection of cars

are used at fundraisers to raise money to benefit those in need.

Rolls-Royce Motor Cars has dozens of colours reserved for numerous clients around the globe. Among the Rolls-Royce Motor Cars he has commissioned, Mr. Fux now 'owns' ten Bespoke colours, more than any other patron of the brand.

These colours can only be used by, or with, the permission of the client.

- Fux Orange (Cullinan)
- Fux Fuxia Pearl (Phantom)
- Fux Fuxia (Dawn)
- Fux Blue Candy (Dawn)
- Fux Intense Jade Pearl (Phantom)
- Fux Aequus Green Jade Pearl (Wraith)
- Fux White (Ghost)
- Fux Purple Candy (Phantom Drophead Coupé)
- Fux Red Candy (Phantom Drophead Coupé)
- Fux Yellow (Phantom Drophead Coupé)

Rolls-Royce's craftspeople and designers create unique, one-of-a-kind Bespoke commissions. A Bespoke colour is only one of the many hundreds of features offered for luxury collectors seeking a commission from the Home of Rolls-Royce, Goodwood.







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## New thoughts on the Mediterranean Diet



TEXT Rich Carroll

**T**he US News and World Report, based on input from a panel of health experts, just released their report after having evaluated 40 diets. Their findings have coincided with what diet experts have maintained for several years, that the Mediterranean Diet ranks as the healthiest diet in many categories.

The latest findings found the diet to rank number one in best overall diet, best plant-based diet, best diabetes and heart-healthy diet, and number one in easiest to follow. Certainly, there are many reasons to take a look at this wonderfully healthy eating regimen.

The Mediterranean Diet obviously originated and is enjoyed by people living around the Mediterranean Sea, but that's a big area. People in Greece eat differently from those in France or Spain, and North African food is quite unique from European cuisine. But they all have certain things in common in what constitutes the diet, particularly in its use of fruits and vegetables, nuts, herbs and spices, fish, meat, and of course olive oil.

Perhaps the most common aspect of this diet is that it falls within the accepted ranges carbohydrates, fats, protein, and other nutrients recommended by diet experts.

When most people think about a diet plan, they think of a set day-to-day diet,

with perhaps a few deviations to make the plan more palatable. Think of the Mediterranean Diet as more of an eating pattern rather than a structured diet, with an array of foods as a framework that any of us can draw from to form a healthy diet. These are not just healthy foods, but delicious to eat. Even for people who don't particularly like vegetables, for instance, with an endless array of herbs and spices to dress-up these dishes, almost any vegetable could become a favorite.

So, with all the good things that we can say about the Mediterranean Diet, what might be any downside. The biggest objection is that because of the high amounts of foods like nuts and olive oil, they will add too many calories to the diet. These are indeed high calorie foods, but there are practically no foods that exists that should be eaten in unlimited amounts.

Moderation in everything we consume is always the key, even in all healthy foods. So just because a particular diet doesn't set specific amounts of every morsel of food, this doesn't mean the diet is flawed. Common sense must always be applied.

The ultimate test of any diet plan will be: does it have staying power.

It doesn't matter how healthy a diet plan is, it must be maintained over a long period to have any lasting effect. Because the Mediterranean Diet encompasses such a wide variety of foods, and those foods can be prepared in many ways imaginable, most people have no issue with sticking with it.

Just do an online search for Mediterranean Diet recipes, and you can find a lifetime worth of easy to prepare, healthy options that will never make for a boring dinner. And your health just might improve, as well.

*Bon Appetit!!*

## IT'S ALMOST SPRING! Time for to get into golf shape

TEXT Rich Carroll



**I** know I speak for all avid golfers whose golf clubs have gone unused for the last few months when I say, "Let's get back to where we were last summer." Unfortunately, our bodies probably are not in the same shape they were last summer. Even if we have been working out regularly, the muscles we use for golf have taken a long respite.

So, if we are thinking about getting back into golf shape this time of year, almost all of our emphasis now should be to avoid injury.

Small things that we probably took for granted last summer could possibly

cause problems in early spring by not being careful. Just by lifting or carrying golf clubs wrong can result in injury, and golfers who carry their own bags on the course are at an even greater risk.

So here are a few things that we all should be doing before we try to carry on a mid-summer golf routine.

### Proper warm-up

All areas of the body that are used to swing a golf club, especially the joints, should be loosened up prior to a full swing, and that includes every area from the neck down. A short, brisk walk



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But almost all golfers have to change their approach as they age.

Most of us, as we get older, will not be able to rely on pure power to play the game optimally, so we must look to a more coordinated swing relying on flexibility and suppleness.

followed by general stretches should work all areas of the body. And don't rush this process; get to your practice area with plenty of time to spare.

Start slowly, then build your endurance

We are all anxious to play again and ready to quickly advance our game to where we want it to be, but it's best to hold back and not cut corners in the process. Build slowly, and if you simply must hit balls at this stage, work on your putting or use a wedge and concentrate on ball-striking with a very abbreviated golf stroke.

Focus on greater flexibility and range of motion

Gaining flexibility will be the most important factor to avoid pulled muscles and sore joints. But it is also the most crucial aspect to adding length to your shots when swinging a golf club, and to get more distance getting more flexibility will be the answer. Suppleness is something that once you lose can be difficult to get back to that full range of overall flexibility. But it can be regained with some work.

Lastly, work on greater muscular strength

Quite often golfers try to get extra

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distance on their shots by maximizing muscle power; in other words, swinging harder. Naturally to have greater power some muscular strength is needed, so it might seem the thing to do to try to attain the physique of a body-builder.

Some professional golfers now, like Bryson DeChambeau, have increased their distances by bulking up. But almost all golfers have to change their approach as they age, and those like Tiger Woods

have had to adapt as their bodies change with age. Most of us, as we get older, will not be able to rely on pure power to play the game optimally, so we must look to a more coordinated swing relying on flexibility and suppleness.

So, golfers, the golf season is near, so put in the necessary time to get yourself into prime shape to make this your best golf season ever.



# 5 ways to deal with negative and cynical people

TEXT Marcia Reynolds

Most people prefer to work with those who spend more time laughing than complaining. They often get the opposite.

Although people aren't born with a negative attitude, over a life span they experience disappointments, regrets, and broken promises. Some people are resilient by nature or experience. Others become perpetually cynical, resentful, and paranoid about who will cheat them next.

Unfortunately, negativity can quickly destroy a good mood.

Can you respond to negative people without becoming upset yourself? Can you lift everyone's spirit by overriding the dark cloud of pessimism? There are biological and psychological benefits for fostering hope and optimism even if the people around you are full of doubt.

Here are a few suggestions for dealing with negative people:

## Avoid reacting

If your tendency is to commiserate and divulge your own complaints, or get annoyed because they ruined your day, practice noticing when your anger or irritation is triggered. Catch your muscles tightening, and then breathe and choose to feel something else. I once had a client put a hook on his office wall so every time a person entered his office with a complaint or horror story, he looked at the hook to remind himself as he slowed his breathing to control his reactive emotions. He then said the word, "patience" to himself and either listened to discover what the person needed or asked to focus on solutions

instead of what was wrong.

Listen beyond the emotion to what people resent or assume will hurt them

Many people cover their disappointments and fears by complaining, blaming, and criticizing others. Listen to understand their situation and what respect, control, recognition, security, or value they lost. Feeling understood can diffuse their negative feelings. Then you can determine if you can help the person or at least acknowledge that you understand why they feel the way they do. You can read more on how to change people's minds in *The Discomfort Zone: How Leaders Turn Difficult Conversations into Breakthroughs*.

Ask the person if they want to find a solution or just need a sounding board to safely express how they feel

You don't need to agree with them. You just need to know what they need in the moment. Start by acknowledging and holding up a mirror to their feelings. For example, you might say, "You seem very upset about not being recognized for your effort. Is that right?" Many habitually negative people walk through life believing no one cares or understands them. Demonstrating that you hear and understand their feelings may be all they need before you can ask them what they want to do next.

Don't rehearse what you are going to say while they talk

When people think you are not listening, they spiral deeper into their feelings. They don't need you to fix them, they need you to listen and understand. Then they might

respond when you ask them what is in their power to control in the moment so they can begin to feel less victimized.

Teach others where your personal boundaries lie

If people are not willing to look at how they might help themselves in the situation, you might hold up the mirror by saying, "You don't seem willing to look for a solution or a different way of dealing with your problem. Is that true?" If they indicate the situation is hopeless, you can say, "I understand why you feel the way you do. I would be happy to take up this conversation with you at another time when you are willing to look at taking a step forward." If they keep complaining, you may have to be more direct by saying, "It is important for me to shift our conversation to something more positive. Either we do that now or later, but I can't keep looking at the dark side of this situation with you now."

Keep in mind that you have the power to choose your feelings, thoughts, and behavior in response to someone else. Notice when your stomach, chest, shoulders, or jaw tighten up. Breathe, relax your muscles, and choose to feel compassionate, curious, patient, or hopeful instead.

It is not easy to create the habit of responding positively to negative, cynical people. Like any new skill, it seems difficult until it becomes easy. You will take two steps forward and one step back. Some people, possibly family members, will always trigger your reactions. Yet step by step, conversation by conversation, you will get better at warding off the contagion of negativity and helping others to move on.

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# Take these steps to positivity in your life forward

TEXT Marion Mwanukuzi

If you want to move your life ahead, you should replace the negatives in your life with positives. This article will show you how to take the negative influences in your life away and replace them with positives, so you will have increases in morale, and productivity. Focus on the positive for success and peak performance.

Most of us are not aware of the amount of negative influences in our lives. We are bombarded with negative messages from the media, the people around us, and most damaging of all, ourselves.

The first step in the process in replacing negatives with positives in your life is to make a decision to start looking for the negative messages and ways to replace them with positives.

Decide that you will focus on the positive in this world.

Begin to drastically cut down on the amount of news you take in. Most people start their day with the news.

And of course most of the news is bad news, fires, floods, etc. Then it is on to traffic and weather, which also stresses the negatives. So by the time you have finished your coffee, you have had enough bad news to last a week. Does all this bad news make you want to throw open the door and greet the new days, no quite the opposite.

And how about the way we end the day? Many of us watch the news before going to bed and get a big dose of negative information just before trying to go to sleep. Is it any wonder so many people have trouble sleeping? The mood we are in before we go to sleep carries over to the next morning, so you are setting yourself up for starting the next day in a bad mood. Odds are you don't need all that negative information you are taking in from the news, and you will function just fine without it.

Replace the news you were taking in with such things as, motivational tapes, uplifting music and sites such as happynews.com, that stress good news.

Also reading empowering books helps a great deal. Books can be a fantastic way to recharge your life. Look for success stories, biographies of successful people, etc and see what works for you. You will begin to feel better right away.

Next you need to limit your exposure to negative people. Most people don't realize how draining it is to be around negative people, but they drain your energy and spirit in many ways.

The most damaging source of negativity is ourselves. Most of us generate lots of negative self talk that our minds accept as the truth and results in our being held back in many ways. We focus on our shortcomings, our problems, and spend our time predicting more bad news for

ourselves, generating lots of fear and worry, while undercutting our ability to try new things, etc.

Begin to focus on the positive aspects of you. What are your unique strengths, what have you accomplished, how are you different and better than other people? Use visualization and affirmations to build images of yourself accomplishing the things you want and use these to replace the negative images.

Give yourself lots of credit for everything you do right, so you are getting even more positive news about yourself. Also, set aside three minutes every day to think about all the good things you have in your life right now. The process of thinking of the good things in your life, will generate good feelings for you that will last much of the day.

Don't forget to take care of your body. Eat healthy, cut out some bad habits, and get regular exercise in order to boost your self-esteem while building your strength and endurance, so you can accomplish more.

Helping others will also help you feel better about yourself. Take time to get involved in a charity, animal shelter, or other activates that help others. You will get good feedback from others and develop a genuine sense that you are a good person. What you put out comes back to you, so make sure it is good that goes out.

By replacing the negatives in your life, with positives, you will make yourself and probably the world a better place. You will feel better mentally and physically, plus accomplish many of the things you wanted to. Nothing is ever accomplished without action, so start now to move your life ahead.



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elegant furnishings and breathtaking Sonoran views.

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In Scottsdale on business? Explore the 160,000 square feet indoor/outdoor event space for your conference or special occasion. Then, discover the vibrant entertainment, shopping and cultural districts of nearby Old Town Scottsdale.

Relaxing in style at The Phoenician, the premier luxury hotel in Scottsdale, Arizona is a destination point, not to be missed next time you are in the Scottsdale area.





#### THE PHOENICIAN POOLS

The Phoenician Pools are a three-tiered complex that features the iconic, hand-tiled mother of pearl pool on the lower level; and three separate, recreational styled pools on the upper level.

A center lounge area offers reserved, family-friendly seating on the north side and adult-only accommodations with pool and cabanas on the southside.

For kids, a variety of imaginative escapades awaits at the premier treehouse and waterslide, along with the splashpad.

#### THE PHOENICIAN SPA

Celebrate the individual spirit with a nurturing and contemporary approach to relaxation, fitness and beauty. Awaken your senses with a signature spa treatment or enjoy 360 degree views of the resort while lounging at the rooftop pool. Featuring 24 treatment rooms including a Tranquility Suite for couples, as well as a Quiet Relaxation Room and locker rooms with a vitality pool, steam room and sauna, this Forbes Five Star, three-story facility allows you to unwind from everyday stresses and feel completely rejuvenated. When it's time



using the timeless cooking techniques of fire, coal and smoke. A large, hearth oven stands as the central focal point of the lively, approachable restaurant. Claim a spot at the spirited bar, or lounge on the expansive porch while enjoying drinks or a signature dish.

#### GUESTROOMS

The warm tones and rich hues of the surrounding Sonoran Desert are incorporated into the design of all the guest suites.

#### RESIDENCES

In addition to its 645 guestrooms, The Phoenician offers an alternative resort experience in The Phoenician Residences, a fractional ownership community located near the property's main entrance. As part of The Luxury Collection Residence Club, these two and three bedroom villas feature uncommon style, comfort and beauty, highlighted by smooth wood and authentic tile floors, stone fireplaces, private plunge pools and spas, and outdoor summer kitchens with gas grills. While enjoying added privacy, owners also have access to all resort services and amenities. The Phoenician



to primp and polish, visit the Drybar, nail salon and retail boutique.

#### DINING

##### J & G Steakhouse

Featuring a customizable menu of premium meats and a global selection of the finest fish, J & G Steakhouse reopened in September 2018 after a stylish refresh, featuring new flooring and furnishings, updated decor and colour schemes, enhanced seating on the outdoor dining patio and a modernized kitchen.

##### Mowry & Cotton

Modern American cuisine is prepared







*My son asked me for a father – son trip down south. I called my dear friend Sean Patrick, to inquire about the Phoenician Resort in Scottsdale, Arizona. We had five heavenly days. From the moment you walk in you are treated like royalty, from the bell captain to the front desk. The resort, service, ambience and food (amazing steak) was all impeccable. Golfing each day was memorable. Never experienced golf like this before. Every day we met interesting people from all over the world. I was so impressed that I am returning in April for a family trip.*

Dr. V. Bhandari, Burlington ON



Residences are also offered on a nightly basis, when available.

#### THE PHOENICIAN GOLF CLUBHOUSE

Home to The Phoenician Golf Course, the clubhouse reopened late October 2018 with an updated pro shop and locker rooms, as well as a refreshed 19th Hole snack shop, all complementing the enhancements to the golf course itself.

Situated at the base of the Camelback Mountain, The Phoenician is just nine miles from Phoenix Sky Harbour International Airport.

It is also in close proximity to Scottsdale's finest shopping and dining and short drive to downtown Phoenix with its historic district and attractions.

[thephoenician.com](http://thephoenician.com)



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EVIAN-LES-BAINS, FRANCE

# Hotel Royal - Evian Resort

TEXT Emilia Florek-Guerrero





# France, je t'aime

## Hotel Royal - Evian Resort

The Evian Resort captivates one of the most beautiful places in the world, Lac Lemman and the surrounding mountain peaks of the French and Swiss Alps.

Situated in Evian, the Evian Resort is a place where one can embrace the tranquility and luxury of the natural surroundings. There are numerous forest areas, almost 600 trees, meadows, gardens, a traditional kitchen garden, a rose garden, golf course and much more diverse landscape.



The legendary and luxurious 5 star Hotel Royal Palace offers massive complex grounds of more than 47-acres and overlooks Lake Geneva. The exquisite, refined rooms and suites offer guests the unique experience of enjoying true French “Art de vivre.”

It is also worth noting that this is the only wellness destination of its kind in France. Just imagine how unique this destination is that “Les Thermes” is the only pool in the world, filled with Evian natural mineral water! The Spa Evian Source revitalizes with numerous treatments. Famous throughout the world for its Spa Evian Source, the hotel has remained an unrivalled wellness and relaxation address for generations.

Contemporary design with a Belle Epoque charm, the Hotel Royal Palace’s







150 rooms and suites provide the most exquisite and artistic experience. This is an oasis of art, culture, and history with a collection of 1,500 works of graphic and photographic art and frescoes by Gustave Jaulmes.

With unforgettable views from your rooms with large French windows, numerous amenities, a vast art collection, immaculate wooden furniture, and a pristine white façade, you will know that the hotel lives up to its name. Three suites provide an experience of a lifetime with an experiential music or golf-theme.

Guests can dine at the 1 Michelin-star "Les Fresques" restaurant, "La Veranda" or the "L'Oliveraie" restaurant, each offering an organic and creative cuisine with fresh produce from the Royal kitchen garden.

After its 2015 renovation by the renowned architect of historic monuments Francois Chatillon and interior designer Francois Champsaur, the Hotel Royal was awarded the Palace label.

A royal experience awaits you!

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## Boscolo Nice Hotel and Spa

Nice, France is renowned worldwide as a destination that offers it all. The Cote d'Azur with its amazing climate, pristine waters, and amazing beaches make it a favourite location to spend the holidays.

Nice is conveniently located between Cannes and Monaco making it the ideal place to discover the area.

To feel the true lap of luxury, one can stay at the magnificent 5 Star Boscolo Nice Hotel and Spa, the Italian charm in the heart of Nice. The central area with posh boutiques, cozy bistros and hotel rooftop bars plus the main square Place Massena are all in close proximity.

The balance of history and contemporary art is showcased in every corner of the Boscolo Nice. With 112 rooms, 33 twin rooms and 7 suites, every stay provides a different experience of comfort and exclusivity.

Several rooms have a view of the famous Boulevard Victor Hugo. The colours of the rooms, white and ivory, blend perfectly with the exterior creating a very warm and cozy sensation. Wooden floors, large spaces, marble bathrooms,







and numerous amenities are sure to satisfy your needs for a perfect stay.

After a long day of sight-seeing or spending time at the beach, you can rejuvenate at the Deep Nature Spa by Biologique Recherche, a 500 m2 well-being facility. With an indoor pool, hammam, sauna, fitness rooms, and treatments. There are countless ways to enjoy the full potential of the spa as it is accessible to all guests.

The Italian charm is best noticed in the menu of the Restaurant Genesi. Another option is the Angelo Terra d'Italia restaurant offering a one-of-a-kind menu featuring truffles and mushrooms. These dishes will leave your taste buds wanting more and at the same time embracing unique creations. Both restaurants have a patio, ideal during the summer time to enjoy the warm sea breeze.

Hotel Boscolo will make sure that you will be returning again and again to become its loyal guest!

Hotel Boscolo Nice  
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THE PHOENICIAN  
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