

The Turnbull Times

June, 2017 Volume 15

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My Life Will Never Be the Same

This month's newsletter is way late to hit your mailbox's, but I promise I have a valid excuse. This is now the 15th consecutive Turnbull Times and I wasn't about to let that streak end.

June was a big month for Tabatha and I. For the last nine months we have been building up the anticipation for the arrival of our first baby. From the positive pregnancy test last October 8th, the gender reveal party in January, the baby shower and diaper party in April, to now. I have been fortunate to be able to bring you along on the journey.

Tatum May Turnbull made her dramatic entrance to this crazy world on Monday, June 19th, at 5:31 pm. She weighed in at 7lbs, 8oz, 20.25 inches long. She is just perfect.

The day of her delivery didn't quite go like we had planned out however. Tabatha woke me Monday morning, the 19th at 1:15 am thinking her water may have broke. So we slowly got

dressed, grabbed our essentials and headed for the hospital.

Upon arrival the nurses in the Baby Center Triage ran some tests on her to see if we would be admitted. Within a matter of thirty minutes after arriving to the hospital we were admitted, and were sure to be holding our baby girl in our arms soon.

As we arrived to Delivery Room 6 it began to hit me. June 19th would be the end of one chapter, and the beginning of another. I was flooded with emotions as the nurses began to get Tab settled in on her IV, and petocin to help start labor.

By 8am Tab was beginning to pick up on the intensity of her contractions, and was ready for the epidural. As the anesthesiologist arrived in our room he pulled out his tools and began to get rolling on her epidural. In his assessment of Tabs back while he was applying the numbing medication for the insertion of the epidural which is placed

between the vertebrae in your back he noticed that she had some back trauma. He stated that he was having a difficult time finding a good spot for placement of the epidural, but was confident he could still get the job done.

Five attempts later he was calling on his colleague for some help. It was obvious that this gentleman was extremely skilled at his job, but just couldn't seem to solve the puzzle in Tab's back.

I felt terrible for her. The needle of an epidural is enormous, and with it poking you in the back while you have contractions going on time and time again must have been one of the most trying experiences during her entire pregnancy.

Luckily the anesthesiologist had his colleague right next door. With a new set of eyes, and a fresh approach this gentleman was able to come through in the clutch.

Thirty minutes later Tab was out of pain, and actually able to get a little nap in.

As the morning progressed on, so did Tab. Everything was trending in the direction that we were thinking we would be holding our baby girl in just a few hours.

Tatum had other plans however. She wasn't quite ready to come out. They were constantly monitoring her stats, especially her Heart Rate. They felt like something was going to have to change or we would be heading for a

C-Section. The doctor made the decision to inject some fluid back into the uterus to help move the cord which they feared was wrapped around her causing the change in vitals.

They prepped Tab for surgery. Walked us through exactly what would happen if her stats were going to continue to dip into ranges which stress out the baby. This was not what we had planned, but was slowly looking like reality. My scrubs, hat, booties were placed on the table in the room, the consent forms were ready for signatures, and tab was all wiped

down ready to be wheeled into the operating room.

The nurses were doing everything in their power to keep us from having to go to the operating room. Trying different positions for Tab, watching her stats, moving her all around to try to find the sweet spot. They finally found one on her left side. For

the next couple of hours I sat next to Tab as she lay on her left side watching Tatum's heart rate. It was staying pretty consistent. The longer it stayed that way we knew the less likely it was we would be heading for C-Section.

By 3pm our nurse was back in our room, and Tab was dilated to a 10! It was time to start pushing.

For the next two hours Tabatha pushed, with just her, myself, and our nurse in the room. Tatum was still not ready to come out.



As the doctor came in the room after Tab had reached the 2 hour milestone they threatened C-Section once again. The last resort before they would be hauling us down to the Operating Room was to vacuum the baby out.

This was no Kirby vacuum. It was a little white puck that has a tube attached to it, and the Doc regulates the pressures on the babys head with two different throttles. It was clear that if this didn't work, then in fact we had run out of options and would be heading to the operating room.

During the first set of pushes with the vacuum the Doc expressed that he thought it would work, but the vacuum had popped off her head soon after.

As the next contraction arrived she began pushing again. Doc gauging the pressures trying to help suck Tatum out but to no avail.

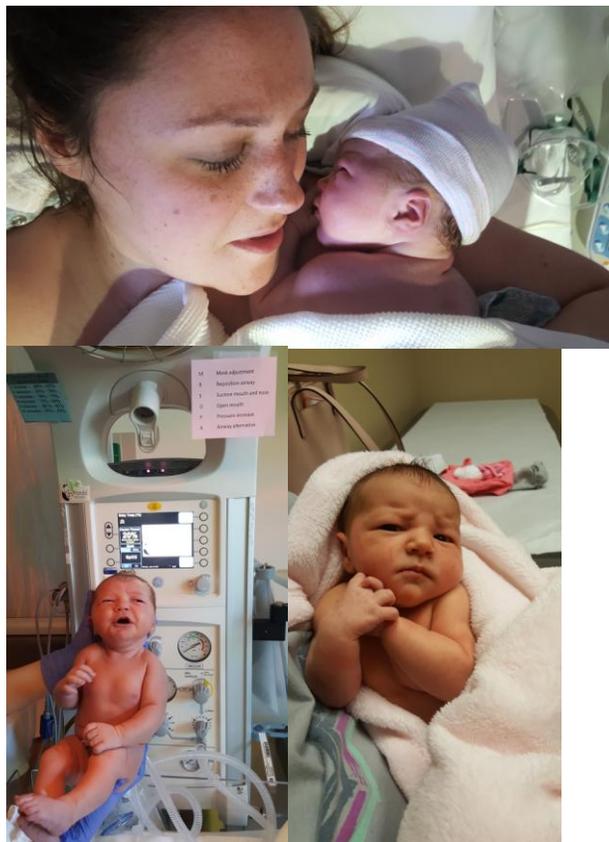
We had two strikes, with one to go.

As the next contraction came Tab knew that she had to give everything she had left in the tank after being in labor for 16 hours. She was determined to get that baby out after all the work and effort she had put in over the course of the day. Finally on her third push, clutching on and using her last gasp of energy as I held her leg out came Baby Tatum.

My heart instantly melted. She squealed just like they had hoped, and put her on Tab's chest. I couldn't take my eyes off her. Both of us were so instantly in love and overcome with emotions. Tears filled our eyes, it was instant love.

At that moment my life was changed forever. I have always wanted to be a Dad, and it was finally a reality. Life is no longer just about me. It is about my daughter, my wife, and my family.

A new chapter has begun.



A Letter For Tatum May Turnbull

In Early 2016 I made the decision to become a better storyteller. To do so I started investing in myself. I began reading books, listening to podcasts, asking more questions, listening to others, reading blogs, and writing.

It took me thirty one plus years to finally realize that life, and business isn't about luring people to your product or service, but rather creating relationships with each and every person that I come into contact with.

For my first three years in Real Estate I followed the path of "real estate guru's". Real Estate has always been a copy cat business, and I am sure it will continue to be. I was told to go knock on doors, call ten people a day and ask them if they are ready to buy or sell their home. I would "pop-by" homes of friends and family to bring "something of value". Until it clicked with me that I didn't become a Real Estate Agent to beg, barter, and plea for business. I became a Real Estate Agent to help people, not bug people.

My buddy Ryan Fletcher just wrote a story which really struck home with me. It was about the importance of storytelling, titled "If You Won't Do It For You, Do It For Your Kids!"

Here is what the intro read;

"Before we begin. This has to do with your real estate business. Your relationships. Your Kids, Your ability to communicate and influence. The past. The present. The future. Your ability to lead. Your ability to create. And it has to do, 100% with putting yourself in control to be the best parent you can be. And if you won't do it for you, then do it for your kids."

You see before Tabatha and I introduced our beautiful daughter, Tatum May Turnbull to the world, I never really understand the, "doing it for your kids" statement.

As I have previously written about how I lost my Dad at the young age of 3 in a logging accident. The only memories I have of him are from stories.

Unfortunately my Dad didn't produce written stories to be shared that I can look back on to share with Tatum. It is something that I wish I could look back on to not only help remember the type of person my Dad was, but also to be able to take some of his life lessons, and apply them to my own life.

I can't imagine leaving this earth too soon, before I get to see Tatum grow and flourish as a human, but if for some reason that ever does happen I want her to understand one thing, **FIRST BECOME A GREAT STORYTELLER, AND THEN WORRY ABOUT WHAT YOU WANT TO DO FOR A CAREER.**

I keep extras of every newsletter I write, plus post them on my blog site, so they can also be found and read on the internet.
(www.colesturnbull.com)

HERE IS THE REASON WHY

Ryan wrote: ;*"To see into the future. We can look into the past. Horse and buggy builders thought cars were a fad. Newspapers, once staples in American society, now are only good to start campfires. Countless professions and innovations like this have occurred. Welders used to weld cars. People use to ship packages. Now automated robots weld cars. And in Amazon's warehouses, automated robots ship packages. Soon, maybe another 10 years your*

packages will be delivered to you by drone- not in a truck...”

The prediction from many is that 45% of our jobs will be replaced by robots in the next 20 years.

The thought of that is scary. Yes new jobs will be created, but more will be phased out as robots will be able to take the places many of us rely on to put food on the table for our families.

It is a harsh reality.

Our youth are told to be successful they must go to college. Don't get me wrong college is good for certain folks, but not necessary for everyone who aspires to be someone or something.

If someone would have gotten through to me the importance of becoming a story teller before I spent a hundred thousand dollars on college I would have been leaps and bounds ahead of most of my competition.

Instead I went through four and a half years of college to receive my Bachelors of Science Degree in Geographical Sciences. Geography was natural to me. It was my best subject in college, and GIS was a growing industry.

Once I graduated college I was sure that I would land a job at one of the local municipalities, or utility companies in their GIS departments. What I didn't consider is that every job opening I came across I would be applying against hundreds of other applicants, most of which were more qualified for the position than I was. Resume after resume went out, but nobody was interested in hiring me. I had nothing to set me apart.

I was looked at as a commodity with my Resume, not an asset.

So Tatum, my pledge to you is that I will do everything in my power to share with you everything I learn along the way about becoming a storyteller. I aspire to grow old, share my stories with you, and watch you take on the world one story at a time.

Congratulations



Shad and Katie Mack welcomed their sweet baby girl, Kynlee Nicole Mack into the world on June 5th. Congratulations to Shad and Katie!

A Case Study

11560 N. Cattle Dr. Hayden, ID 83835

Less than a year after purchasing the home, the Stoddard's informed me that they had a change in life plans and were ready to put their home on the market.

This was surely going to be one of the biggest challenges I have faced. With the home being turn-key when they purchased it was going to be tough to create the value to get them out of the home and not lose them money. Challenge Accepted.

As typical when preparing to list a home I search high and low for the different scenarios to maximize value for the sellers. One of the questions that always comes to the forefront is if there was one thing you could change about your home, what would it be?

I had recalled our conversations from when they purchased the home. They had talked about different aspects of the home that they planned on altering. However they hadn't had time to even unpack all of the boxes from moving in before they were ready to move out.

Just like every listing I take, the approach is always the same. I headed out to do our initial walk through of the home. Taking notes while walking the home, asking questions, really caring and picturing different scenarios to maximize the value of the home.

After I walked through the home, my stager Griffen, with White Brick Interiors came in to work her magic. Her scientific staging skills, and knack for style and flow is certainly an asset to

any home, but especially one like this where visuals were going to be huge.

Griffen and I were on the exact same page for this home. We both agreed that it was necessary for the laminate countertops to be upgraded. Buyers in higher price ranges expect certain features, and Granite or Quartz countertops are one of those features. It was also suggested that the hardware was to be installed on the kitchen cabinets and drawers to really put the finishing touches on the kitchen.

Following our recommendations, the Stoddard's agreed that replacing the countertops was something that they had wanted to do when they bought the house, but never got around to it.

It took a couple of months from our initial consultation before we were ready to put the home on the market. As I came back to the home to see all of the work that had been done before we got the photographer out there I was amazed by how differently the kitchen looked, and felt. They had beautiful white quartz counter tops installed. Quality hardware from Northwest Hardware Supply created the feeling of a whole new kitchen.

When I was at the home getting the listing paperwork signed the Stoddard's had shown me the photos that they took of their home. While they were good, they weren't the absolute best which is what my clients deserve. My photographer has a knack for catching certain angles to really showcase a home. I

wouldn't waiver from my approach. It has been tested and tried. Professional photos are just one of the critical aspects to getting the desired results in the sale of a home.

Once Mike, my photographer got in the home, and got the photos back to me that week we were ready for market at the asking price of \$379,000. This was nearly \$40,000 more than what the Stoddard's had purchased the home for a year before.

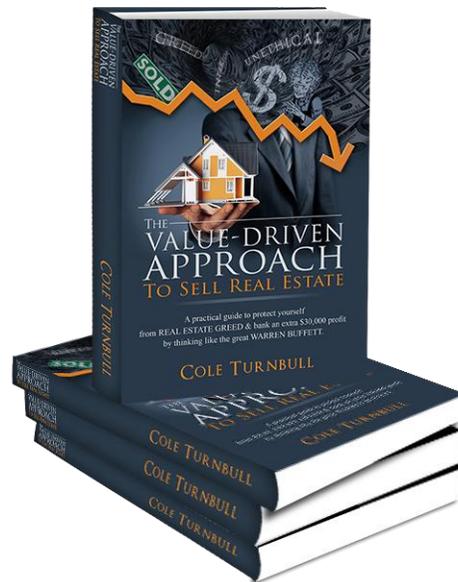
After being on the market for just a couple of days, and ample showings we were hit with multiple offers. Both were good offers, but one was just a little bit higher than the other. By Saturday night, just two days after going on the market the house was under contract and we were moving towards closing.

Unfortunately a couple of weeks after we went under contract with the buyers they were unable to obtain their financing. The deal was terminated and we were back on the market.

After being back on the market for just a couple of days, we had received another offer. This one was exactly what the Stoddard's were looking for.

This deal went much smoother than the first. The buyer's were able to execute on their financing, and the Stoddard's were able to leave the home they had just purchased a year prior, all while making a profit after fees, and the pre listing upgrades were accounted for.

Challenge completed. The Value-Driven Approach was executed to a T by both my team, and the Stoddard's.



**Have you received a copy of
“The Value-Driven Approach to Sell Real Estate”?**

If you would like one please visit www.colesturnbull.com/my-book/ to receive your free copy.

The Turnbull Times

Cole Turnbull
852 E. Warm Springs Ave
Post Falls, ID 83854

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About the Author- Cole Turnbull is an entrepreneur and relentless innovator of the real estate industry. He is the creator of the "Value Driven Approach to Sell Real Estate". Fortunate enough to be one of the few who were born and raised in North Idaho. Cole Enjoys spending time in the great outdoors, and is an avid Seahawks and Sun Devil fan.

Cole also supports many great national charities too, such as: National Foundation for Transplants, St. Josephs Foundation, Boys and Girls Club, Movember Foundation, Forward Assist Foundation, Rocky Mountain Elk Foundation among others. Being a committed philanthropist he hopes to raise/donate over \$10,000 to local charities each year.



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