



Never Exercised? Starting late still pays big dividends.

You've heard about it, read about it, and vowed to start ... some day. Now you might think it's pointless, but experts at Tufts University say it's never too late to start exercising.

If you're at mid life and your tennis shoes are just for show, you can still begin to get your body moving. But check with your doctor to see what type of activity is recommended for you.

Over two decades, Swedish scientists studied a group of people including those who were new to exercise and those who exercised regularly. At the five-year point, those who were sedentary at the beginning of the program had the highest mortality rates.

After 10 years, however, people who began exercising at age 50 had a mortality risk as low as those who had exercised all their lives.

Quote of the Month
"Good manners will often take people where neither money nor education will take them."

Fanny Jackson Coppin

Hiring Family Members: Wait, Watch and Learn

Is your college grad smart, willing, and thinks you will hire him into the family business when he graduates?

Don't. That's the advice of Allen Fishman, author of 9 Elements of Family Business Success. The biggest problem, he says, is that doing so will leave them wondering if they could have made it on their own.

Plus, if new grads work with another company for a few years, they will get training and gain experience that could help both them and your company in the future.

Interviewed for INC., Fishman says with that knowledge and training, your son or daughter will bring new ideas to your company when you do decide to bring them in. And other employees will believe in their capabilities, knowing they were not hired just because they are related to you.

Outside experience has another benefit for the new graduate. If the business ever goes under, he or she will have work experience with a company other than the family business.

Fishman also recommends:

- * Creating a written policy for hiring, reviewing and terminating family member employees.

- * Choosing a successor and creating a succession development plan.

- * Ensuring good results-driven family communication.

- * Recruiting and retaining talented non-family member employees.



Solve Small Problems to Make Big Progress

The road to continuous improvement begins with a single step. In his book, One Small Step Can Change Your Life, Dr. Robert Maurer of UCLA's School of Medicine recommends focusing on small problems first.

Maurer bases his one-small-step recommendations on Kaisen, developed from



Chinese wisdom written thousands of years ago. It is a gentle but potent way to bring change. He recommends: Think small thoughts, take small actions, solve small problems.

Maurer says, for example, the way to lose weight is not with a crash diet but by eating a little less at every meal. Life-changing exercise can begin by just standing on a treadmill for one minute a day.

Here's how it works:

Step 1: Each day, identify one mistake you have

made without becoming angry at yourself. This will help you notice what is available for improvement.

Step 2: Ask yourself whether the mistake might reflect a larger problem. For example, if you misplaced your keys, is it an indication that you are over-committed or are too distracted?

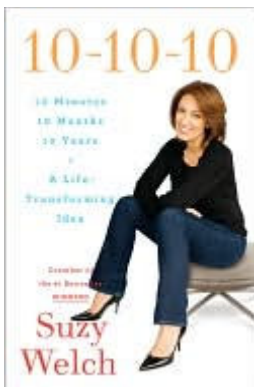
Step 3: Ask yourself what small step you can take to correct it.

Visualize a change you want and give yourself small rewards for steps toward achieving it.

Book Review: The 10-10-10 Decision-Making Strategy

You want to be the one who makes decisions in your life, be they large or small. Too often, however, decisions are based on what makes you feel comfortable right now and driven by impulse, stress and previous experience.

Suzy Welch, former editor of the Harvard Business Review, says there is a better way. In her new book, *10-10-10: 10 Minutes, 10 Months, 10 Years*, she



tells of a life-management technique she invented a dozen years ago. It involves making a decision from the perspective of 10 minutes, 10 months and 10 years, and how it could affect your life during each time period.

The different time frames, says the author, will bring out your unconscious agendas, fears, needs and desires. Considering them can help you live according to your main goals and values. Welch says the technique can replace chaos in your life with consistency, guilt with joy, and confusion with clarity.

Other interesting points she makes:

* Your career path will zig-zag over many years and over rocky terrain as you inch ever closer to the

work you were born to do.

* At the same time you are trying to make sense of your career, you will be trying to figure out something more confusing: Love.

* School teaches you that life is about success. Life teaches you life is about happiness.

Though she is a successful author and speaker, Welch is often remembered for her pre-marital relationship with former GE chief Jack Welch.

Seven months after the story came out, she had been fired

from her job, and her future husband, Jack Welch, had paid \$75 million in a divorce settlement.

Today, they work together 24/7 to raise her four children and publish books and articles.



5 Easy Ways to Get More Fiber For Better Health

If you need fiber but don't like foods like broccoli and black beans, don't worry. There's a big list of other foods to choose from.

Fiber helps to move food through your digestive system. On the way, it can improve your cholesterol numbers and lower your blood sugar. It also does things you don't regularly talk about such as reducing the risk of constipation, hemorrhoids and diverticulosis.

Most Americans get only 15 grams of fiber a day instead of the 19 recommended for women and 38 for men. If you're 51 or over, it's 21 grams for women and 30 for men.

* Fruits and nuts provide a gram or two per serving, but the Mayo Clinic says pears, apples, raspberries, bananas and oranges have 3 to 5 grams.

* Among vegetables, you will get 4 to 5 grams from just a half cup of green beans, squash, baked beans or sweet potatoes.

* Some common cereals are good choices. Two shredded wheat biscuits, for example, have 5.5 grams, and a cup of Post Raisin Bran has 7.1 grams.

* If you really want to catch up on your fiber intake consider:

- Kellogg's All-Bran Buds, 1/3 cup, 12.9 grams
- General Mills Fiber One, 1/2 cup, 14.2 grams
- Post 100% Bran, 1/3 cup, 8.3 gram
- Kashi GoLean, 1 cup, 10.2 grams
- General Mills Fiber One (1 bar), 9.0 grams

For a snack: 3 cups of popcorn has 3.3 grams.



Useful Tips and Tricks for Staying Well This Winter

The best times and best ways to wash up

* Wash your hands before lunch, especially after a meeting or church service where everybody shakes hands.



* Wash after you use the bathroom, change a diaper, sneeze, cough or blow your nose.

* Do it after you ride on public transportation or go shopping.

* Sanitize or wash every couple of hours during cold and flu season. Germs stay on door handles, desks, pens and everything people touch.

Here's how to wash:

Use soap and water if it's available.

Studies show it removes more viruses than alcohol-based hand rubs.

Use enough soap to work up a lather. Lace your fingers together to cover all surfaces and rub the finger tips of each hand on the other hand. Wash for about 15 seconds or as long as it takes to sing "Row, Row, Row Your Boat."

Dry your hands on paper toweling if it's available, rather than use a hand dryer.

Fish for your heart

Studies published in the European Heart Journal and elsewhere show that eating fatty fish just once a week lowers men's risk of heart failure. Eating a small, 3-ounce serving each week resulted in reducing heart failure by 12 percent.

Fish such as salmon, herring, mackerel, whitefish, lake trout and albacore tuna are rich in omega-3 fatty acids.

Massage for back pain

Back pain that is not caused by a specific condition or injury can be difficult to treat. Many times, massage therapy can help. A course of treatment reported in the Archives of Internal Medicine included 262 people with chronic back pain. After one massage per week for 10 weeks, they reported much less pain up to one year after the treatment.



Think There's No Such Thing As a Relaxing Visit to the Dentist?

Got pain? Have no fear, sedation is here.

Did you know **75% of all Americans experience feelings of anxiety** and dread about going to the dentist?

Did you also know that as many as **30 million Americans are deathly afraid of the dentist?**

I realize that as an intelligent, knowledgeable person, you already understand the importance of healthy teeth and gums—how they enhance your good looks, give you a more youthful appearance, keep you pain-free and promote overall good health.

I also know that doesn't amount to a hill of beans when queasiness and even terror seize your body at the thought of visiting the dentist. Fortunately, those days are long gone. Despite what your dentists

may have told you in the past, there is a pleasant, safe, easy way for you to stop suffering from the horrible hidden costs of improper dental care like:

- Romances snuffed out because of **chipped, jumbled, broken or missing teeth** that create an unpleasant smile to look at
- Tender, sensitive, uncomfortable teeth
- **Lost ability to enjoy your favorite foods**
- **Dreading every social outing** or event because people may notice and be "turned off" by your smile
- Worsened nutrition and health
- **Outright pain** every time you bite down
- Your grandchildren commenting on or even making fun of your teeth
- Lessened self-confidence
- **Losing the promotion** that should have been yours, and

- Ever-increasing **unsightly gaps** among your teeth that **worsen as you grow older**



Dr. Briscoe

No longer do you need to be embarrassed by your teeth.

No longer do you need to hide your grin, use those phony smile tricks or live in pain.

Finally, you can reclaim your health and your good looks with the miracle of sedation dentistry.

To learn more about sedation dentistry and how you can get the teeth you want and deserve, **call 858-454-3221 today.**

Don't forget to ask about your free consultation.

Did You Know...

ARESTIN is an antibiotic powder that is effective at shrinking the size of an infected periodontal pocket during Active Periodontal Therapy and Periodontal Maintenance. Arestin remains in the pocket for at least 14 days to help ensure continued treatment to restore your gums to a healthy state.

For more information or to make an appointment, call

858-454-3221

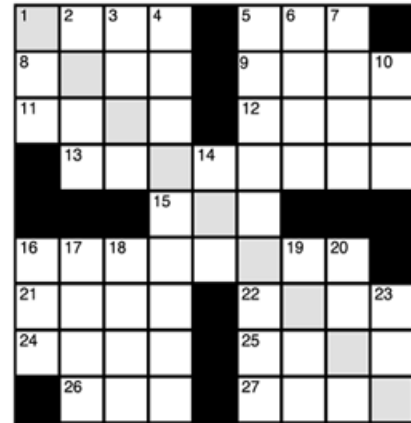
Water border

Across

1. Applaud
5. Big ___ Conference
8. Drill
9. Auditory
11. Computer picture
12. Insect stage
13. Volcanic glass
15. "Am ___ believe ...?"
16. Eastern European
21. Soon, to a bard
22. Bank claim
24. Merlot, e.g.
25. "___ and the King of Siam"
26. Mr. Turner
27. "How ___!"

Down

1. "60 Minutes" network
2. Dotty
3. Kuwaiti, e.g.
4. In retirement
5. Very high price
6. Small purse
7. Australian palm
10. Sack, SI.
14. "___ alive!"
16. Swerve off course
17. Building block
18. Departed
19. Hokkaido native
20. Peddle
23. Dumfries denial



The headline is a clue to the answer in the diagonal.



Charles Briscoe, DDS
 La Jolla Dental Care
 7737 Herschel Avenue
 La Jolla, CA 92037

