



Kearsarge Happenings

Sponsored by The Kearsarge Area Chamber of Commerce

Aug-Oct

Summer / Fall 2013

Volume 3

DISCOVER THE KEARSARGE AREA

Business Spotlight

Nancy Kschinka CLASSICAL ACUPUNCTURE



Nancy received her Masters of Acupuncture degree from the Traditional Acupuncture Institute in Columbia, Maryland where she has also served as an Instructor. She is a New Hampshire State Licensed Acupuncturist, and is a Diplomate of the National Commission for the Certification and Accreditation of Acupuncture and Oriental Medicine. She also holds a Master of Education degree and a Bachelor of Arts in Psychology, with extensive experience in the mental health and drug and alcohol recovery fields. She has been trained by Chan Zong and holds a teaching certification in Crane Style Qi Gong. Nancy is also a certified and licensed (Maryland) animal acupuncturist. Having grown up in the wooded areas of northern Pennsylvania, Nancy uses the natural world as a guide to facilitating the natural healing within her patients. Nancy's grounded, compassionate style of treatment focuses on empowering each individual to access their fullest energetic potential on all levels.

Classical Acupuncture will treat your energetic root, not just your symptom. So rather than an issue being masked, the underlying imbalance causing the symptom is addressed. This lessens new or worsening problems showing up later.

Classical Acupuncture will treat all aspects of you. We are whole beings, and are physically, mentally, emotionally, and spiritually integrated. Good treatment will be integrated as well, so all aspects of you heal simultaneously. Many people use treatment as preventive medicine - addressing minor imbalances before they become more deeply rooted. This keeps you feeling good!

You will be treated on an individual (not group) basis, so that you receive full attention - your issues are heard, diagnostics can be clear, and treatment can appropriately meet your needs.

This style of acupuncture is based the ancient Chinese medical texts that are the foundation of Chinese medicine. This the style that has proven itself through the test of time. There is a reason Classical Acupuncture has been around for thousands of years - it works!

What to Expect

Your first acupuncture session will last about two hours and will include a personal history, a diagnostic examination, as well as your first acupuncture treatment. You have opportunity and time to ask questions and make your treatment goals clear. Subsequent treatments last about an hour. Treatments are typically required weekly for 6-8 weeks and then reduced in frequency. This varies between individuals and depends on the length of severity of treatment issues.

Continued on Page 5

Kearsarge Area Towns Info

Town of Bradford

West Main Street
Bradford, NH 03221
Town Hall: 938-5900
www.bradfordnh.org

Town of Hopkinton

330 Main Street
Hopkinton, NH 03229
Town Hall: 746-3170
www.hopkinton-nh.gov

Town of Newbury

PO Box 296, US Rte. 103
Newbury, NH 03255
Town Hall: 763-4940
www.newburynh.org

Town of Sutton

PO Box 487
Sutton, NH 03260
Town Hall: 927-4416
www.sutton-nh.gov

Town of Warner

PO Box 265, 5 E. Main Street
Warner, NH 03278
Town Hall: 456-2298
www.warner.nh.us
BLOG: www.warnerblog.com

Town of Webster

945 Battle Street
Webster, NH 03303
Town Hall: 648-2272

Kearsarge Area Chamber of Commerce meetings are held the
4th Wednesday of each month at 5pm in the KACC office
at 22 E. Main Street in Warner.

ALL are welcome to attend!

Volunteers are needed to help with procurement of advertising
and distribution of the publication as well as the quarterly KACC-
sponsored Red Cross Blood Drives. Please contact any board
member if you are able to offer any assistance.

www.KearsargeChamber.org

Kearsarge Happenings

PO Box 108, Warner, NH 03278

Advertising rates and sizes can be found on the inside back page.

For questions, please contact Rhonda Rood at 456-6100
or by e-mail at househunter@tds.net.

To submit ads, articles & photos, e-mail Scott Hanwell **by the posted
deadlines** at happenings@kearsargechamber.org.
(pdf, jpg or MS word document please)

Quarterly Deadlines:

Fall/Winter Edition: **Deadline is Oct 9, 2013** (Published by Nov 6th)
Winter/Spring Edition: **Deadline is January 8, 2014** (Published by Feb 5th)

Submissions for informative articles and events within the area are
welcome. We make every effort to include as much information as possible
and reserve the right to edit or shorten if necessary if you submit a full
page or more. **We are not responsible for typographical errors
contained within ads submitted, nor can we modify or change content.**

Please proofread before submitting.

*Sponsored by The Kearsarge Area Chamber of Commerce
a non-profit organization*

Kearsarge Happenings Volunteer Staff

Senior Editor - Scott Hanwell

Assistant Editor - Laura French

Advertising - Rhonda Rood

Calendar - Nancy Ladd & Faith Minton

Reporter - Richard Dahlgren

**We are always looking for informative articles, photos and news
from the towns in the Kearsarge Area. Please e-mail your
submission to: happenings@kearsargechamber.org.**

Simonds Elementary School... Motto: "Work Hard, Get Smart"



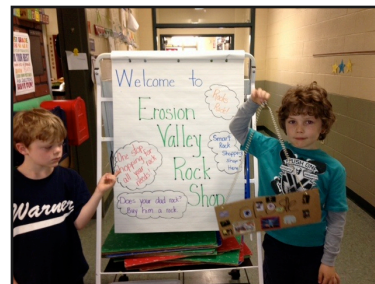
Commissioner Barry of the NH Board of Education along with Superintendent Frew visited Simonds School.



Simonds students participated in a day long Health and Safety Fair on May 31st. Various agencies from the town of Warner assisted, including Warner Fire & Rescue and the Warner Police Department.



Through the Bartlett Fund, Simonds Students enjoyed a day at the McAuliffe-Shepard Discovery Center.



Simonds 1st Grade students learned about rocks and minerals as well as running a small business by hosting the Erosion Valley Rock Shop.

Each class at Simonds School chose items to be place in a time capsule that was then buried under the Warner Town Hall steps.



After a visit from local author, Mary Lyn Ray where each student received an autographed book, Simonds 5th graders were each given a tree to plant. These trees are out behind the school bordering our outdoor classroom.

Welcome NEW Chamber Members!

Charlie Macs

17 East Main St.

Warner, NH 03278

603-456-2828 / CharlieMacsPizzeria@tds.net

A pizzeria specializing in PIZZA! We are a family friendly reesaurant focusing on providing superior quality items, quantity and calue... in other words, awesome tasting pizza, enough for the entire family at a great value.

www.charliemacs.com

College of Saint Mary Magdalen

511 Kearsarge Mtn Rd

Warner, NH 03278

603-456-2656

A private, four-year, liberal arts college offering Bachelors and Associates degrees in Liberal Studies. Catholic, co-ed.

www.magdalen.edu

Courser Farm Kitchen

374 Schoodac Rd

Warner, NH 03278

603-456-3997 / emma@courserfarmkitchen.com

Granola with Taste!

www.CourserFarmKitchen.com

D'Orazio Electrical

2276 Hopkinton Rd

Hopkinton, NH 03229

603-714-4815 / marc@dorazioelectric.com

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www.DOrazioElectric.com

Horizon Settlement Services, Inc.

6 Garvins Falls Rd

Concord, NH 03301

603-225-7654 / snoyes@horizonsettlement.com

High quality services you can depend on: title work, document preparation, closing coordination, settlement services, estate services, title insurance. www.horizonsettlement.com

T. Baye Cuilding Company, LLC

6 Garvins Falls Rd

Warner, NH 03278

603-848-5850 / tombaye@gmail.com

Custom home bulding and remodeling. Many local references available.

The FootHills of Warner Restaurant

15 East Main St.

Warner, NH 03278

603-456-2140 / thefoothills@tds.net

Breakfast and Lunch. Open seven days a week from 6am to 2pm. Great country meals, large portions. You won't leave hungry.

www.foothillsrestaurant.com

The FootHills Country Treasures

17 East Main St.

Warner, NH 03278

603-456-3050 / thefoothills@tds.net

Primitive country home furnishings and goods. The FootHills Bakery items, coffee, penny candy & much more!

The Local

2 East Main St.

Warner, NH 03278

603-456-6066 / thelocal@thelocalwarner.com

Lunch and dinner with full bar. Kid friendly food options but delicious and hearty adult fare, as well. Take out food available for lunch and dinner. "It's where your friends are".

www.thelocalwarner.com

If you are a business in the Kearsarge area, please consider joining the Kearsarge Area Chamber of Commerce. It is a great way to help contribute to the continued economic development of the Kearsarge Area.

The KACC membership fee of \$70 helps to support our educational and networking mission by supporting Business After Hours, Coffee Talks, the KACC website and various community projects including this publication. Members receive a listing and link on the KACC website as well as a listing in the Membership Directory.

**Visit our website to obtain your application:
www.KearsargeChamber.org**

Business Spotlight Continued from Cover

Treatment is for *you*, and you will be given full personal, individual attention during each session. While needles are a primary tool, you may also benefit from moxabustion, a form of heat applied to acu-points. Offerings for movement, breath work, dietary or other lifestyle changes may be discussed. Patients frequently report that in addition to symptom relief, they feel better about themselves and more in tune with their everyday life. Acupuncture is a subtle yet profound intervention assisting you to come to life fully!

Classical Acupuncture

Originating in ancient China, acupuncture is the oldest continuously practiced medical system in the world. It is used by one-third of the world as a primary healthcare system and has been endorsed by the World Health Organization and and National Institutes of

Health. The acupuncture medical model is based on natural laws which describe the flow of life energy in nature and correspondingly in the body.

This life energy, called ch'i (pronounced "chee"), moves through the body in channels called meridians. When the ch'i in the body is appropriately full and flowing, health is promoted. When the ch'i is unbalanced, depleted, or obstructed, discomfort and illness result.

Symptoms are our distress signal that there is an imbalance in the energy flow. This may be noticed on any level of our being. If this imbalance isn't addressed, later more serious issues are likely to occur. Classical Acupuncture treats the deeper, underlying imbalance in addition to treating the symptom. For this reason, many people use acupuncture as preventive health care.

Because Classical Acupuncture treats the underlying energetic imbalance, healing and well-being are benefited on all levels. The physical body, mental/emotional aspects, and your deeper sense of self all benefit.

Benefits

While acupuncture is widely known to relieve pain, it is also very helpful for many conditions where pain is not primary, including a wide variety of chronic conditions. Acupuncture facilitates healing to the body's optimum degree. Therefore, most people notice an alleviation or reduction in the frequency or severity of symptoms, or notice a slowing in the progression of an illness. And, traditional acupuncture helps with our emotional selves, which plays a major role in our ability to heal and handle the stresses of illness. Acupuncture is beneficial in preventive health care, health maintenance, and illness/injury recovery for acute and chronic conditions.

Uses with Other Treatments

Acupuncture is used successfully in conjunction with western medicine. With your physician's consultation, medications can often be lessened or discontinued. Acupuncture combines well with massage and other types of bodywork, herbal therapy, and many other treatment modalities.

Safety

The acupuncture needles used are of the highest quality, solid surgical steel, pre-sterilized, used only on you, and then safely disposed. Needles are extremely fine (slightly thicker than a hair), very smooth, and therefore virtually painless. Clean needle procedures are part of the certification process to ensure your safety and confidence.

The acupuncture office is conveniently located at
633 Maple St., Hopkinton, NH (Exit 6 off 89N)

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National Board Certified (NCCAOM) Acupuncturist NH  
Licensed Acupuncturist  
Classical Five Element Acupuncture

~~~For inquiries, call~~~

(603) 746-4339
or email: nancy@acuworks-nk.com

Warner Fire Department Receives Generous Gift

Submitted by Ed Raymond (*Chief, Warner Fire Dept.*)

The following is a story of enormous generosity. Back a few months ago the Warner FD held a modified CPR class for the people of the local museums and Historical Societies. The purpose of this class was to inform the employees on what to do if someone has a heart attack or chokes while in one of their establishments. The class consisted of about a dozen people. We instructed them on how to do chest compression during a cardiac event. Everyone was very interested in how and why we do CPR and they all agreed after trying it that it was very difficult and exhausting. This is where it gets good! As the instructor finished up he mentioned that there was a device, Lucas 2, that had just come out that would mechanically do chest compressions and allow the EMTs to perform other life saving procedures for the patient. The Warner FD was in the process of raising funds to acquire one of these units however due to the cost it was taking time to raise that much money. After the meeting we returned to the fire station to find Mary Cogswell (who was in the class) speaking with Chief Ed Raymond. Mary told the Chief to order a Lucas device and that she and her sister Nancy would pay for it. People like the Cogswells do not come along very often but it does give you a good feeling that they are members of the Warner community. Thanks to the Cogswells the department not only has a Lucas device, but we were able to use the money we had raised to acquire a new Cardiac/Defibulator as well. These additions will help the WFD provide even better care to the citizens of our GREAT town.

Thank you very much Mary and Nancy!

Relax. And enjoy your new view.




Whether you're buying your first home or a place to get away from it all, our team of local, experienced mortgage specialists will help you every step of the way.

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KEARSARGE COMMUNITY RECURRING EVENTS

Book Group @ MainStreet Bookends, Warner. Last Sunday 3-4pm, 456-2700, www.mainstreetbookends.com

Book Group @ Hopkinton Library, 3rd Wednesday 1pm, 746-3663, www.hopkintontownlibrary.org

Book Group @ Newbury Library, 1st Monday 7pm, 763-5803, www.newburylibrary.net

Book Group @ Brown Library, Bradford 2nd Wednesday 7pm, 938-5562, www.brownmemoriallibrary.org

Book Group @ Webster Library, Last Thursday 7:15pm, 648-2706, www.webster-nh.gov/Pages/WebsterNH_Library/index

Reading by the Fire @ MainStreet Bookends, Warner, Wednesdays 6:30pm (during school year), 456-2700

Children's Storytime @ Brown Library, Bradford, Mon 10am, Wed 10:30am 938-5562

Children's Storytime @ Pillsbury Library, Warner, Thursdays 10:30am, 456-2289

Children's Storytime @ Newbury Library, Wednesdays 10:30am, 763-5803

Children's Storytime @ Hopkinton Library. Story Time (age 3-5) Tues 1pm, Wed 10:30am; Lap Time (age up to 2) Fri 10:30am. 746-3663

Book-to-Movie Discussion @ Brown Library, Bradford, 1st Friday 7pm, 938-5562, www.brownmemoriallibrary.org

Third Friday Movie Night @ Brown Library, Bradford. 3rd Friday 7pm.

Winter Farmer Market: Contocook @ Gould Hill Farm, Sat 10-1pm

Kearsarge Area Eat Local @Pillsbury Free Library, Warner. 1st Wednesday 7-8:30pm

Music/Open Mic @ The Velvet Moose, Warner. Sundays 1-5:30



Stitches From the Heart Quilters @ Bradford. Mtn. View Senior Center. Tuesdays 10am

Writer's Group @ Pillsbury Free Library, Warner. Every other Thursday 6:30-8pm. Read and critique works in progress written by members

Stained Glass Club @ Slusser Senior Center. Thursdays 6-8pm, Hopkinton 746-2915, www.hopkinton-nh.gov



Scrapbook & Crafts Sessions @ Slusser Senior Ctr., 2nd Fri 6:30-10pm; 4th Sun 1:30-5pm, Hopkinton

Studio Art Day @ The BeeHive, 19 E. Main St., Warner (formerly Wing-doodles) Fridays 3-9pm.

Kearsarge Quilters @ Pillsbury Free Library, Warner. 2nd Tuesday 1-3pm, 456-2289, www.warner.lib.nh.us

Kearsarge Wool Spinners @ MainStreet Bookends, Warner. Last Tues. 10-3pm 456-2700

Library Spinners Group @ Hopkinton Library. Last Thursday 5:30-9:30pm

Knitting Group @ Hopkinton Library, Tuesdays 5:30-8pm, "Chicks with Sticks"



Knitting Group @ Pillsbury Free Library, Warner, 3rd Tuesday 6:30-8:30pm

Bradford Fish & Game Club @ Gillingham Dr clubhouse, 1st Monday 7pm, www.bfandg.com

Warner Fish & Game Club @ Bartlett Loop clubhouse. Last Wed 7:30pm www.warnerfishandgameclub.org

Bridge Players @ Pillsbury Free Library, Warner. Thursday 1pm

4-H Club @ United Church of Warner. 2nd Monday 6:30-7:30pm, contact Susan Jenna 456-3394

NH Quarter-horse Assoc. Mtg. @ Pillsbury Free Library, Warner. 1st Tuesday 6:30pm, 456-2289, www.warner.lib.nh.us

Tai Chi @ Slusser Senior Center, Hopkinton. Tues 7-9pm; Sat 8:30-10:30am; Beginner's class Thurs 6-7pm. 746-2915

Yoga @ MainStreet Bookends, Warner Wednesdays 6pm; Fran: 456-3099

Yoga @ Local Motion Studio, Warner Mon 5pm, Tues 8:45am, Wed. 4:30pm Faith: 456-3098

Strength & Tone Class @ Local Motion Studio, Warner. Thurs. 9am, with Faith 456-3098

Zumba @ Slusser Senior Center, Hopkinton. Thursday 4:30pm, 746-2915

Zumba @ Local Motion Studio, Warner. Tues. 5:30pm, Thurs. 6pm, Sat. 10:15am - with Heidi 848-4070. Mon. 6:30pm - with Jamie 201-259-4504. Tues. 3:30pm - with Sue 938-2063

Kickboxing @ Local Motion Studio, Warner. Sat. 9am with Heidi 848-4070



Tai Chi @ Local Motion Studio, Warner Wed. 5:30pm with Tony 863-8249

Adult Old School P.E. @ Simonds School, Warner. Mondays 7-9pm

Adult Volleyball @ Simonds School, Warner. Tuesdays & Wednesdays 6-8pm

Adult Volleyball @ Hopkinton High School. Sundays 7-9pm

Senior Strength Training @ Warner Town Hall. Mondays & Wednesdays 9-10am. Lower Mtg. Room. Free.



Blood Pressure Screening: Bradford Senior Center: 3rd Thur 11:30-12:30pm; Warner Senior Center: 4th Wed 10:30-noon. Warner Pharmacy: 4th Tues 9:30-11:30am, 526-4077

Blood Pressure Screening @ Slusser Senior Center, Every Wed. 11:30-12pm 746-2915, www.hopkinton-nh.gov

IOOF Breakfast @ Oddfellows Hall, 2nd Sunday 7-10 am, Chef Corey, Rte 103, Contocook

Fish Fry @ Magdalen College, Warner 3rd Friday, 5-7pm; 456-2656

Wing Chung Kung Fu Club @ Woodlawn Pet Resort. Warner. Wed. 7-8 pm. Call Abel, 491-5615, or andrea@woodlawnkennels.com



Call Susan Jenna at 456-3394 for more information.

Visit the 4-H Website at:
<http://extension.unh.edu/4H/4H.htm>
 for more information about 4-H.

Open House:
Monday, September 9 at 6:30
at the United Church of Warner.

Join Warner 4-H Club Today! September 9, 2013

Who: Youth ages 8 to 18

What: Warner 4-H Club is a small community 4-H club doing a variety of projects.

Why: *It's fun!* You get together with a great group of people, and you will learn some new skills.

When: We meet the second Monday of each month, Sept-June. There will be other project meetings throughout the year.

Where: Our monthly meetings are usually at the United Church of Warner. Meetings can also be held at other locations.

Adult Volunteers Needed!

Do you enjoy working with youth? Do you have some specialized skills or talents that you would like to share? Would you like to see the next generation carry on the traditions of your hobby or your work?

Call today to find out how you can contribute to the culture of our youth! Call today to find out how you can promote your hobby, talents, and skills.

Carpenters, quilters, photographers, chefs, foresters, bicyclists – whatever your hobby, there are youth who are interested in learning from you. Please join us.

Call today: 456-3394 or 796-2151.

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 or Call Today for more information!**



603.491.9253

KACC Member News



Country Houses Real Estate warmly welcomes Paul Breslin as a new sales agent to the Warner office. Paul is transferring the extensive marketing and sales experience from his 30 years in corporate business into indispensable skills in real estate. His last position as VP of Client Relations for a telecommunications corporation gives him the edge in negotiation techniques. Now a full time resident of Warner where he has had a home for 12 years, Paul is active in the community and various local organizations. Well known for his extraordinary gardens and home, Paul is eager to assist in staging his listings to bring the highest price.



Stop in at our Warner office and say hello to Paul and his adorable bulldog, Lucy!

Graham Gifford recently joined the team at the New Hampshire Telephone Museum as their Administrative Coordinator.



As the former Director of Product Development for Mesa International, Graham will be providing her skills in project



management, as well as, her expertise in business growth and social media marketing. Currently, Graham is working at the museum part-time. Please stop by and introduce yourself!

Upcoming Chamber Events

Blood Drive

Wednesday, August 14th

2:00 - 7:00pm

Warner Town Hall

Business After Hours

September 3rd

5:30 - 7:00pm

Upton-Chandler House Museum
(10 West Main Street, Warner)

Coffee Talk

Social Media Basics to Help
Grow Your Business

September 19th

7:00 - 9:00pm

Lower Meeting Room of the
NH Telephone Museum

Social Media Panel includes:

Nancy Ladd

Pillsbury Free Library Librarian

Emma Bates

Courser Farm Kitchen Owner

Sandy Steen Bartholomew

Published Author; Beez Ink Studio Owner

Graham Gifford

Social Media/Marketing/Branding Consultant



15 East Main Street
P.O. Box 254
Warner, NH 03278
www.countryhousesre.com

Cell: (603) 491-6447

Office: (603) 456-6100 x201

Direct Voice & Fax: (603) 676-7557



Rhonda Rood
Managing Broker
househunter@tds.net



T. Baye Building Company, LLC.

CUSTOM HOMES • REMODELING

603-848-5750

tombaye@gmail.com

Call or e-mail for a free estimate!

References available.



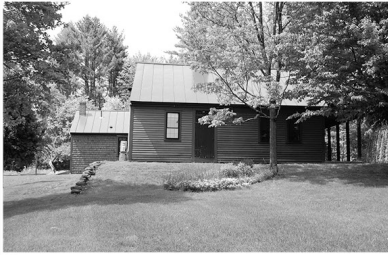
COUNTRY HOUSES^{LLC}

Real Estate

15 East Main Street
Warner, NH
456-6100

List with the Leader

Country Houses in Warner has one of the best locations in town. It shares the front porch with the Foothills Restaurant! Stop in and say hello for up-to-the-minute Real Estate listings, or log on to www.CountryHousesRE.com.



MLS# 4230447
Warner \$250,000



MLS# 4230506
Warner \$259,000



MLS# 4211455
Bradford \$219,000



MLS# 4223525
Warner \$269,000



MLS# 4187224
Hopkinton \$499,900



MLS# 4235335
Bradford \$229,000



MLS# 4226487
Boscawen \$450,000



MLS# 4228919
Newbury \$425,000



MLS# 4243942
Warner \$315,000



MLS# 4241989
Bow \$219,000



MLS# 4010487
Bradford \$199,000

LAND PARCELS

| | |
|--|--|
| 2.32 A.....MLS#4242411.....Hillsborough.....\$75,000 | 0.85 A.....MLS#4253200.....Newbury.....\$27,900 |
| 2.44 A.....MLS#4242400.....Hillsborough.....\$70,000 | 2.00 A.....MLS#2769421.....Bradford.....\$49,900 |
| 0.70 A.....MLS#4253197.....Newbury.....\$19,900 | 5.26 A.....MLS#4253185.....Newbury.....\$38,000 |



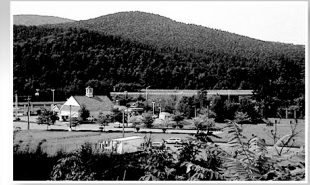
13.8 acres – MLS# 4203228
Warner \$300,000



1.65 acres – MLS# 4203221
Warner \$385,000



16.90 acres – MLS# 4203213
Warner \$999,000



93.68 acres – MLS# 4213551
Warner \$749,000



0.37 acres – MLS# 4187236
Hopkinton \$79,900



6.08 acres – MLS# 2806498
Bradford \$90,000



25.8 acres – MLS# 4072716
Sutton \$95,000



2.0 acres – MLS# 2769421
Bradford \$49,900



MLS# 4149235
Wilnot \$265,000



MLS# 4242339
Newbury \$297,500



MLS# 4241208
Webster \$203,000



MLS# 4212358
Sutton \$224,900



15.0 acres – MLS# 4241912
Warner \$89,000



12.40 acres – MLS# 4241938
Sutton \$74,900

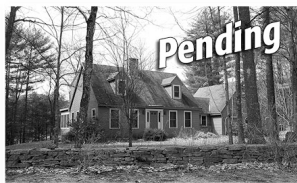


1.9 acres – MLS# 4250867
Newbury \$29,900

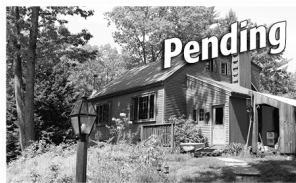


1.0 acres – MLS# 4231306
Warner \$37,000

Recent Successful Sales...



Split Rock Rd, Warner. MLS# 4229708



Newmarket Rd, Warner. MLS# 4242427



Kearsarge Mt Rd. Warner. MLS# 4233877



Henniker Rd, Warner. MLS# 4223520



NH Drive, Webster • MLS#4228537



Eaton Grange, Sutton • MLS#4225850



Rte 103 East, Warner • MLS#4226498



Hartshorn Lane, Warner • MLS#4202016



Rhonda Road



Barb Maki



Donna Seabolt



Rachel de Thomas



Sally Lobdell

How to be a Good Networker

by Graham Gifford (Social Media/Marketing/Branding Consultant)

The ability to network does not come naturally to all people. Sure, there are those that can apparently waltz into a crowded room and talk with anyone about anything. There are also many people who attend dozens of functions, work the entire room and collect hundreds of business cards. But neither one of those individuals can automatically be considered a good networker. Why? Well, in order to know what a good networker is, I think it's important to first decide what a good networker does.

The term "networking" has become overused, but at its core, a good networker is a person that builds and grows relationships for mutual benefit.

Networking is not something you do solely for business purposes. Nor is networking something you do occasionally. Networking is a long-term endeavor.

Networking is also not strictly about getting what you want. In fact, good networkers often focus on helping others.

Before attending any function have a plan in mind. Is there someone there you wish to meet? Are you hoping to gain information about a particular company? Whatever your reasons for attending the event, understand that your ultimate goal is to make connections.

Be natural while networking. Being yourself is what you are best at. Ask people about themselves and let a conversation develop. If you find that you do not have enough time to develop a conversation, ask to exchange business cards and ask if a future phone call or meeting could be arranged. Don't assume there will be another time when you can talk with this person – make plans now.

Give and you shall receive. There is a natural willingness in people to offer help and guidance to others. There is also a willingness to give something back. When you offer something to a contact, whether that is a recommendation on a bottle of wine or advice on their website, they will want to do something for you in return. That is the world of the networker.

Why build social capital?

- People with rich social capital are:
 - Better informed
 - More creative
 - More efficient
 - Better problem solvers
- With the right networks, people:
 - Save time because they know where to get the information they need
 - Foster cooperation and collaboration

**A SIMPLE HELLO
COULD LEAD TO
A MILLION THINGS.**

These are only a few facets of a good networker. If you want to learn how to become a better networker, I have a word of advice: PRACTICE. I recommend that you attend as many functions as you are able. Great networkers stand out. Find that person and introduce yourself. Exchange cards and start a conversation.

Making the Most of Your Summer

by Daniel Ferreira (*Concord Hospital Rehabilitation Services*)

With summer now upon us, we tend to try to make the most of the sunlight by getting outside, gardening, and fixing around the house and in the yard all the problems winter brought with it. Unfortunately, due to the limited amount of time and seemingly endless amounts of activities, we often overdo it which can result in muscle strain and joint aches and pains. Here are some tips for you to stay safe and pain-free through the summer:

Be mindful of your posture.

- When raking, sweeping, or performing similar activities, stay close to the work area using both your arm and leg muscles while keeping your back straight. Avoid twisting and bending at the back and use your body weight to help with the job.
- When working in the garden or at activities that are close to the ground, consider using a low stool to sit on while doing your work. Other options are squatting with a straight back, kneeling on both or one knee (with knee pads), or actually sitting down on the ground.
- All of these positions are tiring so make sure to change positions frequently.

Pace Yourself.

- Whether you are gardening, raking, or finally getting around to painting that fence, it is important for you to be aware of your body mechanics and avoid extended periods of bending or overhead reaching. You may need to take frequent standing, walking breaks, or position changes if you will be in one position for a prolonged time.
- It is also beneficial to shift tasks so you are not performing any activity for too long. Start with smaller projects and work up to bigger ones as you get stronger. Don't try to do it all at once.

Stretch before you garden.

- Gardening often requires lots of kneeling, squatting and bending and if your muscles are not used to this

they can become easily strained. Stretching can increase range of motion of back, hips, knees and ankles so you can stoop, squat, bend and get into those positions required to pull those tough weeds and tend those delicious vegetables.

Keep up with aerobic exercise.

- While yard work can be tiring, it should not replace your cardiovascular exercise. Make a point to still shoot for 150 minutes of aerobic exercise (bicycling, walking, running etc.) each week.

Ease Into It.

- Don't try to pick up where you left off last summer. This applies to amount of time gardening as well as distance you hiked. Your body will appreciate a gradual increase in demand to get used to all the new, strenuous activities you are putting on it.

By following these guidelines, you can hopefully get your house and yard in order while staying healthy and fit. Have fun!

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| SUN | MON | TUES | WED | THURS | FRI | SAT |
|----------------------|---|---|---|---|-----|---|
| |  | |  | 1
NO STRENGTH & TONE
Zumba-Heidi 6pm | 2 | 3
Kickboxing-Heidi 9am
Zumba-Heidi 10:15am |
| 4
Yoga-Faith 5pm | 5 | 6
Yoga-Faith 8:45am
Zumba-Heidi 5:30pm | 7
Tai Chi-Tony 4pm | 8
Strength & Tone-Faith 9am
Zumba-Heidi 6pm | 9 | 10
Kickboxing-Heidi 9am
Zumba-Heidi 10:15am |
| 11
Yoga-Faith 5pm | 12 | 13
Yoga-Faith 8:45am
Zumba-Heidi 5:30pm | 14
Tai Chi-Tony 4pm | 15
Strength & Tone-Faith 9am
Zumba-Heidi 6pm | 16 | 17
Kickboxing-Heidi 9am
Zumba-Heidi 10:15am |
| 18 | 19
NO YOGA | 20
NO YOGA
Zumba-Heidi 5:30pm | 21
Tai Chi-Tony 4pm | 22
Strength & Tone-Faith 9am
Zumba-Heidi 6pm | 23 | 24
Kickboxing-Heidi 9am
Zumba-Heidi 10:15am |
| 25 | 26
NO YOGA | 27
NO YOGA
Zumba-Heidi 5:30pm | 28
NO TAI CHI | 29
Strength & Tone-Faith 9am
Zumba-Heidi 6pm | 30 | 31
Kickboxing-Heidi 9am
Zumba-Heidi 10:15am |

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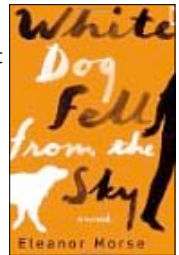
Dessert Reception with Jazz musician Paul Bourgelais

August 10 – Indira Ganesan & Eleanor Morse

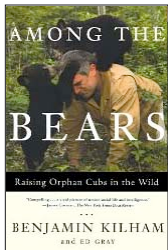


Indira Ganesan is the author of three novels, *As Sweet As Honey*, *Inheritance* and *The Journey*. She has held fellowships from The Paden Institute for Writers of Color, The Mary Ingraham Bunting Institute at Radcliffe College, The W.K.Rose Fellowship, and The Fine Arts Work Center in Provincetown. Selected as one of 52 Best Young American Novelists under Forty for her first novel, her second novel was a Barnes & Noble Discover New Writers Book. Her essays and short fiction have appeared in *Antaeus*, *Black Renaissance*, *Bombay Gin*, *Half and Half: Writers on Biracialism & Biculturalism*, *Glamour*, *Mississippi Review*, *Seventeen*, and *Newsday-Long Island*.

A graduate of Swarthmore College, Eleanor Morse, spent a number of years living in Botswana in the 1970s. She earned an M.F.A. in creative writing from Vermont College. Her novel *An Unexpected Forest*, published by Down East Books, won the Independent Publisher's Gold Medalist Award for Best Regional Fiction in the Northeast U.S. and was also selected as the Winner of Best Published Fiction by the Maine Writers and Publishers Alliance at the 2008 Maine Literary Awards. Morse has taught in adult education programs, in prisons, and in university systems, both in Maine and in southern Africa. She currently works as an adjunct faculty member with Spaulding University's MFA Writing program in Louisville, Kentucky. She lives on Peaks Island, Maine. Morse will be reading from her new book set in Botswana, *White Dog Fell from the Sky*.



August 24 – Ben Kilham



Kilham is a licensed bear rehabilitator, independent wildlife biologist, and author of the best selling book, *Among the Bears: Raising Orphan Cubs in the Wild*. He resides in Lyme, New Hampshire with his wife Debra where he raises orphan bear cubs and studies their behavior. His story has been featured in "A Man among Bears" on the National Geographic Channel and "Papa Bear" on the Discovery Channel. He has given over 450 presentations about black bear behavior to schools and other organizations throughout New Hampshire and New England to over 50,000 people

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Annual Lower Warner Meeting House Church Service and Picnic

August 24 -Annual Lower Warner Meeting House church service and picnic with the United Church of Warner beginning at 10:00 a.m. Bring your blanket or lawn chairs and a picnic lunch. Beverage and watermelon provided.

Annual Meeting September 26 –Warner Town Hall beginning at 7:30 p.m.

There will be a short business meeting followed by the program *Selections from the Cogswell Photograph Collection*. In the fall of 2012 the Thomas G. Cogswell family donated a collection of personal documents, manuscripts, school records, and photographs to the Society. Included in the gift were five photograph albums that belonged to Annie and Lloyd Cogswell and their sons Thomas and William. The early albums contain photographs called cyanotypes, because of their blue color. Two later albums include photographs called sepia because of their tan and brownish color. A later album includes sepia and black and white photographs taken in the 1930s and 40s. The five albums present a photographic history of family life, charming Warner scenes, carriages and early cars, students at Simonds Free High School, fashion styles, and old Warner buildings.



A woman golfing in Warner with Old Main Street and Denny Hill in the background.

Kearsarge Theatre Company Program & Reunion October 5 – Warner Town Hall 7:13 p.m.

The exhibit at the Upton Chandler House Museum will be open from 5:00 – 7:00 p.m. followed by the program at the Warner Town Hall. Welcome back actors, volunteers, board members, house managers, costume designers, interns and anyone and anybody that had anything to do with the Kearsarge Theatre Company. A dvd of the Kearsarge Theatre Company has been created by Dan O'Leary and Rebecca Courser featuring interviews with Van McLeod, Chris Emerson, Robyn Lord, Kevin Gardner, Sandy Bull, Sarah Gartrell and Jerry Bliss is available for sale at the Warner Historical Society office and MainStreet BookEnds.

Don't Panic Over Changing Rates

by Lynne Haney (Schaefer Mortgage Corporation)



Don't Panic

The word on the street is mortgage rates are rising.

Don't panic.

Really.

First, stop listening to the news reports. All they really want to do is scare you. Interest rates are changing constantly. They go up a little. They go down a little.

Second, realize that your interest rate is only one component of your home purchase. The real key to not stressing about your mortgage is very simple: know your options and focus on the big picture.

The Historical Big Picture

With 25 years of experience in this business, you can take it from me that rates are still low. Really low.

Current interest rates may be active at the moment, but from an historic perspective, you will probably be getting a much better rate than your parents ever did.

In 1975, rates were at about 9%. In the early 80's they went up to as high as 17%. They have been dropping steadily ever since. Although right now things are gradually trending up, no one expects rates to start zooming up dramatically. So whatever the exact rate you end up with, you will still be getting a great deal.

Also, keep in mind that there is more to your mortgage than just the interest rate. There are many options that can make your mortgage more affordable. A skilled mortgage professional can help you find the right ones.

The Economic Big Picture

Not long ago things were booming and it seemed like the boom would go on forever. Of course, it never does. And of course, it didn't.

But the same is true from the other direction. Right now things seem really tough and it seems like things are going to go on like this forever. But of course it never does. And it isn't.

That's why interest rates are changing.

Rates are low because the powers-that-be have been keeping them low to reduce anything that might limit growth. But now, from the big picture perspective, all the signs indicate an improving economic picture. That's why you are starting to see mortgage rates move up just a little bit. It's a sign that the economy is getting stronger.

Would you rather have a sluggish economy with 3% rates or a growing economy at 5% - 6% rates?

Me? I'd take strong growth at 5% - 6% rates any day. Remember, from a historical perspective 5% - 6% is still very reasonable. And if more people have jobs, and incomes are improving, and more houses are selling – that's definitely worth working around slightly higher interest.

So when the media and talking heads create unnecessary anxiety just tune them out. Find yourself a house you really like, and together we will figure out how to get it for you. If you already own a house, then let's talk about refinancing and what you can do with the money you save. The important thing is to focus on the opportunities available right now, rather than worrying about what might (or might not) happen next month.

Pillsbury Free Library News

18 E. Main St., (PO Box 299) Warner ~ 456-2289 or warner.lib.nh.us

Subscribe to us at [Facebook.com/pillsburyfreelibrary](https://www.facebook.com/pillsburyfreelibrary)

The Library will be closed for Labor Day weekend, Saturday August 31 and Monday Sept. 2.

Story time for preschoolers is held every Thursday at 10:30am.

Monthly After School Crafts: will restart Sept 18. Call after Sept 10 to pre-register.

Library Trustees meet on the 3rd Tuesday of each month at 7pm in the Meeting Room.

"The Dig Into Reading Children's Summer Program" - including activities for grades K-5 - Started July 9 and ends August 14. Programs are on Tuesdays at 9:30am and Wednesdays at 1:30pm at The Jim Mitchell Park, or in Warner Town Hall if raining. Program participants are invited to an end-of-program family potluck on August 14 at 5:30pm.

The library's "Book Nook" group (open to Grades 4-7) put on a play in June based on Charlie and the Chocolate Factory by Roald Dahl. People brought a total of 100 **non-food** items for the Food Pantry as "admission", and everyone enjoyed it. The group will do a skit again this year for the End of Summer Program picnic. Contact Sue Matott to participate in this group.

Library Catalog news: The Library is transitioning to a new **KOHA** online catalog and circulation system with a **"go-live" date of Monday, July 22**. After that date, the Library will be issuing **new Library card numbers** to avoid confusion with people from 5 other libraries who are switching to this system as part of a new nhaisLOCAL consortium. We are excited about this system, which will provide you with modern abilities to search the online catalog, and access your library account online to reserve, track, recommend items, and request reminders. Library staff will be learning a whole new method of doing acquisitions, lending, and cataloging, so please bear with us during the initial phase!

New Computers: The two oldest public computers at the Library have been replaced with new ones, both running Windows 8. There are short tutorials about how to use this operating system, but you can also use it in "Desktop mode" that works the same as earlier versions of Windows. Let Staff know if you are interested in a tech session on the basics of Windows 8.

Getting ready for the next Book Sale: Saturday October 12 & 13 during Fall Foliage Festival from 9am to 4pm. Please call 456-2289 to volunteer for set-up or sale. Donations of books in excellent condition, Audio books on CD, and DVDs are welcomed after Sept 9.

Downloadable Books-to-go:

The NH Downloadable Books site at <http://nh.lib.overdrive.com> has undergone some huge changes this year, making access easier from almost any type of computer or portable device.

If you don't have your own eBook or audio book device to make use of the NH Downloadable Books, borrow our Kindle, Nook Color, or audio book player!

Museum passes available: N.H. Telephone Museum (Warner), Mt. Kearsarge Indian Museum (Warner), Museum of NH History (Concord), Currier Gallery of Art (Manchester), or the Museum of Fine Arts (Boston). Links to their sites can be found at <http://warner.lib.nh.us/museum-passes>.

Cross Pollination – The Key to Getting More From Your Social Media Efforts

by Graham Gifford
(Social Media/Marketing/Branding Consultant)

How can you garner more attention to your social media sites? That's the million dollar question, right? There are several ways to capture the public's attention, but one way that I believe is critical is what I call cross pollination.



Okay, let's say that your website is up and running. Your Facebook Page is complete and looking good. You've just added another post to your blog and now you wait. You may have to wait awhile. Think about it. Even though you've begun a marketing campaign so that people can find your website, those people vary from your friends on Facebook and your blog followers are primarily from the Blogger community. Those folks may not fly in the same social circles. It's up to you to connect them. Think of it like trailing bread crumbs. When you publish your next blog post, end your article with an invitation to join you on Facebook. On Facebook, share your blog post and ask people to connect with you on LinkedIn. On LinkedIn, share your blog post and welcome people to comment on your blog. You get the idea.

Never assume that because someone "Likes" your Facebook Page that they are aware you have a blog. People are busy, busy, busy. Details are overlooked, credentials are quickly scanned and comprehension is incomplete. I had a friend "Like" my Basic:Clean Facebook Page and later ask me, "so what is this Basic:Clean stuff?". Explain your message today. Share your message tomorrow and plan on doing the same each day thereafter.

Keep in mind that I am not only speaking of self promotion. All your messages (which most should be of a sharing nature) should be promoted across all your media. Next time you read an article and its' inspired you enough to leave a comment, share the article. Tweet about the article. Email the article link. PAY IT FORWARD.

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When I Saw RED

Submitted by Jim Bingham (*Warner Town Administrator*)

I recently took a tour of the Warner Fire Station with Fire Chief Ed Raymond as part of my quest (the education of the new town administrator). As I wandered (often squeezed) through the lanes between the fire trucks and racks of gear hanging along the walls and in special spaces, I was very impressed with the array of fire fighting and first responder apparatus and how creative the guys are in utilizing every bit of space in the building to recondition and store all the equipment used in the vital business of fire and rescue. I noticed an unusual section in the back of the building that was two stories high where two fire hoses were hanging.

"What's this for?" I asked.

"That area is to dry the hoses after testing and use at calls" responded Ed. "It greatly extends the life of the hose and guarantees its reliability. Putting out fires is not the time to test the hoses." he added. The Chief Ed then explained the importance of each type of gear and how they attempt to take the necessary steps to care for this equipment in order to extend its useable life.

"How much does a set of fire gear; jacket pants, boots, for each fire fighter cost?" I inquired

"About \$1,500 and the suits are inspected annually, another cost, and if it does not pass the inspection, we have to repair it or replace it." Ed continued, "In our current building we do the best we can but there is just not enough room to properly dry and store so much of our gear equipment. Consequently, we don't reach the full useful life expectancy and have to replace it sooner which costs the town money.

As I walked around the fire trucks, Chief Raymond explained the purpose of each vehicle and some of the apparatus on them. Ed gave me a little history of each fire truck, how they are specially constructed to travel the kinds of roads Warner has and that they are built smaller than a standard fire truck in order to fit in the bays. I couldn't resist asking "the question", "Ed, why so many trucks?"

Ed took a breath as if he has had to answer this question many times. "I'm sure some of the town's people are aware how the demands of the fire service have changed over the last few decades, though most are not. 20 years ago the Warner Fire Department answered less than 100 calls per year. In recent years the calls for service have reached 400 calls per year! With the introduction of the interstate the Warner Fire Department not only responds to calls in town but has the added responsibility to be ready to quickly respond to auto accidents and related emergencies on I-89. If we receive back to back calls or need to respond to a mutual aid call as well as handling a situation in town we must have the vehicles to help these people when they need it, not later. We can't say 'wait a minute' or 'we'll get to you next'." With building fires we need all of our vehicles as we need to bring our own water and wait for mutual aid companies to arrive to set up a constant water supply.

Ed looked at my glazed eyes and smiled. "You want to finish this up later?"

I agreed as I did have a lot to think about and still much to do at the office. I would say this though. If you haven't visited the fire station I strongly encourage everyone to do so. Feel free to stop buy the station and get a tour. The Warner Fire Station is open on Sunday mornings for you to visit or stop a member and ask any question you may have. This tour has certainly provided me with a new perspective and respect for the work of these fine volunteers.

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All Workshops start at 6:30 PM (Unless otherwise noted)

August 5, 2013

Food Safety From Garden to Table

Deb Maes, UNH Cooperative Extension's Regional Food Specialist, Food Safety, will include handling produce, selling at Farmers' Markets when offering samples, storage, harvesting, and selling value added products. There will be limited information on food preservation. This workshop is held at the above address. For more on preserving food, please attend her workshop on August 15th at the UNH Cooperative Extension office.

August 15, 2013 Preserving your Harvest – NOTE: Different location, and a charge for this workshop only

Deb Maes, UNH Cooperative Extension's Regional Specialist, Food Safety, will cover the latest research-based methods and recipes, answer questions and share information about preserving food safely at home, including jams & jellies, pickling, canning fruits and vegetables, freezing and drying foods. **This workshop is at the County Extension Office, 315 Daniel Webster Highway (Route 3) at the Merrimack County Facility from 5:30 to 7:30 p.m. Cost: \$5.00 per person, register ahead, 603-787-6944 or teresa.locke@unh.edu and pay at the door.**

September 9, 2013

Care and Maintenance of your Small Engines and Garden Tools

Arthur Bonaceto has a good working knowledge of small engines, and teaches you how to fix, service, and maintain small engines and garden tools – from tillers and lawnmowers, to weed whackers, lawn edgers, and chainsaws to sharpening blades and tools. Come see how to save yourself expensive maintenance costs and get the best use of your implements.

October 7, 2013 History of Agriculture as Told by Barns

John Porter, Author and Professor Emeritus of UNH Cooperative Extension, shares how the evolution of barn architecture tells the story of NH agriculture. Barns changed from the early English style, to gambrel and then pole barns to accommodate the changing agriculture. This presentation will be a chronological walk through time, with photo illustrations of barns around the state that are examples of these eras of agricultural history.

November 4, 2013

Perennial Vegetables for New Hampshire Gardens

Amy Papineau, Field Specialist, Food & Agriculture, of the UNH Cooperative Extension Office. Asparagus and rhubarb are just two of the many edible perennial plants that can be grown in New Hampshire. Amy will discuss incorporating perennial vegetables into your garden or landscape.

December 2, 2013

Growing Winter Vegetables in High Tunnels, Low Tunnels, Greenhouses, and Cold Frames

Amy Papineau, of UNH Cooperative Extension will discuss the basics of growing winter vegetables in tunnels. Which vegetables work best? What to expect? How to get started? Amy will also share some results from winter vegetable production research being done at UNH.

All talks are free and open to the public unless otherwise noted. To register for talks, please call the Boscawen Agriculture Commission by calling 753-9188 x301 or email: agriculture03303@gmail.com

Directions: From I-93, take Exit 17 and bear right off the ramp. Follow Rte 4 to the traffic circle and take the second ramp in the circle to Harris Hill Road for 0.2 miles, turn right onto Tremont Street for 0.2 miles, turn left onto Jackson Street for 0.4 miles and arrive at the Boscawen Municipal Complex on the right. **From Rtes 3 and 4 southbound through Boscawen:** Turn right at the traffic light onto N. Main Street (Route 3 South). Shortly after Alan's Restaurant (on right), the Boscawen Municipal Complex is on the left. Turn left onto Jackson Street and left into the parking lot. Meetings are held on the 4th floor in the Community Room. (GPS or computer map location is 5 Jackson Street).

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August 2013 November 2013 February 2014 May 2014

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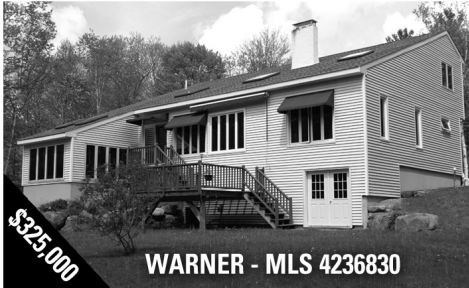
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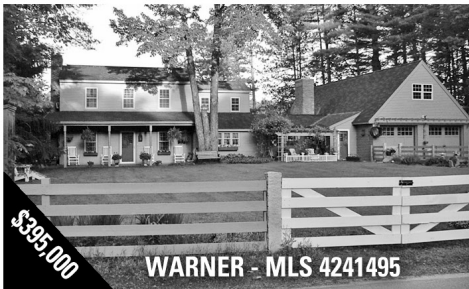
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\$259,000

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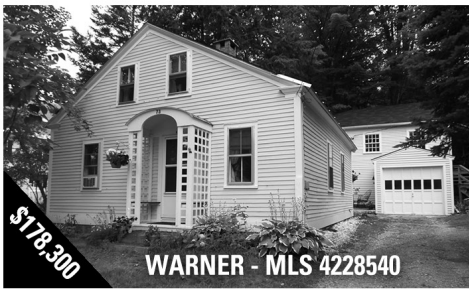
\$499,000

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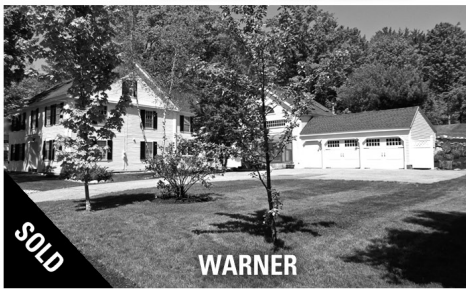
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