

## January Events



January 1st	New Year's Day
January 1st	Polar Bear Plunge Day
January 4th	Trivia Day
January 17th	Kid Inventors Day
January 19th	Popcorn Day
January 20th	Penguin Awareness Day
January 21st	National Hugging Day
January 24th	Compliment Day
January 25th	Opposite Day
January 29th	Puzzle Day



## Plan Your Spending To Control Your Finances

Most of us could spend our money more wisely. Planning is the key. Follow these tips to bring your spending under control:

- ▶ **Review your insurance coverage.** Check for any duplication in your life, health, car, and house coverage. When possible, opt for higher deductibles to bring payments down.
- ▶ **Save a dollar a day, including all your pocket change.** You'll be surprised at how much it adds up to at the end of the year.
- ▶ **Use coupons and mail-in rebates whenever they're available.** A few dollars and cents saved on everyday items can make a big difference over time.
- ▶ **Wait for sales.** Don't buy on impulse. Comparison shopping takes patience, but once again, the savings are worth your time.
- ▶ **Become a do-it-yourselfer.** Take on simple repairs around the house that you'd otherwise pay people to do for you.



## In Search Of Publication

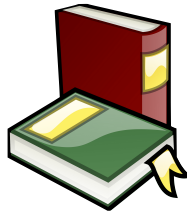
French writer, essayist, and literary critic Marcel Proust's most famous work is the monumental novel *In Search of Lost Time* ("À la recherche du temps perdu"), published in seven volumes between 1913 and 1927. It had a long road to reach print, however.

In summer 1912, Proust prepared a typed copy of the first volume of his novel. First he sent the manuscript to the publisher of other French writers such as Zola and Rostand, but the person who read the book said he had no idea what it was about. Then Proust offered the novel to the Nouvelle Revue Française, founded by a group of intellectuals. André Gide, who was assigned to read it, rejected it as soon as he saw it, probably influenced by the reputation for snobbishness that Proust had.

Nevertheless, the author did not give up and sent the manuscript to another publisher. He also received a rejection, one sentence of which has become famous: "I may be very stupid, but I cannot understand how this man can take thirty pages to describe how he tosses and turns in his bed before falling asleep."

After these failures, Proust turned to a young publisher named Bernard Grasset, offering to pay the costs himself to publish and advertise his work. Finally, Grasset accepted—without having read even one page of the draft of the novel.

But because he didn't give up, Proust became known as one of the greatest French novelists of all time.



## Do You Have A Question About Car Maintenance That You Want Answered?

We love to hear from all of our good friends and clients who enjoy reading our monthly newsletter. If you have a question about anything related to your vehicle, feel free to reach out to us...

**Call us at (215) 257-0204**

**Email us at**

**contact@joedavisautosport.com**

**Or visit our website at**

**www.joedavisautosport.com**

## Spread The Savings With Referrals

Send a friend, family member, or associate to us as a new client & they will receive **\$20.24 off their bill** & you will receive **\$20.24 off your bill!** Most of our new customers come from our existing happy clients, and we are always looking to service. Stop by & pick up your referral cards today!

Expires 1/31/24



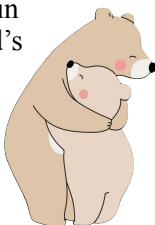
## ***Thank You! Thank You! Thank You!***

Special thanks go out to all of our clients and friends who graciously referred our shop to their friends and neighbors last month! Our business is built based on the positive comments and referrals from people just like you. We just couldn't do it without you.

**Mike Prete, Daryl Blanchard, Rick Volz,  
Doug Mclead, Stephen Reichman,  
Vanessa Urbano and Ron Jones.**

## ***Sometimes A Hug Is Better Than A Fight***

The next time your child throws a temper tantrum, try giving a hug instead of a lecture. You might be surprised at how effective a hug can be in stopping a child in the midst of a tantrum. Hugs can defuse a child's hurt or anger, helping him or her calm down enough to listen and learn. A warm hug can then lead to a larger discussion in which your child has the opportunity to ask questions and express feelings appropriately.



## ***Questioning: The Key To A More Perceptive Mind***

One of the world's most famous paintings is "The Night Watch," by Rembrandt. When curators hung it in Amsterdam's Rijksmuseum, they conducted an experiment: They asked museum visitors to write down questions they had about the painting. The questions they received were varied: How much did the painting cost? Had it ever been forged? Are there any mistakes in the painting? Why did Rembrandt choose this subject to paint? Who were the people in the painting?

The curators then posted the questions, and the answers, in a room next to the gallery where the painting hung. Visitors had to walk through that room to view the painting.

Curators found to their surprise that the average length of time visitors spent looking at the painting jumped from about six minutes to half an hour.

Art lovers walked back and forth, reading questions and examining the painting. They told museum officials that reading the questions encouraged them to look closer and longer and to remember more details.

## ***Starting Out: Focus On These Workplace Behaviors***

When you're just starting out in your career, it may be exciting, but it can also bring on a whole host of unwelcome feelings like nervousness and uncertainty. Remember these tips as you embark upon the journey of a lifetime:

- ➔ **Be a team player.** Wherever you work, support the team you're on. Think of it as earning your right to be on the team every single day. When people know they can depend on you, they'll want to include you in important projects where your abilities can shine.
- ➔ **Demonstrate integrity.** Keep your promises. Be honest about your mistakes. Make sure your actions line up with your stated values. This all shows people they can trust you, which is crucial to working together effectively.
- ➔ **Keep a positive attitude.** Nobody wants to work next to someone who complains about work, or even a genius who's insufferable to work with. Be upbeat and supportive. That doesn't mean ignoring problems when they arise, but focus on solving difficulties, not whining about them.
- ➔ **Show empathy.** Listen to people so you really understand what they're telling you. Be sensitive to their moods and opinions. If you're genuine and thoughtful, people will open up to you, and you'll be able to build relationships and networks that can help you throughout your career.
- ➔ **Volunteer for assignments.** Don't wait for your manager to hand you a task. Find out what's going on in your workplace and volunteer for teams and task forces. Initiative will make you stand out and position you as a self-starter.
- ➔ **Prioritize your energy.** Don't waste time on trivial tasks. Identify what's most important for you to be working on at any given time. Work that supports your organization's goals as well as your own. Focus on these and leave nonessential jobs for times when you don't need your best energy.



## ***Here's To Celebrating You!***

***We'd like to Celebrate your January Birthday with you!  
Just stop by and show us your Drivers License and  
you'll receive \$ 10.00 OFF any service on Us!***

**Expires 1/31/24**





*Thank You For The Kind Words*

"Always a great customer experience! Very clear and professional communication, excellent service on my vehicles and always deliver on the expectations they set from the beginning."



*Fun Facts About January*

January symbolizes new beginnings and fresh hopes for all of us. As you celebrate, consider some of these facts about the first month of the new year:

- ✓ **January** is named after the Roman god Janus, who ruled over beginnings and transitions, often depicted as having two faces—one that looks forward and one that looks to the past.
- ✓ **Birthstone:** Garnet.
- ✓ **Flower:** Carnation.
- ✓ **Birthdays:** Paul Revere, Jan. 1, 1735; Edgar Allan Poe, Jan. 19, 1809; Richard M. Nixon, Jan. 9, 1913; Martin Luther King Jr., Jan. 15, 1929; Betty White, Jan. 17, 1922; Dolly Parton, Jan. 19, 1946
- ✓ **Historical events:**
  - 1848 — Gold discovered in California.
  - 1959 — Alaska enters the Union.
  - 1967 — First Super Bowl held.



HAPPY NEW YEAR  
2024!

"Be of good cheer. Do not think of today's failures but of the success that may come tomorrow. You have set yourself a difficult task, but you will succeed if you persevere; and you will find joy in overcoming obstacles. Remember, no effort that we make to attain something beautiful is ever lost."

- Helen Keller



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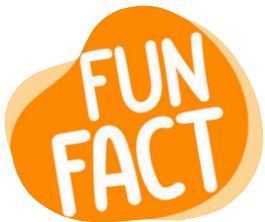
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# JANUARY

## What's Inside?

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- & Much More!



## *What's The Answer?*



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*Is Planning Your Spending The Key To Controlling Finances?*

*What 6 Tips Should You Remember When Starting A New Job?*

*What Are Some Fun Facts About January?*



*The Answers To These And  
Many More Questions Are Inside*

