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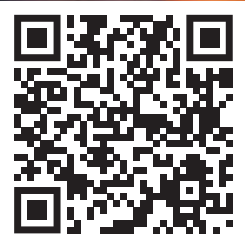
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June	24	5	5	\$539,000	\$580,000
May	24	9	7	\$699,900	\$775,000
April	24	7	10	\$793,477	\$797,500
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# The Art of Finding Work - Jobseekers: Introduce Yourself with Style

by Nick Kossovian

Years ago, I attended a dinner party at which a relationship therapist was present. We were twelve, and some of us had never met. As you've probably experienced when attending a gathering, there's a tendency to split into pairs or trios, resulting in fragmented discussions. However, the relationship therapist took control by asking everyone at the table: "What's on your unofficial résumé? I'm a relationship therapist with a private practice. I enjoy hearing people's stories and how they got to where they are today."

Not

- "How you're doing?"
- "What do you do for a living?"
- "How do you know Jackie and Nunzio [our hosts]?"

Her question probed deep, and all eyes were on her. How she introduced herself was an education in making a memorable introduction by being interesting and interested.

More impressive, while fictional, is how James Bond introduces himself to a glamorous woman, Sylvia Trench, and subsequently to the movie viewer, who's going head-to-head with him while playing chemin de fer at one of London's finest clubs, Les Ambassadeurs.

Bond: I admire your courage, Miss...?

Sylvia: Trench... Sylvia Trench... and I admire your luck, Mr...?

Bond: Bond... James Bond.

Of course, there's much more to this scene, such as Bond's playful mirroring of "Trench... Sylvia Trench." After Sylvia loses her next hand, a man taps Bond on the shoulder, and Bond politely excuses himself. While walking to the front door, he arranges dinner with Sylvia and casually tips the doorman as we see on Sylvia's face, "Who is this man?" At no time does Bond linger.

I bring up the opening scene of the first Bond film, Dr. No (1962), because in under two minutes, you know

everything you need to know about James Bond: smooth, debonair, supremely self-confident, and risk-taking.

It's an art to introduce yourself in such a way that the other person wants to learn more about you, an art well worth learning. Whenever you meet someone for the first time, at a dinner party, the person you're paired up to play golf with, a new neighbour and especially your interviewer, how you introduce yourself is everything!

Are you introducing yourself as effectively as Bond or as memorable as the relationship therapist, cutting to the essence of who you are?

Most people are bad at introducing themselves—fumbling, rambling, and underselling themselves—even more so, thanks to social media eroding social skills. This is a problem. Like it or not, the first impression we make makes or break opportunities.

Being aware of what you're projecting about yourself is the first step in formulating an introduction that makes you interesting and, therefore, memorable so the other person is compelled to learn more about you.

### Don't Get "Lumped In"

When introducing themselves, people usually state their title and workplace. Wrong! When you say, "I'm an accountant for Wayne Enterprises," the other person immediately lumps you into their preconceived notion(s) of what you do and whom you work for. Engage their imagination instead.

**Bad:** "I'm a software engineer at Yoyodyne."

**Good:** "I build tools for venture capitalists at a quirky startup called Yoyodyne; it's been a great ride so far! Technically, I am an engineer; therefore, I find myself dealing with product and design work, which I've discovered I'm good at."

### Tell A Micro-Story

If you want to make a memorable introduction, introduce yourself in the form of a story. Storytelling is how humans learn because stories are mentally sticky.

**Bad:** "I moved to Toronto for work. I'm a project manager at BXJ Technologies."

This introduction is boring because most (hand-raised) people in Toronto moved to Toronto for work.

**Good:** "I'm a bit of a third culture kid. I grew up in Singapore and London, which explains my accent. I moved to Toronto to experience new energy. Ultimately, I fell in love with project management, Cabano's Cheeseburgers and Toronto's bubbly art scene."

**Consider "Hooks"**

Ideally, your introduction should lead to a meaningful conversation; therefore, try to fill your introduction story with a hook, such as a unique experience, an interesting fact or a comparison—a great way to create a visual—to arouse interest and spark a conversation.

**Bad:** "I'm a financial lawyer."

**Good:** "Have you seen the movie Dark Waters about the guy who took Dupont to court for millions of dollars? Well, I'm like that guy, only less stressed and famous, and I work for a bank."

**Highlight Your Unique Journey**

Everyone has a story. Introducing what makes yours unique will make you interesting and memorable.

Most likely, like me, you've had an unconventional career path:

"Believe it or not, I began my career as a barista. Pouring coffee gave me considerable experience in customer service and time efficiency. With those skills, I now manage St. Eligius Hospital's administration staff, ensuring the inpatient experience is as stress-free as possible."

Consider weaving into your introduction:

- Countries or cities you've lived in: "I've called three continents home..."
- An unusual hobby: "When I'm not crunching numbers, I'm usually rock climbing..."
- Volunteer experience: "I spend my weekends..."
- An unexpected skill: "My theatre experience often proves useful in board meetings..."



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## Tortellini and Spinach Soup

by Jennifer Puri



Tortellini is an Italian bite-sized pasta which is stuffed with ricotta or parmesan cheese, pork, sausage, dried mushrooms, herbs, and vegetables.

This ring-shaped pasta is traditionally served in a broth, but tomato, mushroom, and meat sauces are also popular. Italy is recognized for its food culture and the work of rolling out the dough evenly and then cutting it into small squares, followed by the stuffing and shaping of the tiny tortellini which is an art in itself.

Tortellini and spinach soup is the perfect weeknight supper that can be enjoyed by every member of the family. It is delicious on its own or with a tossed salad and garlic or crusty bread.

**Prep Time:** 10 minutes

**Cook Time:** 15 minutes

**Servings:** 4 to 5

### Ingredients:

- 1 package spinach or cheese stuffed tortellini (350 gm)
- 1 tbsp. olive oil
- 3 garlic cloves, finely chopped
- 1 small yellow onion, finely chopped
- 6 tbsp. tomato paste
- 3 cups fresh spinach leaves, stems removed
- 2 carrots, chopped
- 10 cups of low sodium chicken broth
- ½ tsp. ground black pepper
- Salt to taste
- 1 tsp. Italian seasoning
- 1 cup half and half cream

### Garnish:

- Grated parmesan cheese
- Parsley leaves
- Red chili flakes (optional)

### Directions:

- Place the olive oil, onion, garlic, and carrots in a medium size pot or Dutch oven. Sauté the vegetables until the onions are translucent, approximately 4 to 5 minutes.
- Add the tomato paste, Italian seasoning, salt, and pepper, stirring frequently. Next add the broth and bring to a boil. Add tortellini and cook until the tortellini is al dente, about 5 minutes.
- Reduce heat to low and gently add the half and half cream and the spinach leaves and continue to simmer for a couple of minutes or until spinach leaves are wilted and then remove from heat.
- Ladle the soup into bowls and garnish with grated parmesan cheese, parsley leaves, and chili flakes (optional).

### Note:

- Leftover soup can be stored in an airtight container and refrigerated for up to three days.
- Vegetarians can substitute the chicken broth with vegetable broth.

Bon Appétit!



## Celebrating Calgary 150 - Calgary's Prehistory

by Anthony Imbrogno (*The Calgary Heritage Initiative Society/Heritage Inspires YYC*)

2025 is Calgary's 150th anniversary! We're writing 12 articles on the different eras of Calgary's history.

Let's start at the beginning, not quite the Big Bang but the Dinosaur Age, when Alberta lay underneath the Western Interior Seaway. Alongside the newly forming Rocky Mountains was a lush coastline of tropical forests and wetlands.

The land was inhabited by creatures like the duck-billed Edmontosaurus, which was hunted by Albertosaurus. The warm and shallow sea was full of marine life like plesiosaurs, sharks, and giant fish.

Today, Drumheller is one of the world's richest dinosaur study areas. You'll see many fossils at the Royal Tyrrell Museum, Canada's only museum dedicated to ancient life.

Besides their scientific value, fossils became the fuels that have driven our economy and technology. After millions of years, shells formed porous layers on the seafloor where organic sludge settled and became exposed to heat and pressure, forming oil and gas.

In Turner Valley in 1914, natural gas sprayed out of one wellbore. Then in 1947, the Leduc-Rimbey reef became famous for an oil strike that launched the province onto the world stage.

On the Kainai Reserve southwest of Lethbridge, some ancient life turned into large deposits of iridescent shells, called ammolite. It's also called iniskim ("buffalo stone"), since according to Indigenous legend the first stone saved people from starvation. Ammolite became Alberta's official gemstone in 2022.

Fast forward to the last Ice Age, when 3-kilometer-thick ice sheets covered 97% of Canada. Then the sheets melted, leaving markers all throughout Alberta. The Prince of Wales Hotel in Waterton sits atop a kame, an irregularly shaped hill formed from ice sheet movements.

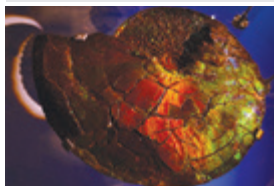
Another sign of glaciation are erratics, massive rocks seemingly placed at random. The growing ice sheets carried rocks and then left them behind when the ice melted. The largest is Big Rock near Okotoks, meaning "rock" in the Blackfoot language.

Another Ice Age effect was exposing the Bering land bridge linking Eurasia and Alaska. About 14,000 years ago, several thousand hunter-gatherers crossed over, probably following woolly mammoth herds. They spread out across the Americas, which we'll explore next month.

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*by the City of Calgary*

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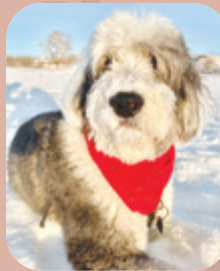
*Buster, Hamptons*



*Lizzy, Huntington Hills*



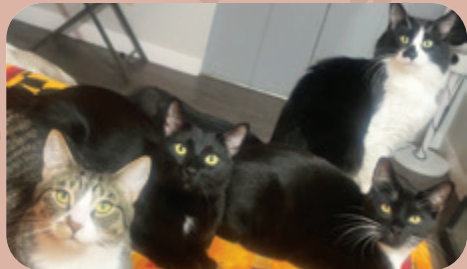
*Mirabella,  
Lower Mount Royal*



*Poupie, Deer Run*



*Toby, Douglasdale*



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# How to Be a Great Communicator

by Nancy Bergeron, R. Psych. | [info@nancybergeron.ca](mailto:info@nancybergeron.ca)

Just because we speak and understand the same language doesn't necessarily mean we are good communicators. One of the most common reasons couples seek my services is to learn better ways to communicate. The list below is for anyone who would like to hone their own skills.

### Let's Start with Some Bad Habits in Communication:

**1. Interrupting** – This can make it seem like you don't care what the other person is saying. Yes, sometimes I get excited and blurt things out but it's important to acknowledge the other and be respectful to allow them to continue. This can also be an issue if you are neurodivergent, and the speaker doesn't know this.

**2. Story-Topping** – This can shift the conversation from connection to competition.

**3. Bright-Siding** – Always encouraging others to be positive or look on the bright-side can be invalidating. Toxic positivity is a thing, allow others to feel what they are feeling.

**4. Being Right** – The conversation becomes a debate or about being right. Try to listen to understand the other's point of view... you might learn something new.

**5. Being All-Knowing** – Explaining information without being asked for your expertise. This can sometimes make you look like a know-it-all.

**6. Advising** – Sometimes people just want empathy or just to be heard. They didn't ask for your advice.



Do not offer it unsolicited. This can also be seen a boundary violation.

### Here Are Some Habits of Good Communicators:

**1. They create conversational safety** free from judgement, fault finding, or rejection. Just be there to listen.

**2. They validate other people's feelings** with statements like; that makes sense, of course, or I get that. It doesn't mean you have to feel the same way, but you are showing that how they feel is valid.

**3. They follow their natural curiosity** by asking questions that show interest and seeking to know more. Nothing feels better than someone showing interest in what you have to say or wanting to get to know you better.

**4. They listen with their whole body** by being fully present while listening; not looking around or looking at their phone and are giving non-verbal cues that they are fully engaged such as eye contact and facing the speaker.

**5. They hear what's beneath the words** by reading the speaker's body language, tone of voice, and facial expressions. This is an art form of attuning to another.

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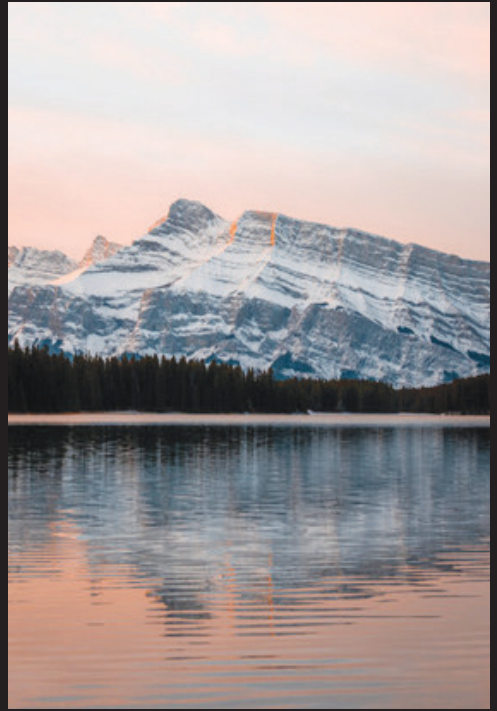
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by Jirapan Nilmanee (Mik)



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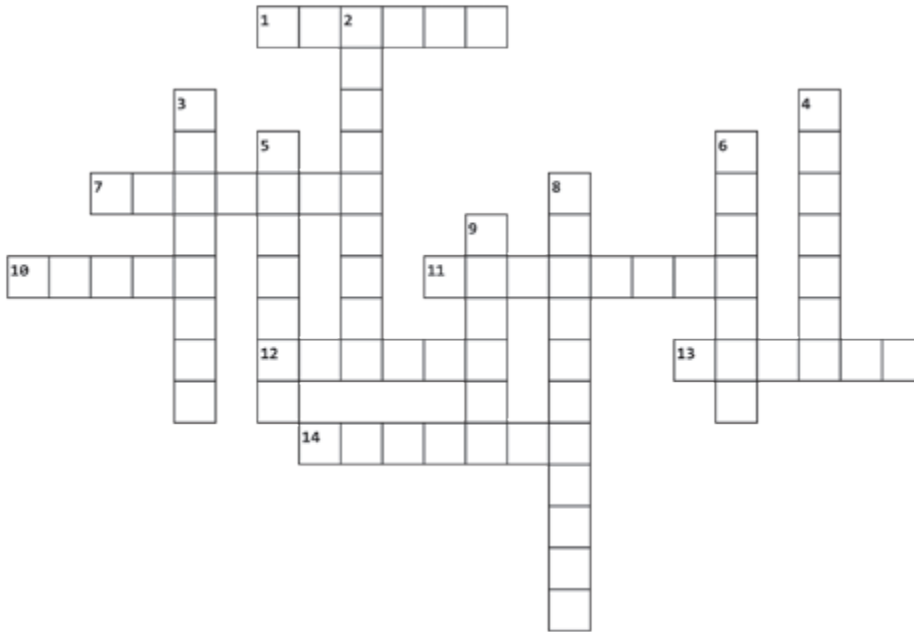


## Polar Bears' Secret Colour

Here's a cool (and surprising) fact: polar bears actually have black skin! And get this - their fur isn't white, it's transparent! The black skin helps them soak up precious heat, while their transparent fur reflects light, making it look white and blending them perfectly into the snowy Arctic.



# January Crossword



## Across

1. Ice-hockey player and co-founder of a popular restaurant franchise, Miles Gilbert "Tim" \_\_\_\_\_, was born on January 12, 1930, in Cochrane, Ontario.
7. World \_\_\_\_\_ Day on January 4 marks awareness of a form of communication for blind and visually impaired people.
10. On January 2, 2010, American singer-songwriter \_\_\_\_\_'s debut single, "TiK ToK," reached number one on the Billboard Hot 100.
11. This iconic Aretha became the first female artist to be inducted in the Rock and Roll Hall of Fame on January 3, 1987.
12. This TV series first premiered on January 12, 1966, starring Adam West as the titular character and tells the story of a superhero who fights crime in Gotham City.
13. Legendary comedian, Jim \_\_\_\_\_, was born on January 17, 1962, in Newmarket, Ontario.
14. Disney's popular TV movie, *High School Musical*, premiered on January 20, 2006, starring Zac Efron, Ashley Tisdale, and Vanessa \_\_\_\_\_.

## Down

2. Franklin D. \_\_\_\_\_ was sworn in for his fourth term as US President on January 20, 1945, becoming the only US President to do so.
3. Romance novel, *Call Me by Your Name*, by André Aciman, was published on January 23, 2007, and later became a film starring Timothée \_\_\_\_\_.
4. On January 7, 1610, Galileo Galilei discovered the first three moons of this planet – the largest in our solar system.
5. British actress and singer, Cynthia Erivo, who plays \_\_\_\_\_ in *Wicked*, was born on January 8, 1987.
6. Steve \_\_\_\_\_ and Steve Jobs officially incorporated Apple Computer, Inc. on January 3, 1977, in California.
8. "Wedding March", composed by Felix \_\_\_\_\_, was first played at the wedding of Princess Victoria and Prince Frederick William of Prussia on January 25, 1858.
9. The first Winter Olympic Games officially opened on January 25, 1924, in Chamonix, \_\_\_\_\_.



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## MY RECENT COMMUNITY LISTINGS & SALES

**SOLD**



**6914 Livingstone Drive SW / Lakeview Village**  
**3,796 Sq.Ft / \$4,325,000**

**SOLD**



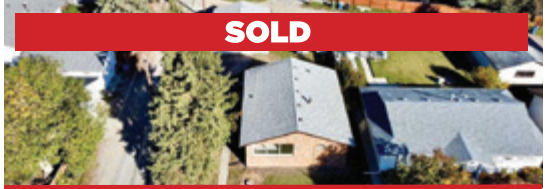
**6918 Lefroy Court SW / Lakeview Village**  
**2,402 Sq.Ft / \$2,300,000**

**SOLD**



**5711 Lawson Place SW / Lakeview**  
**1,259 Sq.Ft / \$800,000 / Represented Buyer**

**SOLD**



**3424 54 Avenue SW / Lakeview**  
**1,009 Sq.Ft / \$799,900**

### LAKEVIEW NOVEMBER 2024 STATISTICS



### NORTH GLENMORE PARK NOVEMBER 2024 STATISTICS



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