



Building Pride Since 1969

Fall 2010

Construction Break

An artist rendering of the new Winnepesaukee Playhouse in Meredith, N.H.



BPS Completes First Phase of Winnepesaukee Playhouse

The Winnepesaukee Playhouse, a year-round professional theatre, has completed the first major step in its relocation to the former Annalee property on Reservoir Road in Meredith, N.H. Major infrastructure improvements have been completed for the new theatre complex, including new woodland roads, water and sewer services, walking paths, as well as on-site actor housing and various improvements to existing structures.

The campus currently supports acting camps and workshops open to the community, along with prop shops and support for the theatre.

With a capital campaign well underway, the group is poised to fulfill its dream of a permanent facility to call home. The new Winni Playhouse will seat 182 guests, nearly double that of the former Weirs location. Performances will continue at the Weirs location until the second phase of construction is complete.

Design services for the new theatre are being provided by Misiaszek Turpin pllc of Laconia, N.H.

BPS has been providing complete commercial and residential construction services throughout New Hampshire for more than forty years.



General Contractors, Construction Managers for Design/Build of Public and Private Buildings

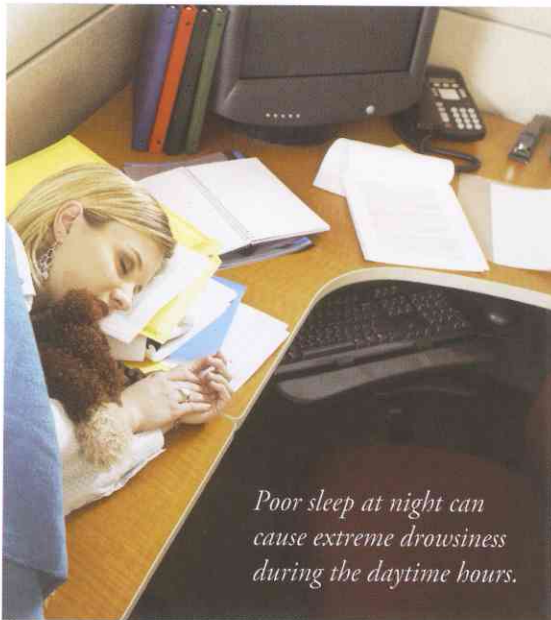
BONNETTE, PAGE & STONE CORPORATION
91 BISSON AVENUE, LACONIA, NH 03246
TEL: 603.524.3411 FAX: 603.524.4641



Sweet Dreams

Most people need seven to eight hours of sleep a night (though children and teens need more and older adults frequently sleep less). So when you sleep poorly—or not at all—you'll suffer from the effects. We all have trouble falling asleep occasionally, but you should talk to your doctor if you start exhibiting these symptoms of insomnia:

- Trouble falling asleep when you need to
- Waking up during the night more than once
- Waking up earlier than you want to
- Difficulty getting out of bed once you wake up
- Extreme drowsiness during the daytime hours
- Falling asleep at inappropriate moments
- Physical sensations keeping you awake at night (pain, the need to urinate, etc.)
- Nightmares or stress keeping you awake at night



Poor sleep at night can cause extreme drowsiness during the daytime hours.

Medication is one option for better sleep, but before going that route, try some of these behavioral tips:

- Go to bed at the same time every night and get up at the same hour in the morning.
- Reserve your bed for sleep and relaxation; don't eat or do work in it.
- Relax before bedtime; avoid strenuous physical activity for two hours before going to sleep.
- Don't drink caffeine or sugared beverages in the evening. Alcohol can actually interfere with your ability to get a restful sleep. Avoid eating heavy meals for two hours or more before bedtime.

Spin Failure Onto A Constructive Path

Failure can be one more step on your road to success—you just have to turn it around in a positive direction. Here are some creative ways to view failure:

- Failure can **push** you harder to succeed.
- Failure can **strengthen** your determination to overcome obstacles.
- Failure can make you **braver** in the face of opposition.
- Failure can help you **learn** what you need to do in order to succeed.
- Failure can **teach** you what your limitations are—and your strengths.
- Failure can encourage you to **change** your strategy.

Start Saving For Retirement Now

How much money can you lose by not contributing to a 401(k) when you're young? *Money* magazine senior editor Walter Updegrave did the math: A 34-year-old making \$50,000 who contributes 10% of his or her salary to a retirement plan will have about \$680,000 in the plan at retirement time (assuming a 7% annual return and a salary that rises 2.5% a year).

But waiting six years to start contributing to a plan would leave the employee with just \$475,000 at retirement age. Workers who procrastinate until they're 45 will have just \$335,000, or less than half what they would have saved by starting at 34.

Be A Winner

You can't take your job for granted these days. If you want to become irreplaceable and move up in your organization, you've got to take an active role in your workplace. Get started with this advice:

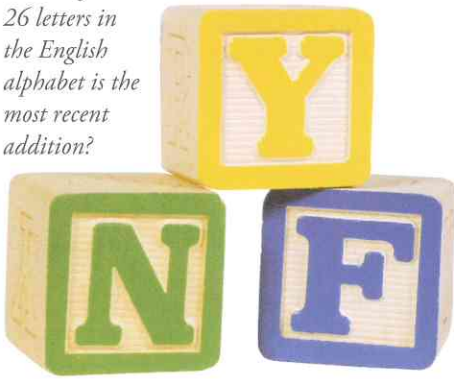
- **Be productive.** The first step to success at any job is to prove you can do it. Go beyond the job's minimum expectations to prove your potential.
- **Be a problem solver.** When you see something that needs fixing or a process that could be improved, don't just tell your manager about it. Deliver a solution along with the news and you'll showcase your creativity and commitment.
- **Be a team player.** Support the people you work with. Find out their goals, and help them achieve their objectives. Offer assistance when your co-workers have a problem to solve. Get familiar with your organization's mission statement and strategic objectives so you can pitch in and help accomplish them.
- **Be heard.** Speak up when you have ideas. Share your own goals with colleagues so they know what you're looking for in your career. Ask for opportunities to stretch your skills and show your strengths.
- **Be positive.** Your attitude has an impact. Employees and managers want to work with people who are upbeat and enthusiastic. Even on bad days, remember to smile and be nice to those around you.

SPEED BUMP

Dave Coverly



Which of the 26 letters in the English alphabet is the most recent addition?



Knowledge of Dubious Value

- 1) During World War I, the term "ace" applied to a pilot who had brought down how many enemy planes?
 - a) Three
 - b) Ten
 - c) 50
 - d) 100
- 2) What famed greeting did comedienne Minnie Pearl use to open her shows?
 - a) "Hello, Nurse!"
 - b) "Hi-Ho!"
 - c) "Hey, y'all!"
 - d) "Howdy!"
- 3) Which of the 26 letters in the English alphabet is the most recent addition to the set?
 - a) Z
 - b) J
 - c) W
 - d) X
- 4) Members of the Religious Society of Friends are better known by what name?
 - a) Mormons
 - b) Shakers
 - c) Quakers
 - d) Jehovah's Witnesses
- 5) According to Hallmark, what's the second-biggest card-giving holiday in America, behind Christmas?
 - a) Mother's Day
 - b) Halloween
 - c) Valentine's Day
 - d) Easter

Answers: 1) b 2) d 3) b (The letter "J" was added in the 16th century, which explains why it's one of the most infrequently used letters in the English language.) 4) c 5) c

The Art of Persuasion

Persuasion is a skill you need every day, whether you're negotiating a big business deal or telling your children to eat their vegetables.

Try these techniques for influencing people of any age in any situation:

- **Speak their language.** Listen to how people express themselves, particularly when it comes to sensory words. Some people will see things ("I don't see what you mean"); others will hear ("That doesn't sound like fun"); and others will feel ("I don't feel good about that.") Use their preferred mode of expression back to them ("I see your point...I hear what you're saying...") and they'll accept your point more readily.
- **Use their names.** People love to hear the sound of their own name. Just don't overdo it. For a new acquaintance, make sure you're pronouncing it right and don't use it before you've established some sort of rapport.
- **Use action words.** You've got to ask for the response you want. Don't ask someone to "try to" do something, or to "think about doing" it, if you need him or her to do it now. Be direct without being pushy.
- **Get your foot in the door.** You don't have to lead off with your main point. First get the other person's attention, and then apply some persuasive techniques: offering an additional benefit, changing your request to what you really want, or letting them turn you down now so he or she will be obligated to agree later.

Two Stretches For Office Fitness

Like athletes, office workers need to condition themselves for the rigors of their job. Here are two easy exercises to keep you in shape at your desk:

Stretch #1 (helps loosen muscles in your hands, wrists, and forearms)

- Separate and stretch your fingers until you feel tension.
- Hold for 10 seconds.
- Relax.
- Bend your fingers at the knuckles.
- Hold for 10 seconds.
- Separate and stretch your fingers again and hold for 10 seconds.

Stretch #2 (helps stretch muscles in your arms and upper back)

- Interlace fingers.
- Turn palms away from you as you straighten arms in front of you at chest or shoulder height.
- Feel gentle stretch in arms and through upper part of shoulder blades.
- Hold for 10 to 20 seconds.
- Relax before repeating entire stretch.

It's A Sign

Traffic signs are an integral element of safety on the road. Even if you can't make out the words, you can usually figure out what the signs are trying to tell you by looking at the shape:

- **Octagons** are used exclusively for stop signs.
- **Triangles** with the point down are used for yield signs.
- **Tall rectangles** (longer vertically) denote regulations, like speed limits.
- **Wide rectangles** (longer horizontally) are used for route guidance (one-way streets, for example).
- **Pentagons** signal a school crossing.
- **Diamonds** are warning signs, used to indicate road work and other calls for caution.
- **Circles** indicate that something is prohibited, like a left turn.
- **Pennant-shaped signs** warn drivers not to pass other cars.





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BPS welcomes its new clients...

- Lakes Region United Way, Laconia, N.H.
- Town of Center Harbor, N.H.
- Town of Plymouth, N.H.
- Winnipiesaukee Playhouse, Meredith, N.H.
- Family Residence, Sanbornton, N.H.
- Strafford School District, Strafford, N.H.
- Mountain View Nursing Home, Ossipee, N.H.
- Town of Littleton, N.H.

and thanks its returning clients...

- Naswa Resort, Weirs Beach, N.H.
- Irwin Ford-Lincoln-Mercury-Toyota, Laconia, N.H.
- Horne Street School, Dover, N.H.
- County of Carroll, N.H.
- Hooksett School District, Hooksett, N.H.
- Somersworth School District, Somersworth, N.H.
- Laconia Eye Associates, Gilford, N.H.
- Lincoln Financial, Concord, N.H.
- RFS Engineering, Laconia, N.H.
- Goffstown School District, Goffstown, N.H.

Thinking About A Project? Give Us A Call To Explore Concepts, Ideas And Feasibility

If you have any questions relating to construction services, suggestions for future newsletter articles or would like someone added to our mailing list, please contact:

Randy Remick, President, or Keith McBey, Vice President
Bonnette, Page & Stone Corp. | 91 Bisson Avenue | Laconia, NH 03246
Phone: (603) 524-3411 | Fax: (603) 524-4641
e-mail: rremick@bpsnh.com | e-mail: kmcbey@bpsnh.com



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- Feasibility Studies
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- Management of All Project Scheduling
- Financial Assistance
- Full Commercial and Residential Construction Services
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- Application of Green Technology and Earth-Friendly Products



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