

<u>Taking Care</u>

Summer Caregiving Savvy Tips for Protecting Vulnerable Seniors

by LISA M. PETSCHE

ttention, caregivers: summer sun, heat and smog can be harmful to your older relative's

already fragile



At this time of year, the elements bring increased risk for certain problems, some potentially fatal. These include:

decreased circulation and an altered sensation of thirst; chronic illness, such as heart or lung disease; improper or overuse of medications; and being significantly underweight or overweight.

The following tips will help you protect your relative's health and keep him or her comfortable during the dog days of summer.

- · Before planning your day, listen to the weather forecast for the current and anticipated temperature, humidity level and air quality read-
- Stay indoors and keep windows closed when smog alerts are issued.
- Close blinds and curtains to block the sun's powerful summer

- · Have your relative avoid all unnecessary physical activity.
- · Serve lighter, more frequent meals and offer more fruits and vegetables, which have a high water content. Avoid hot, spicy, high-fat and protein-rich foods.
- Offer plenty of extra fluids, regardless of whether your relative expresses thirst, and be sure to take some beverages along whenever you go out. Water is best, but if he or she isn't a water drinker, try vegetable juice or diluted fruit juice. Avoid caffeinated and alcoholic beverages. If your relative is on fluid restrictions or a special diet, consult with the doctor before making any changes.
- For cooking, use a microwave oven, toaster oven or barbecue rather than a conventional oven or stovetop. Consider buying pre-cooked foods that only require warming. An even cooler alternative is to order takeout food.
- · If you don't have central air-conditioning, use fans or window airconditioners to improve airflow and evaporate sweat. Stay on the lowest possible floor of your home, preferably on the shaded side. If necessary, cool your relative with a refreshing bath, shower or sponge bath, or by

placing a cool washcloth on wrists and forehead. Open windows in the evening if there's a breeze.

- · If you don't have an air-conditioning unit, seriously consider getting one, especially if you and your relative can't easily get out. Otherwise, plan to spend the hottest part of the day in a climate-controlled environment: a friend's or relative's home or a public place such as a seniors' center, library or shop-
- If you need to go out with your relative, do so in the morning before the heat reaches its peak, or in the evening. Avoid situations involving a crowd. If your vehicle isn't air-conditioned, time your trips and plan your routes to avoid traffic congestion. Before getting in, open all the windows or doors to let heat escape. Never leave your relative in your vehicle while doing errands, as heat can quickly build up to a dangerous level during the summer months.
- Whenever you go out, see to it that your relative is wearing sturdy, comfortable shoes with good treads, and that he or she has any recommended mobility aids.
- · One final piece of advice: Don't forget to protect yourself from the ill effects of excessive summer sun, heat and smog. You matter, too!

If Your Relative Lives Alone

 Make daily checks during heat waves to ensure your relative is eating and especially drinking sufficiently (arrange for more groceries

- as necessary), isn't overdressed and is acting normally. Seek medical attention if you have any concerns about his or her physical or mental
- Ensure any air conditioners or fans are in good repair and being
- · Help to obtain an air conditioning unit if your relative doesn't have one, or arrange during a heat wave for him or her to stay with someone (you, another relative or a friend) whose home is climate-controlled.
- Provide or arrange for transportation to appointments, for errands, or to take your relative to a cool place. Walking any distance or waiting at bus stops in extreme weather is not advisable.
- If you live at a distance, arrange for a local friend or neighbor to make a daily visit. Supply your relative with a list of local businesses that offer delivery service, including grocery stores and pharmacies, so he or she doesn't feel the need to venture out in extreme conditions. If your relative doesn't have air conditioning, call the local public health office or Agency on Aging to find out if there's a program that subsidizes the cost of air conditioners, or a public cooling center in the area.

Lisa M. Petsche is a social worker and a freelance writer specializing in boomer and senior health matters. She has personal experience with elder care.



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Health, Aging and Spirituality Annual Conference

Submitted by JEANETTE CUMMINGS Director, Area Agency on Aging A Division of the CSRA Regional Development Center

he CSRA Regional Commission Area Agency on Aging will host the Health, Aging, and



Jeanette Cummings

Spirituality Conference from 9:00 a.m. until 3:00 p.m. at the Double Tree Hotel located at 2651 Perimeter Parkway, in Augusta on Thursday, September 28, 2017. This annual program is an event designed to pro-

vide valuable information for seniors, caregivers and professionals regarding the latest trends in support

This year the theme for this program will be "Healthy Aging: Pathways to Quality of Life." The Area Agency on Aging is partnering with Augusta University to provide local experts to address the needs of seniors. Speakers will include the Augusta Warrior Project, a motivational segment from the Pastoral Care Department of Augusta University as well as an eight member panel of local ministers addressing local needs and specific resources.

Registration is \$30.00 for caregivers, students, and retirees and \$60.00 for professionals. A plated luncheon is included as well as morning snacks.

For more information, contact Jeanette Cummings, Director, at 706-210-2013 or jcummings@ csrarc.ga.gov.

*Checks should be made payable to CSRA Regional Commission. Mail to: Dina Conklin, 3626 Walton Way Extension, Suite 300, Augusta, Ga 30909. Cash cannot be accepted by

AGENCY ALERT: Getting Help With Bills!"

by KATHLEEN ERNCE Executive Director, The Senior Citizens Council Augusta, Georgia kernce@seniorcitizenscouncil.org

am beginning a two part series to help identify resources that are available to help pay



Kathleen Ernce tricity bills.

bills and other expenses. This month we are discussing telephone service, home energy service, and other help for gas, oil, and elec-

Get Help Paying for Telephone Service

Lifeline is a government benefit program from the Federal Communications Commission's Universal Service Fund. It can help you get discounted landline or cell (wireless) phone service if you are below a certain income level.

Eligibility to get LifeLine:
 There are two ways to qualify:

Income based eligibility or Program based eligibility

- How to Apply for Lifeline benefits: If you qualify for Lifeline, there are three steps to receive a discount on your phone service:
 - 1. Select a phone company
 - Fill out an application you can get from the phone company
 - The phone company will verify your identity and enroll you in the program

To continue with your Lifeline service, you must recertify every year.

Mobile Phones For Emergencies

If you can't afford any telephone service, you can still use a cell phone to contact 911 in case of an emergency. If you need a cell phone for this purpose, contact your state social service agency. It can help you find an emergency cell phone donation program near you.

Get Help with Your Home Energy Bill

If you need help paying for your home energy costs, the Low Income Home Energy Assistance Program (LIHEAP) may be able to help with

- Paying for part of your heating or cooling bills
- Paying for some weatherization or low-cost home repairs that may lower your monthly energy bills
- Energy crisis assistance for immediate help

Contact Equal Opportunity Authority to see if you are eligible for this assistance.

LIHEAP does not pay for water or sewer bills. Learn more by reviewing LIHEAP's list of frequently asked questions.

For additional help applying for LIHEAP benefits, call the National Energy Assistance Referral (NEAR), a free service, at 1-866-674-6327 (TTY: 1-866-367-6228) or email energyassistance@ncat.org.

Other Options For Help with Gas, Oil, or Electric Bills

If your income is too high to qualify for LIHEAP; but, you need help with energy bills:

- Reach out to your local social services agency or non-profits organizations, which may have funds available through grants.
- Contact your gas, oil, or electric company about financial programs or new payment options.
- Learn about the Weatherization Assistance Program (WAP) to help make repairs and save on your energy bills.

Next month I will give you some details about ways to pay for medical treatment, prescription drugs, and emergency medical treatment and labor act. Stay cool, doing plenty of water to stay hydrated, and cook in the early morning or late in the evening to keep y our home a little cooler.

Vintage Gardens At Sweetwater



Senior Living at its best! Enjoy the quiet gazebo with flowers, horseshoe pit, individual gardening areas, and a community center with planned activities for everyone.

Residents must be 55 and over.

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Poets' Corner

THE LIGHT OF DAY

by Ronald Dennard

The light of day comes and things are alright

Better than they were at midnight God was with every sister or hoother

Protecting both father and mother

The light of day was not beheld by some

The reason God sent His only Son If we pray to Him and give Him our hearts

He will tell us what to do, what to start

The light of day gives us a new song

Putting our hearts in order, things where they belong

Give the Master the glory in what you do

To Him, always be true

God gives us light so we will not stumble and fall

He is powerful, the Maker of us all

Just remember how much He loves us

And in His name, let us continue to trust

WHERE IS GOD? by Shirley Glisson

I saw God this morning When I awoke to see The beauty of the sunrise As the rays peeked through the trees.

I saw Him in the garden

Where plants pushed through the sod.

No one else can make a flower, Yes, I'm sure that it was God.

Some still ask, where is God? And yet they fail to see. Fools may say there is no God. But, He is real to me.

DRESS TO IMPRESS

by Theresa Richards

The lady is dressed from her head to her toes,

Where she did her shopping, nobody knows.

She has a style that's all her own. She dresses in good taste even when she is at home.

The lady dresses with eloquence and is quite sassy.

When it comes to fashion, she is definitely classy.

Her purse, hat and shoes match just right,

When she steps out, she's really "out of sight."

The lady dresses with a unique taste.

She walks with such confidence and grace.

Everyone sees her as attractive or cute,

But I see her as being fashionably astute.

The lady is always dressed in the right attire for the occasion. She puts together her own creation. Her accessories always compliment her beautiful attire,

She has the look and style that all

women desire.

(Picture Poetry Collection c2008) tpr

ALL ROADS LEAD TO SOMEWHERE

by Joanne Kenzy (October 2016)

On our way to somewhere The wheels are humming on the black tar

Leaving behind life that we knew Memories embracing that place where we grew

Sometimes unendurably bumpy The road unfurls before us Yesterdays are all that we know There are signs on the road to see as we grow

Where the road meets a road and the road has a bend

We make a decision so the road does not end

We bend with the curve, pick the one we think right

Avoiding the road leading into the night

(After full-time employment for 54 years, Joanne, then 72, found herself with nothing to do. She decided to go to their private book shelf to find something to read. The book she found was, "What to do with yourself, when you don't know what to do with yourself." O.K. Then came the commitment of ten minutes per day. Her selection was writing. Words kept flowing and were so loved. Explore the wonder further by going to: www.thepoetqueen.com.)

<u>Opinion</u>

Newest Aircraft Carrier Joins Fleet

by DANIEL W. GATLYN, USN Ret. Minister/Journalist

n July 22, 2017 at the Norfolk, Virginia Naval Base, the Nuclear Aircraft Carrier, Gerald R Ford, CVN 78, was commissioned by Donald E. Trump, President of the United States. On hand (as sponsor) was Susan Ford Bales, daughter of former President Gerald Ford, amid numerous high ranking Military officials! This ultra modern vessel represents the most efficient "wartime capability" of the American Fleet... and indeed gains the attention of friends and foes both near and far! It is 1,106 feet long, weighs 100,000 tons, carries a crew of 4,660 Sailors and Marines and a complement of 75 supersonic aircraft. The cost to American tax payers was 12.9 billion dollars... and worth every cent!

In addition to being new, and freshly painted with 200,000 gallons of paint, this unprecedented Carrier comes equipped with the worlds most "up to date" weapons system, catapult and arresting gear; forged by hundreds of engineers and technicians; and, a communications system without equal in the world. With the blessings of President Trump, Defense Secretary Mattis, and scores of National Representatives, the Gerald Ford will work it's way through "shakedown and fine tuning" over the coming months and then join the Fleet as firm notice to all Nations that the most elaborately furnished Offensive Weapon on the planet now sails the seven seas!

While much of America is continually unaware of our Naval importance and strategy (and without negating Missions of the Army, Air Force, Marines, and Coast Guard), let it be known to all ears that the ships of the American Fleet are continuously monitored by our leaders (and our enemies) as to location and possibilities for military action. One of the first (if not first) questions asked in the Situation Room when peril looms on the world scene is: "Where are our Carriers?"

I watched the exhilarating
Commission Ceremony with pride
(and lots of memories) recalling my
multiple tours with the (early
Carriers) Boxer, Lexington, Ranger,
and the Hancock. I am substantially
familiar with the potential, strategies, missions, and peril that such
ships pose. The antics of world powers, and technologies, of the world
continue to accelerate; challenging
all human aspirations surrounding
war, peace, and freedom!

I salute the crew of the USS GERALD R FORD... and subsequent missions of necessity!

On the Cover

Let's Visit the North Augusta Greenway!

by CAROLYN BRENNEMAN

Let's explore the beautiful North Augusta Greenway Trail, which provides paved paths for walking, jogging, biking or just viewing. Even on a hot, humid summer day in August, this trail is delightful to bike or walk down, with many gorgeous trees that provide lots of shaded areas on the path.

This area, named after the for-

mer Mayor Thomas W. Greene, is a great outdoor setting which provides a safe and fun environment for people of all ages. We can go at our own pace as we meander through the beautiful, natural terrain and the Savannah riverfront. The trail is gorgeous, well-maintained, and well-traveled with many enjoying the beauty on the weekends. Songbirds are everywhere, and the vegetation is numerous. Taking the trail to the right of the activity center, we can walk through shady groves on the

trail designed for walkers, joggers, and cyclists. If we want to go down to the Savannah River, we can take the trail at the left of the activity center.

The North Augusta
Greenway is a multipurpose trail created out
of an abandoned railroad right of way and is
a perfect place to spend
time with friends and
share time with the
family. We will see
many of North
Augusta's neighborhoods, natural settings,



Shaded area for walking



Lovely view of the greenway



Neighborhood view



Ready for walking

wide open spaces, native wildlife, and breathtaking riverfront views of the Savannah River.

In 2000, the Greenway was designated as a Millennium Trail by the White House Millennium Council. In 2005 the Greenway was designated a National Recreation Trail in conjunction with the National Park Service. The Greenway is open to the public from dawn until dusk and there are four parking areas for those who do not have direct pedestrian access to the trail. There is paved parking near the eastern end of the trail at Riverside Boulevard and near the western end of the trail at Pisgah Road. So, let's get out our walking shoes and bikes and enjoy the beautiful Greenway Trail!



Additional Senior Services & Events Information Available at www.seniornewsga.com

AUGUSTA/CSRA METRO AREA Senior Services & Events Directory For additional Services & Events listings, please visit our website at: seniornewsga.com.

The Senior Citizens Council 4210 Columbia Road, Suite 13A, Martinez, GA 30907; 706-868-0120 www.seniorcitizenscouncil.org

The Senior Citizens Council is open Monday through Friday for the following services:

- Advocacy Programs Department including: Caseworker Services -Caregiver Respite, Referral Information and Suuport (CRRIS); Bill and Money Management (MAP); Senior Health Insurance and Education (SHINE) - the Center for the Prevention of Elber Abuse, Neglect and Exploitation.
- The Senior Corps Department: Foster Grandparent Program (FGP) and Senior Companion Program (SCP) for income-eligible persons age 55 and older who "serve up to 20 hours a week with special needs children or adults." Call us at 706-868-0120 for complete details. The Retired and Senior Volunteer Program (RSVP) for individuals looking for "fun and rewarding ways to make a difference

in the community" or just get out-ofthe-house a few hours a month. RSVP recruits individuals age 55 and over for the opportunity to apply their skills, expertise, and experience to help meet critical community needs while meeting other like-minded folks in our community. RSVP pairs talented volunteers with a variety of local nonprofit, health care, governmental, and faith based organizations to assist these groups with meeting the needs of those they serve. Please call us at 706-868-0120 for details on any of our programs or make an appointment for a needed service. Our physical address is 4210 Columbia Road, Suite 13A, Martinez, GA 30907, Monday through Friday, 8:30 a.m. to 5:00 p.m.

CSRA Senior Life Enrichment Centers

Over 60? Do you enjoy socializing, parties, cards, crafts, Bingo and travel? Are you interested in staying healthy and active? Are you tired of eating lunch alone?

If you answered YES to these questions, check out a Center near

Blythe Area Recreation Department

Patricia Strakosch, Brenda Buck 3129 Highway 88, GA 30805; 706-592-6668

- Carrie J. Mays Recreation Center Kristy Banks, Tammy Olive 1015 11th Ave., Augusta, GA 30901; 706-821-2831
- Henry H. Brigham Senior Center Heather Koons 2463 Golden Camp Rd., Augusta, GA 30906; 706-772-5456
- McBean Community Center Dana Pettigrew, Willamae Shaheed

1155 Hephzibah/McBean Rd., Hephzibah, GA 30815; 706-560-1814

- Sand Hills Community Center Brandi Robertson, Linda Taylor 2540 Wheeler Rd., Augusta, GA 30904; 706-842-1912 or 706-842-1916
- McDuffie Woods Community Center

Frank Booker

3431 Old McDuffie Rd., Augusta, GA 30906; 706-771-2656

 New Bethlehem Community Center, Inc.

Sheridan Glaze

1336 Conklin Ave., Augusta, GA 30901; 706-722-0086

- Columbia County Senior Center Christie Lowe
- 5913 Euchee Creek Drive, Grovetown, GA 30813; 706-556-0308
- Burke County Senior Center Jackie Brayboy, Sherry Moody 717 W. 6th St., Waynesboro, GA 30830; 706-437-8007
- Glascock County Senior Center Anita May

568 Brassell Park Ln., Gibson, GA 30810; 706-598-3050

- · Betty Hill Senior Citizens Center Knakia Huff 330 Waters Work Rd., Sparta, GA
- 31087; 706-444-7532 Harlem Senior Center
- Sabrina Threet 405 B West Church St., Harlem, GA 30814; 706-449-8400
- McDuffie Senior Center Kimberly Ivy

304 Greenway St., Thomson, GA 30824; 706-595-7502

Jenkins County Senior

Errand Drake

GA 30434; 478-625-8820

998 College Ave., Millen, GA 30442; 478-982-4213

- Jefferson County Leisure Center Tammie Bennett 1841B Highway 24 West, Louisville,
- Lincoln County Senior Center Pam Parton

160 May Ave., Lincolnton, GA 30817; 706-359-3760

- Sylvania Senior Center Cathy Forehand 209 E. Ogeechee St., Sylvania, GA
- 30467; 912-564-7727 Taliaferro County Senior Center Velma Harris

119 Commerce St., Crawfordville, GA 30631; 706-456-2611

- Warren County Senior Center Porsha Johnson 48 Warren St., Warrenton, GA 30828; 706-465-3539
- Washington County Council on

Lynne Beal 466 Maurice Friedman Rd..

Sandersville, GA 31082; 478-552-0898 (Mon., Tues, and Thurs.); 478-

continued on page 7

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alexcosouthern@yahoo.com www.southerncomfortshoes.com

EVENTS

from page 6

552-0013

Wilkes County

Diana Hall 108 Marshall Street, Washington, GA 30673; 706-678-2518

 Shiloh Comprehensive Community Center

Elizabeth Jones 1635 15th St., Augusta, GA 30901; 706-738-0089

Aiken County Parks, Recreation & Tourism

902 Vaucluse Rd., Aiken, SC 29801; 803-642-7559;

www.aikencountysc.gov/tourism Courtney Senior Center

49 Roy St., Wagener, SC; 564-5211

Senior Bingo: 3rd Fri., 2 p.m., Free
 Canasta Club: Wednesdays, 12 noon,

Harrison-Caver Park 4181 Augusta Rd., Clearwater, SC; 593-4698

Aiken County Recreation Center 917 Jefferson Davis Hwy., Graniteville, SC; 663-6142 Roy Warner Park 4287 Festival Trail Rd., Wagener, SC; 564-6149

Academy for Lifelong Learning, USC-Aiken Information: 803-641-3288

Hearing Loss Association of Augusta

Meetings are normally held on the 3rd Saturday, 11 a.m.-1 p.m., September-April except for December, at University Hospital, 1350 Walton Way, Dining Rooms 1-3. For information on the organization please contact Gayle Tison at

g.m.tison@wowway.com.

Morris Museum of Art

1 Tenth Street at Riverwalk in Augusta Riverfront Center. Call 706-724-7501 for more information or visit the Museum's website at www.the morris.org.

 New in the Museum Store: The South's Best Butts, Pitmaster Secrets for Southern Barbecue Perfection: Matt Moore, Author, A Southern Gentleman's Kitchen

 Films on Friday: The Night of the Iguana (1964): Fri., Aug. 4, Noon
 Artrageous! Family Sunday: Gullah Culture and Traditions: Sun., Aug. 6, 2 p.m.

Gertrude Herbert Institute of Art Located at 506 Telfair Street, Augusta. Call 706-722-5495 for information.

Caregiver Support Group

Are you caring for a spouse or parent? Join other caregivers to share experiences, gather practical resources and find the support you need. The group meets the 3rd Monday of each month at 6:30 p.m. at the Friedman Branch Library located at 1447 Jackson Road in Augusta. For more information contact Georgia Jopling, Caregiver Specialist, Area Agency on Aging, 706-210-2000 or 888-922-4464.

Augusta Museum of History

560 Reynolds Street in downtown Augusta. Call 706-722-8454 for events information.

- Lucy Craft Laney: Lamar Nursing School Display: Aug. 21, 10 a.m. (call for complete details)
- Voices of the Past Museum Theater: A Petersburg Boat Pilot: Sat., Oct. 21
- Voices of the Past Museum Theater: The Other Tubmans: Sat., Oct. 14
- Brown Bag Series: Waynesboro, Jesse Stone and Ben Palmer, Sept. 13

Lucy Craft Laney Museum of Black History

www.lucycraftlaneymuseum.com Call 706-724-3576 for events information.

USA DANCE Augusta Chapter 6074 Every Third Saturday of the Month

The USA Dance is a National
Dance Organization. Our Chapter
6074 focuses on the Augusta and
Aiken areas. Our dances are held on
the THIRD SATURDAY of each
month. The dance is held at American
Legion Post 63, 90 Milledge Rd.,
Augusta, from 7:30 to 11 p.m. Lessons
at 8 p.m. If you are able, please bring
something sweet or savory for the
goody table. Tasty food, the best dance
floor in the CSRA, great music, a
friendly and welcoming atmosphere all

add up to a perfect Saturday evening experience. Cost is \$8.00 for USA Dance members or \$10.00 for non-members. For additional information call Kay Cooke at 706-210-8780 or Rudy Brostrom at 803-442-9337. Join us for an evening of fun and fellow-ship!

Augusta Christian Singles Dance

Dances are at 7:30 p.m. with complimentary dance lessons at 6:30 p.m. Admission will be \$10.00 for guests and \$8.00 for members. Light refreshments will be served.

Located at The Ballroom Dance Center, 525 Grand Slam Drive, Evans, GA 30809.

Friday Night Dance

Every Friday, 8-11 p.m., American Legion Post 63, 90 Millege Rd., Augusta. With band or DJ. \$10 cost. Free coffee and cake.

Everyone welcome. Call 706-733-5184.

Pieceful Hearts Quilt Guild

Meets on Monday nights, 7-9 p.m., and Thursday mornings, 10 a.m.-2 p.m., at St. Bartholomew's Episcopal Church, Martintown Rd., North Augusta. For details call 803-279-6456 or 706-790-4975.

Augusta Chapter Of The Embroiderers' Guild Of America

Meets First Mon. each Month, 6:30 p.m., St. Augustine's Episcopal Church, 3321 Wheeler Rd., Augusta. Additional information – Call Diana Parfit at, 706-513-5458 or email: dianalparfitt@gmail.com.

Alzheimer's Caregiver Support Group

Meets 3rd Tues., 6:30 p.m., Brandon Wilde Retirement Community, Evans. For details call 706-854-3591 or 706854-3501.

CSRA Parkinson Support Group Meets monthly, St. John Towers Dining Room, 724 Greene St., Augusta. For details call 706-364-

Area Agency on Aging

30-minute aging services information session, 3rd Thursday each month, 1 p.m. KROC Center Augusta, Senior Lounge, 1833 Broad Street. Registration not required. Contact April Young, Resource Specialist, 706-210-2022 or 706-210-2018.

ENOPION Theatre Company Announces Eli's BETHLEHEM INN Auditions Begin August 28th Auditions by appointment. For com-

plete details call 706-771-7777.

Tired of Retirement?



Want Some Extra Spending Money?

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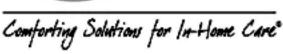
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Is it a Legitimate Opportunity or a Pyramid Scheme?

by KELVIN COLLINS President/CEO, BBB of Central Georgia & the CSRA, Inc.

any people have found success in direct selling for companies which use a multi-level compensation plan. Unfortunately, not all opportunities are legitimate, and it's easy to get caught up in the enthusiasm and big promises of a pyramid scheme posing as a trustworthy company. So how do you tell the difference? BBB provides consumers with information to help determine whether or not a company is trustworthy.

What is a Multilevel Marketing Plan? Multilevel Marketing is a method to sell goods and services through other distributors. These plans promise that if you sign up as a distributor, you will receive commissions from sales you make, as well as sales of the people you have recruited as your distributors. On the contrary, a pyramid scheme's commissions are primarily based on the number of distributors recruited and generally ignore the marketing and selling of products and services.

The difference between these two plans can seem unclear, but there is one key distinction – MLM's are legitimate, and pyramid schemes are illegal, so it's very important to do your homework

BBB offers the following questions to ask before deciding whether or not to join an MLM:

- Does the compensation come primarily from recruiting others as opposed to the sale of the product?
- Does the product or service seem too good to be true, and is it priced at an expensive rate?
- Do you feel pressured to join?
 Is the emphasis placed on the "opportunity" rather than the value of the product?
- Are there promises of large profits for minimal work and little experience?
- What is the marketability of the product? Is there a similar product on the market for less money?

If you answered yes to any of these questions, you are probably looking at a pyramid scheme. While a Multilevel Marketing Plan can be a legitimate and exciting new venture, the bottom line is, do your research as you consider a MLM opportunity. It could be a pyramid in disguise.

Here are some tips to consider before you make your decision:

 Don't pay or sign any contracts in an "opportunity meeting" or any other high-pressure situation. Insist on taking your time to think over a decision to join. Talk it over with your spouse, a knowledgeable friend, an accountant or an attorney.

- How do you feel about the way you were recruited and do you feel comfortable approaching friends and family in this same manner?
 People don't appreciate having their friendship exploited, this usually ruins relationships.
- Beware of those that don't command the respect themselves and lean on the credentials or character of others.
- Can you survive off of the sales of the product without recruiting other distributors? Pyramid schemes survive by pulling in new distributors and little attention is placed on the product.
- Realistically, how many people can be enrolled in any given area before saturation occurs? If everyone in your neighborhood is selling hamburgers, then pretty soon it is going to be difficult to sell hamburgers.
- Check any company or opportunity out with BBB before joining.

Keep in mind, a legitimate company will portray an honest picture of the opportunity, including the possible risks, rewards, and challenges. A pyramid scheme, however, will enthusiastically sell you on the promise of making tons of money with very little effort. Unfortunately, self-deception is the hardest to recognize so take the time to research thoroughly before getting caught up in the hype.

For more tips you can trust, visit bbb.org.

Kelvin Collins is President/CEO of the Better Business Bureau serving the Fall Line Corridor, serving 83 counties in East Alabama, West Georgia,
Southwest Georgia, Central
Georgia, East Georgia and
Western South Carolina. This tips
column is provided through the
local BBB and the Council of
Better Business Bureaus. The
Better Business Bureau sets standards for ethical business behavior, monitors compliance and helps

consumers identify trustworthy businesses. Questions or company plaints about a specific company or charity should be referred directly to the BBB by visiting bbb.org, by emailing info@centralgeorgia.bbb.org, or by calling 800-763-4222.site: www.bbb.org or E-mail: info@centralgeorgia.bbb.org or info@csra.bbb.org.

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