

## The science of creating harmony, balance and sanctuary

The experience of working with Joseph Martin—REALTOR® and Feng Shui and Vaastu consultant, is in a word, transformative. He offers simple yet profound ways to create energy, beauty and peace in homes and workplaces, and uses his expertise in Feng Shui and Vaastu to enhance health and harmony for the people and pets who dwell in them.

He calls his business "House of Light & Harmony." "Last weekend I did a house for a young family with a baby, arranged all the furniture—placement is extremely important—rugs, paintings, plants, wind chimes and mirrors ... They were so delighted," Martin says with a warm, beatific smile.

"I'd like people to understand the work that I do is based on ancient science and knowledge. 'Vaastu' is now becoming very popular in North America and is an 8000-year-old-Hindu science, tied to Ayurvedic medicine, yoga, health, architecture and spirituality. It creates a healthy, harmonious home, where everyone will be happy, creative, and have loving relationships. It is similar to Feng Shui, which is derived from Vaastu," explains Martin. "It can make an enormous difference in people's entire experience of living in a space."

Once a professor of anthropology, Martin enjoys teaching others how to harness the power of these ancient traditions, so crucial to well-being in stressful modern times. "I've been doing cross-cultural training around the world and this practical hands-on work for a number of decades. Creating sanctuary and a healthy harmonious house that supports a fun and inspirational, as well as a relaxing and romantic way for people to live and thrive, is such a pleasure for me. Home has to be personalized so that it is more than just a place to take off your shoes; it needs to be an adventure in living and growing. This is what I co-create with people."

Speaking of his real estate services, he says, "The people who refer others to me say, 'Joseph will find you the perfect house. Not just the shell, the whole living experience.' It's an inside-out process; I match people up on all levels with the right house. For me, it's intuition and science. You're not going to be happy just with a house; you have to be happy with the neighbourhood, the lot, the whole experience of living there. It needs to be the best 'fit' of the right house with your present life circumstances."

Martin spends a lot of time with his clients. "I ask, 'How do you feel going home each day, or when you wake up in the morning?' Many people don't feel good about coming home. There may be unfinished renovations, clutter, or they just don't like the house: too dark, too small, wrong street—they want to make a change. Perhaps the stress from one's life and work is not released when they go home—the energy is so stale or even harmful. A home needs to be healthy and flowing with positive Qi or energy; otherwise it can actually make you sick. Can they



Joseph Martin

fix this house, or should they move? That's why they call me."

"This is a time when people are very active in all aspects of the great adventures and challenges in their lives. It is also a time of uncertainty and crisis, environmentally and socially; people need to know that when they go home, they can feel happy, protected, peaceful and trusting. Home should be a place where people are inspired, creative, and most of all, happy with their loved ones. Living energy from indoor plants and outdoor gardens are a very big

part of this as well, and I utilize my background in landscape design when I am working with people."

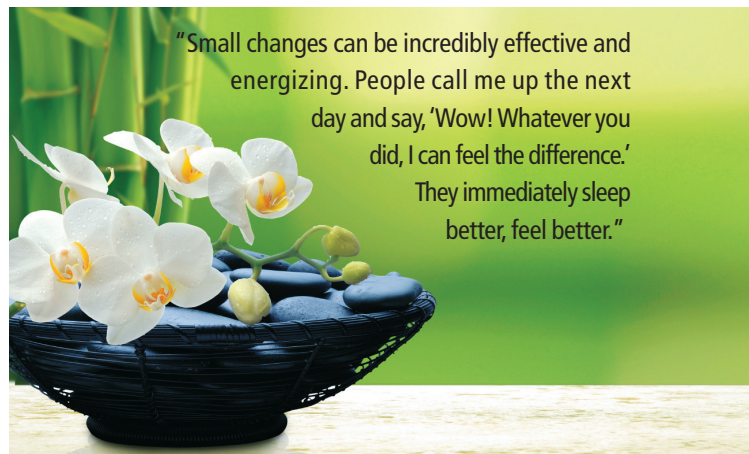
Right now there is twice as much real estate inventory on the Victoria market than there was in 1998. The average time on the market is 100 days. Martin's listings sell within 6 to 14 days, and he credits his Feng Shui treatment of each property with this success. "A large part of my work is Prepping™, my Advanced Staging of properties for REALTORS® and people who are selling their own homes. There are hundreds of little details that work in a very practical way for my success in selling houses. I recently had multiple offers on a property, even in this slow market."

Martin's process is extremely thorough and detailed. "I walk the neighbourhood, then the perimeter of the lot, and I have a 200 item list on a clipboard. I survey the topography, lot, exterior, the roof, then the whole house, floor by floor, room by room."

After he has made his assessments, he offers his advice. "Sometimes there are major renovations that require from one to four weeks, even six months, before we can list. As a "Green" REALTOR® I suggest energy efficiency and low maintenance materials, products and appliances; my past as owner of a painting and renovations company comes in handy."

"Oftentimes just tweaking a few things makes an amazing and healthy difference. People are relieved to find that they've been doing very well, actually; a few small adjustments can make such a difference. Many folks are reluctant to show me their clutter; I laugh and tell them that we all have clutter. Giving away to charity and friends, and recycling help us get ready for a positive attitude shift to transform our house to get ready to sell, so we can move into our next life adventure. It really can be fun."

"This is for everybody," Martin says. "Everyone can be happier and more productive. Small changes can be incredibly effective and energizing. People call me up the next day and say, 'Wow! Whatever you did, I



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can feel the difference.' They immediately sleep better, feel better. One artist called me yesterday to say that her two paintings which she'd had for years sold for \$8000, and her life's dreams have become vibrant, hopeful and alive again. She said, 'This Feng Shui really works wonders.'"

Joseph Martin regularly teaches workshops on Feng Shui and Vaastu in Victoria; see his website for upcoming trainings and testimonials, and call for a personal consultation on Feng Shui or real estate services.

Joseph Martin, PhD

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