

An interview with Trader Chris

Q: How did you become “Trader Chris”?

I grew-up in a suburb of Memphis — Germantown — and both parents were from New York City. My father, Matt, was a big influence on me starting my business. When he moved down South to take a job with Federal Express, there was a cultural shock being from New York City. However, he fell in love with garage sales and estate sales. In the late '90s, I was in high school and eBay was growing. I thought to myself “Wouldn't it be great if Dad could sell this stuff he brought home?” I went away to college and attended UNC on a Navy ROTC scholarship. After serving four years of active duty, I got out of the Navy at the height of the financial crisis and got hired to become a financial advisor. I was grinding away, trying to grow a business, and after nearly two years, I decided to quit and start my own internet business. I didn't have any children at that point, but my wife still thought I was crazy.

I had success immediately, which was good

and bad. My first sale was a furniture suite for a former client of mine. I sold it in about two days and pocketed nearly \$1000 from the sale, which made me realize that perhaps I had a knack for selling “stuff” instead of stocks and bonds. I was originally taking whatever I could get my hands on — slightly used running shoes, old computers, self-help books, Grandma's china, etc. Most of these items were terrible to sell and I spent a lot of time learning what not to sell. At the same time, when things did sell well, I made mental notes and began to recognize sales patterns, especially for the more valuable consignments. Fast forward to today, we've sold nearly 21,000 lots worth about \$2 million total. Items have shipped to every US state and 54 countries around the world.

Q: What was the most unique item that you have handled?

I prefer to sell small items for simplicity, but one time I sold a room-sized train set to a buyer from Missouri. He actually flew in with his wife and we spent 2.5 days disassembling

and packing it. It was a custom set-up that had been built on-site, so the buyer literally had to climb on top of this train set and cut it apart section by section with a sawzall. He had rented the largest truck that he could from U-Haul and we had to build braces inside of the truck to secure each section of the train set. After the disassembly was complete, we packed the truck with as many of the trains and other accessories that we could fit, and he hauled everything back home to add to his own (even larger!) collection.

Q: What do you enjoy most about your business?

Getting a chance to meet and learn about my clients is my favorite part of the job. I've met a lot of really interesting people over the years and some I even consider good friends. I also like having the opportunity to give a second life to family heirlooms. A lot of times, things get passed down from generation to generation and perhaps don't have the same importance as they did to their original owners. When I sell

these items, they get another chance at being used, worn, and treasured again. Many of the items that we sell end-up as gifts for friends and family and I've even had a few buyers tell me they've proposed with rings they've purchased from me.

Q: If a community member has a item to sell how do they work with you?

A good way to get started is to call or send me an e-mail. I'll ask a series of questions to get an idea of what they need help with and whether it's a good fit for the types of items that we sell (we specialize in valuable collectibles, jewelry, watches, coins, and estate silver.) I can provide a free, no-obligation sales estimate for many items this way and can either make arrangements to pick the items up or have them dropped off at several area locations. If it's not something I normally sell, we try to put them in touch with someone who can help them sell their items or a proper donation venue if that's more appropriate.

Gentle yoga relieves back pain

by Tim Keim

It's the rare adult who has reached their present age without having some kind of back pain. Low back pain is the leading cause of disability worldwide. Eighty percent of American adults will experience back pain some time in their lives. Back pain is also the second leading cause of doctor visits after cold and flu symptoms.

Lower back injury usually occurs during forward bending with or without weight, twisting, falls with wrenching or some other kind of accident whether the back is flexed or extended. The pain of each injury is unique and requires customized treatment.

Off-the-shelf treatments like pain or steroid injections, potentially addictive narcotics or surgery are often ineffective and can be risky. Back surgeon, Dr. David Hanscom, on the People's Pharmacy radio show, stated that

of the hundreds of thousands of spinal fusions performed each year, few cured pain and were virtually worthless for addressing pain.

The Annals of Internal Medicine July 2017 presented a safe, effective way to successfully treat mild to moderate back pain: therapeutic yoga. Twenty-one percent of back pain sufferers who adopted a therapeutic yoga practice were also less likely to turn to pain medications; and they remained pain free or had reduced pain for a year or longer.

Therapeutic Yoga is taught one-on-one by a Yoga Therapist with specialized training in dealing with pain, and you don't have to twist yourself into a pretzel to get pain relief. My motto is: Gentleness is the path to strength. You don't have to knock yourself out to live in a well-conditioned, pain-free body. Yoga is like the unbidden affection of a child: powerful yet tender.

Gentle yoga is strong medicine for pain and is accessible to almost anyone. Common back conditions like a bulging or herniated discs, sciatica, sacroiliac dysfunction, periformis syndrome, nerve compression or hyperextension often respond successfully to properly prescribed therapeutic yoga. Yoga Therapy likewise soothes painful muscles, tendons and ligaments and helps realign the spine. Yoga postures strengthen the connective tissues of the back to improve spinal alignment to heal nerve pain—for the long term.

For example, if you have pain from hyperextension from lifting, the flexion poses like Locust, Cobra and Bridge provide massaging muscular engagement to relieve pain while simultaneously strengthening injured tissues. As connective tissues get stronger, they pull the spine into alignment so as not to impinge on

nerve tissue. Conversely, if you fall backward and land on something fairly large on the way down, you've suffered a compression injury. The extension poses like Standing or Seated Forward Bend, Seated Cross Body Reach or Child's Pose release and stretch compressed tissues to relieve pain.

Pain relief also diminishes the anger and depression that can accompany chronic pain. Therapeutic Yoga offers you the opportunity to get back to living life with zest and vigor.

This is not just theoretical. Back pain is why I started practicing yoga 25 years ago, and it's kept me pain free ever since. Millions of Americans are living with less pain due to the simple, intelligent, ancient practice of yoga.

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