

# Life Stuff

News To Help You Save Time And Money

August 2011

## Four Steps for Beating Post-Vacation Blues

If your vacation should have relaxed and recharged you why can going back to work be so hard? It takes two days to come back up to speed after a two-week vacation, according to researchers.

Here are a few ideas to minimize that deer-in-the-headlights feeling when you go back to work:

**Let others know your plans.** Let clients and co-workers know when you'll be away and give them alternative contacts. You'll reduce the number of messages waiting for you at the office when you return.

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**Don't set your alarm clock on vacation!** Don't try to cram so many activities into every minute of your trip that you don't leave time to actually relax. You don't want to return to work wound up.

**Ease back into it.** If you can possibly arrange it, make your first day back a half-day. You can take care of the most pressing issues before diving back in.

**Most importantly,** it makes sense to plan your return from vacation so that you leave yourself time back home to unpack and unwind from traveling before you go back to work.

Dan



**Go Green:  
Recycle This Newsletter!**

After you've enjoyed my newsletter, please recycle it by passing it along to a family member, friend, neighbor or coworker.

## UP CLOSE AND PERSONAL

We took a vacation to California. The first few days were at a family camp. There were a lot of fun activities including a zip line (Dan's favorite), challenge course, game room, tether-ball (Kim's favorite), tree house, and a mud pit. Brandon and I participated in the mud pit. We played tug of war and just had good ole regular fun in the mud. Brandon lost a pair of shoes somewhere deep in the mud.

The next stop was the beach for a couple of days. You can't go wrong with a bunch of sand and water. The kids enjoyed playing frisbee and track ball with their Uncle Dave at the beach. Kim and I enjoyed sitting under the umbrella, watching the waves, and enjoying carefree timelessness with each other.

The day we were supposed to come back home, we decided to extend our trip a couple of days. We left at 6:00 am and told the kids we needed to beat the rush hour traffic. We surprised them and drove to Legoland. As we got closer they noticed the Legoland signs. We said we had to go past Legoland on the way home. Soon after we pulled into the park and said "How would you like to go to Legoland today?" They smiled and were pretty excited. They couldn't get enough the first day, so we had to go back a second day.

Have an awesome month.

*Dan*

## If Only Everyone Else Knew

Just a quick note to let you know how I might help you or anyone you refer to me.

Ben and Neikai were referred to Dan by Ben's mom, Martha. They wanted to buy their first home. Dan sat down with them and explained the process, and then created a personalized website for them. This allowed them access to all of the listed homes for sale by every real estate company. After looking at several homes, they found one they wanted to make an offer on. It was one of those hidden gems. It was listed as a 3-bedroom home with 1266 square foot. When looking at it, they noticed there were 4 bedrooms. Not only were the number of bedrooms listed incorrect, but also the square footage. Dan measured it to be over 1500 square foot. The listed price was high for a 3 bedroom, 1266 square foot home. But, with 4 bedrooms and over 1500 square feet, it was a great buy. In fact, Dan helped Ben and Neikai write a contract that would get them a lower price and the seller to pay most of the buyer's closing costs. Seller repairs were also negotiated. With the shortage of listing inventory (contrary to what the media says), many homes are selling for over the listed price with multiple offers. Not this one. Ben and Neikai found a little hidden gem and are glad they did.

If you know someone wanting to search for a hidden gem, just have them call me at 480-355-8011. I would be happy to help them just like I helped Ben and Neikai.

# Paralyzed Patient's Thoughts Control A Computer Via A Brain Implant

A brain implant that enables a paralyzed woman—identified in medical journals only as S3—to control a computer cursor has passed a big test: it's still functioning after 1,000 days in the patient's head.

The implant is a silicon electrode array that is about the size of an aspirin. It senses electrical signals given off by neurons in the part of her brain that plans her body's movement. If she thinks about moving a computer cursor with her hand, the implant actually follows her thoughts (by following the electrical trail through her brain) and moves her hand in that direction.

This technology is being developed to help patients communicate who are unable to manipulate a computer mouse with their hands. Scientists say that the durability of the implant is a crucial component, especially since it would require brain surgery to access it if any problem were to occur.

## See An Interesting Home?

No need to wonder about the price. No need to call a high-pressure sales agent who will just make you feel obligated. My computer can send you the information quickly and easily for any house, listed or sold, anywhere in town.

**Just ask me! It's all part of my free, no-obligation HomeFinder Service.**

Call or email me the address, anytime, 24 hours a day, and I'll mail or email all the information on that listing within 24 hours.

**(480) 355-8011**

**danazhomes4sale@hotmail.com**

## Quick Pick-Me-Ups

Heat got you down? Is your elevator not going all the way to the top? If you have a few moments, these simple things might help snap you out of it:

### July Quiz Answer

**Question:** Who conquered the Persian Empire?

**Answer:** Alexander the Great

**Source:** www.Wikipedia

**Congratulations** to **Nancy Poweleit**. Her name was selected at random from all of the correct quiz entries, and she received two free Harkin's movie passes!

**Watch for your name in a coming month!**

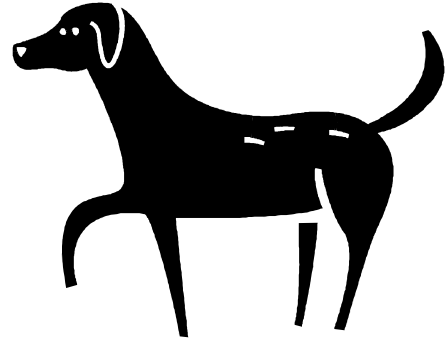
- Spritz your favorite scent in your living space. If you save your best fragrance for special occasions, smelling it can take you back to a fun time and put a smile on your face. Why let it sit in the bottle?
- Straighten up a little. Seeing smooth, unbroken surfaces like a made bed or a de-cluttered desk can give you a feeling of calm.
- If you have a pet, give them some quality time. They can get you moving and give your self-esteem a boost. They think you're the most wonderful thing since sliced bread!

# Dogs Need a Break from the Sun, Too

When the temperature gets up there and you're wearing shorts and a tank top, remember: your best friend has a fur coat on. Besides panting, do you know what dogs do to tell you when they've had too much fun in the sun?

- Heavy panting
- His tongue and mucous membranes are bright red.
- His saliva is thick and sticky.

It's important to act immediately if a dog has any of the above symptoms.



First, move your dog out of the sun (or heat) to an area where there is cool air circulating, such as into an air-conditioned room or at least in the shade where there is a breeze. Cool air will help your dog to reduce his temperature. Give him water, but don't let him drink too much. Cool him off with cool water by immersing him in a bath, gently hosing him off, or applying cool towels to his body. Importantly, *do not leave wet towels on your dog and do not use very cold water*. These things will keep your dog's body from being able to cool off and recover.

Advanced signs of heat distress include vomiting, unsteadiness on his feet. And if the dog's lips and mucous membranes turn gray, it is going into shock. Life-saving measures must be undertaken immediately. Follow the guidelines above to bring down the dog's temperature as quickly as possible while summoning help to get the dog to the nearest animal hospital.

Don't forget that when the ground is too hot for your bare feet, it's also too hot for your dog's feet.

## Your Ring Finger

It was once believed that a vein of blood ran directly from the third finger on the left hand to the heart. The vein was called *vena amori*, or the *vein of love*. Early writings on matrimonial procedure suggested that it would be appropriate for one's wedding ring to be worn on that special finger.

## Save A Tree

If you would like to receive this newsletter by e-mail, just e-mail me at [danazhomes4sale@hotmail.com](mailto:danazhomes4sale@hotmail.com), and type "send newsletter by e-mail" in the subject line. If at any time you would like to receive this newsletter by regular mail again, just let me know.

## How To Help Your Child Learn

Asking your kids about their school day is a good idea. Why? Researchers who study how kids learn already knew that children learn best with their parents or a peer, but it wasn't clear whether this was because the children were getting feedback and help, or merely because they were explaining their solutions to someone. In a recent study, researchers had mothers simply listen to their children without providing any assistance.

They learned that it's really effective to get kids to explain things themselves instead of just telling them the answer. Explaining their reasoning – to a parent, peer, or other people they know – helps kids understand the problem and apply what they've learned to other situations.

## A Pain In The Backpack!

Did you know that a heavy or poorly adjusted backpack can cause back and neck pain? If you're going to carry a backpack, you might want to follow these tips:

**As a rule of thumb**, your backpack should not weigh more than 10 percent of your body weight – and it should never exceed 15 percent. If your pack is too heavy you might start leaning forward or sideways, or arch your back. This can cause pain.

**Use both shoulder straps.** Flinging your pack over one shoulder puts all the weight on one side.

**If you must carry more weight**, buy a sports backpack with padding, belts, and lots of compartments to help support and distribute weight.

### August Quiz Question

What's the least expensive and most popular fruit?

Everyone who emails or calls in the correct answer by August 20<sup>th</sup> will be entered into a drawing for **two free Harkin's Movie passes.**

(480) 355-8011  
danahomes4sale@hotmail.com

### Client of the Month

Congratulations to my Clients of the Month, **Ben Joy and Neikai Atwell.**

They are happy first time homebuyers.

Thank you for allowing me to help you buy your first home.

Thank you Martha for referring Ben and Neikai to me.

## Here, Kitty Kitty

Persian cats, with their soft, long hair and flat faces, appear to have originated in central Asia, most likely in Iran (formerly Persia). Persians were introduced to Europe in the 1300s when returning Crusaders brought them home, and by the 17<sup>th</sup> century, Italian and French nobility were keeping them as pets. In 1871 they appeared at the first official cat show held in London, and became very popular throughout England where they are known as *Longhairs*. Today Persians are the most popular purebred cats in the world.



## Free Reports

- ❑ How to beat other buyers to the best listings
- ❑ Five powerful buying strategies
- ❑ Seven different reasons to own your own home
- ❑ Ten simple steps to ensure your home sells at top dollar
- ❑ The nine most deadly mistakes you can make when selling your home
- ❑ How sellers price their homes
- ❑ Making the move easy on the kids
- ❑ Protect your home from burglars
- ❑ How to show your home
- ❑ Things you should know about moving

### How To Order:

- Call Dan at 480-355-8011
- Go to Dan's website at [www.PlanYourArizonaMove.com](http://www.PlanYourArizonaMove.com)
- Fax Dan at 480-355-9026
- Email Dan at [danazhomes4sale@hotmail.com](mailto:danazhomes4sale@hotmail.com)

## That's No Mermaid!

In 1493, Christopher Columbus logged seeing three mermaids while he was sailing near the Dominican Republic. He wrote that he was surprised they weren't as attractive as the depictions he'd seen in paintings. So did the famous explorer actually see three half-fish, half-female creatures frolicking in the sea?

Not likely, experts say. Columbus' mermaids were probably manatees, which can grow to lengths of up to 12 feet and weigh up to 1,200 pounds. Manatees look somewhat like aquatic elephants, and some think that the romantic depictions of mermaids with long green or blue hair might have been manatees breaking the water surface with seaweed hanging from their heads.

So, while manatees and mermaids are vastly different, there is something lovable about manatees. These bewiskered, gentle, slow-moving plant eaters are air-breathing mammals – just like us. They communicate with each other using chirps, whistles and squeaks, and just like us, they've been observed participating in loosely organized, playful activities such as bodysurfing and follow-the-leader.

### **WELCOME NEW CLIENTS**

Here are some of the new clients who recently became members of my "Real Estate Family." I'd like to welcome you and wish you all the best!

+ Roseann Sherry  
*(3<sup>rd</sup> time client)*

+ David Singer  
*(Referred by Bob Schwandt)*

+ Faye Ross  
*(Referred by Carol Jensen)*

+ Craig Weintraub and Lauren Palmer  
*(Referred by Faye Ross listing)*

+ Ben Joy and Neikai Atwell  
*(Referred by Martha Joy)*

+ Mariano and Magdalena Presas  
*(Referred by Ben Burklow)*

*I love giving recognition to my new friends and my wonderful existing clients who are kind enough to refer their friends, family & neighbors to me.*

## Can Your Standards Be Too High?

Are your standards unreasonably high? If they are, you may find the need to lower them at some point so you can make progress on whatever project you're working on.

Lowering your standards doesn't mean that you lower the quality of your work, but instead means that you lower your standards of perfectionism or achievement. Perfectionism or unrealistic goals can debilitate you on the job. When you lower your standards, what you do is say, "All I need to do is this first little thing." Then do it without hesitation, and it's likely that you'll be on your way to getting things done.

## The Kid Scoop

I took Brandon (9) rock climbing at the rock gym. He had no problem getting to the top on most of his climbs. He started swinging like Spiderman and enjoyed every minute of it.

Ryan (11) has been teaching me a new Lego game called Ninjago Spinners. You place a lego minifigure on top of a spinner and you're given a weapon. The last one spinning proves to be the master at Spinjitzu (usually Ryan).

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[www.PlanYourArizonaMove.com](http://www.PlanYourArizonaMove.com)

480-355-8011

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**Thank You!**

**Feedback To: [danazhomes4sale@hotmail.com](mailto:danazhomes4sale@hotmail.com)**