

Life Stuff

News To Help You Save Time And Money

August 2017

Words of Encouragement

As a group of pessimistic frogs were traveling through the woods, two of them fell into a deep pit. When the other frogs crowded around the pit and saw how deep it was, they told the two frogs that there was no hope for them. The pit was simply too deep to jump out of.

However, the two frogs ignored what the others were saying. They jumped with all their might. They kept at it for a good while. Every time they failed, the frogs at the top waved and shouted that they should give up. There was no way to make it out. Why not save their strength to enjoy what they could? Plenty of insects flew into the hole to support the frogs. Water dripped in from rains, but drained away too quickly for it to float them upward. Still, it was enough to live on.



Eventually, one of the frogs took heed to what the others were saying. He gave up, and settled into his new life in the pit. The other frog continued to jump as hard as he could. Again, the crowd of frogs at the top yelled at him to stop the pain and just relax.

Get Some Tips At:
PlanYourArizonaMove.com

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He jumped even harder, finally putting in his mightiest jump yet. And he made it out of the hole. The other frogs gathered around to congratulate him. "But," they said, "Why did you bother? We kept telling you it was too high. You should have listened to us."

The frog waved at his ears, letting them know he was deaf, and thanking them for encouraging him to get out of the hole.

Moral of the story: Words have as much power as we allow. Close your ears to discouragement.

~ Dan

Keep Fruits and Vegetables Fresh Longer

Some fruits and vegetables produce a gas called ethylene as they ripen. This gas can prematurely ripen foods that are sensitive to it, so keep ethylene-producing foods away from ethylene-sensitive foods. Avocados, bananas, cantaloupes, kiwis, mangoes, nectarines, pears, plums, and tomatoes, for example, should be stored in a different compartment than apples, broccoli, carrots, leafy greens, and watermelon.

- Store unripe fleshy fruits, like pears, peaches, plums, kiwis, mangoes, apricots, avocados, melons, and bananas on the counter. Once they're ripe, move them to the fridge. Banana peels will turn dark brown, but it won't affect the flesh.
- Store salad greens and fresh herbs in bags filled with a little air and sealed tightly.
- Citrus fruits such as oranges, tangerines, lemons, and limes, will do fine for up to a week in a cool, dark place, away from direct sunlight, but you can lengthen their lives by storing them in the fridge in a mesh or perforated plastic bag.
- Wrap celery in aluminum foil and store it in the veggie bin in the fridge.
- Carrots, lettuce, and broccoli start to spoil as soon as they're picked, so place these in separate sealed plastic baggies in the crisper in your fridge ASAP. Make sure they're completely dry since moisture speeds up spoiling.
- Don't wash fruits or vegetables until you're ready to eat them, as moisture encourages them to spoil faster. If you like to wash, dry, and cut your fruits and veggies all at once, dry them thoroughly, then store them in covered glass containers on top of paper towels. You'll not only be able to see them — which reminds you to eat them — but you'll also keep moisture out.
- Remove rotting produce immediately, as that will cause the other produce to spoil faster.



WELCOME NEW CLIENTS

Here are some of the new clients who recently became members of my "Real Estate Family." Welcome to you all!

- + Angela Hatseras
(Referred by Helen Hatseras)
- + Chang and Alice Xu
(2nd time client)
- + Jonathan and Karen Mouer
(4th time client)
- + Ray and Adriana Mayor
(2nd time client)
- + Kelly and Julie Black
(2rd time client)
- + Mike and Kristin Lewis
(2rd time client)

Thank you all for your trust and support and allowing me to be able to work by referral instead of advertising.

Few things help an individual more than to place responsibility upon him, and to let him know that you trust him. —Booker T. Washington

UP CLOSE AND PERSONAL

I recently heard that we don't have a time problem, but a priority problem. Have you ever heard anyone say how they don't have enough time to get things done, but they are always up to date with what everyone is up to on Facebook and Instagram and are an expert with the latest news from TV reality shows? And, if they are among the average (oh, hang on, I need to check this text), they would have checked their phone 85 times today. I think each of us can say we have fallen victim to this at times, and then we wonder why we can't get to those important tasks like cleaning the house, keeping up with paperwork, or spending quality time with each other. Time management is not always about learning how to fit everything in so it can all get done. It's about eliminating some things we do that don't need to be done. Said another way, we don't always have too many things to do, we just do the wrong things. Anyone old enough to read this has experienced this at different times in their life. Do you know any kids who play electronics way too long instead of doing their homework (I do)? Do you know any adults who spend way too much time at their computer instead of spending quality time with their family (I do)? Much of the reason we do what we do is because of our habits. We need to be intentional about changing some of our low priority, non-productive habits and replacing them with high priority, productive habits.

Have an awesome month!

Dan

Home-Buying Made Simple

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

Mariano and Magdalena were renting a home. They were interested in buying some investment real estate, as well as a home for their family. Ben, their property manager, referred them to Dan. Dan created a personal website for Mariano and Magdalena with two searches: one for their investment search and one for their family. The searches included homes listed by every real estate company with the exact parameters they wanted. They were notified via email not only of any new home listings that came on the market meeting their search criteria, but of any price changes to any existing homes already on their site. This way, they were kept informed and always had current, up to date information. After seeing many homes, they found an investment home they wanted to buy. Unfortunately, the home inspection revealed some major issues, so they decided to continue looking. The next home they found was for their family. It was perfect for them. They ended up buying it for a good price and they were much more comfortable with the home inspection results. Mariano and Magdalena have since bought two investment homes which were rented quickly. All three homes have increased in value.

In you know anyone wanting to find a home to buy using a simplified approach, just have them call me at 480-390-5380 or email me at danazhaomes4sale@hotmail.com. I would be happy to help them just like I helped Mariano and Magdalena.

Just Say No to Spending!

When financial planners are asked about how to save more money, one suggestion that is often repeated is to declare a moratorium on spending.

Think of it like fasting. When we fast, we reset our internal food sensor. After a fast, we are more aware of the food we choose, and we tend not to automatically reach for junk food or to overeat.

Similarly, when we cut ourselves off from spending, we reset our internal money sensor.

It's simple...but probably not easy. Here's how to do a "spending fast:"

Commit to spending absolutely no money for one day per month, other than absolutely necessary expenses, such as gas or a bill that's due.

When you have accomplished that goal, try stretching to two days. See how many days in a row you can go.

You'll discover how much money you spend without thinking, and you'll break the habit of reaching for your wallet on impulse. You may also find you can do without a lot of things you thought you needed to buy.

Bumblebees Leave "Footprints"

Bumblebees may be smarter than you think. According to scientists at the University of Bristol, bumblebees mark the flowers they feed from with "smelly footprints" so they can distinguish between flowers that have been visited by members of their nests and those fed on by strangers. This also allows them to ignore flowers whose food is gone and identify better sources of nutrients.

In one experiment, researchers trained bees to discriminate between flowers marked by their nest mates and those scented by bees from a different nest. In a second experiment, bees were seen learning that flowers with footprints from their nest mates were more rewarding than those marked with their own scent.

In addition, the scientists discovered that bumblebees can tell the difference between their own footprints and those of their nest mates.



Client Of The Month

Congratulations to **Angela Hatseras** on the purchase of your home.

Thank you for your trust in allowing me to represent you in your purchase.

Thank you, Helen, for referring Angela to me.

The Kid Scoop

Ryan (17) is off to his senior year of high school.

Brandon (15) is off to his sophomore year of high school.

Coffee...Not the Dehydrator We Thought It Was

Coffee is a diuretic—it makes you go to the bathroom more often, so it must make you feel dehydrated, right? Turns out that idea dates back to a 1928 study, and it wasn't exactly rigorous research. Nonetheless, the results spread, and ever since, many people believe that drinking coffee draws excess fluids from your body, making you dehydrated. A recent study proves that coffee—and caffeine in other drinks—won't cause dehydration.

It's true that a diuretic increases the body's production of urine, but that doesn't lead to dehydration unless you fail to drink more fluids. Coffee, just like any liquid, will hydrate you. Not as well as water, though. Read on...



The 1928 coffee study involved just three people, and only revealed that when those three people abstained from caffeine for more than 60 days, drinking just a half cup of coffee, increased urination by a greater amount than the same quantity of water. This

lead to the erroneous conclusion that drinking coffee will lead to dangerously high levels of urination and therefore a risk of dehydration. Quite a stretch.

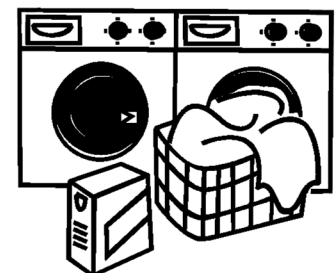
More recently, British researchers published a study in the *American Journal of Clinical Nutrition* which compared popular beverages to the hydrating effects of water. Their findings? Yes, you can hydrate with coffee, though it had the weakest replenishing effects of all the beverages they looked at, including beer. The best hydrating drink? Skim milk.

New Clothes? Wash First, Then Wear

Should you wash that new shirt before wearing it? Probably, especially if it's clothing for a child.

Dr. Jennifer Shu, a pediatrician who answers questions on the CNN website, cautions that clothes have probably been handled by many different people in factories and stores before reaching store shelves.

But the biggest reason to wash first is that the cloth that clothes are made from may have been sprayed or treated with chemicals to prevent bacteria growth. Also, mass produced clothing is often sprayed with chemicals to keep them smelling fresh. Wash new clothes before wearing to remove these residues and germs.



August Quiz Question

Q: *Frogs can be found on every continent in the world except _____?*

Everyone who emails or calls in the correct answer by August 25th will be entered into a drawing for two free Harkin's movie tickets.

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July Quiz Answer

Q: *What does MOD Pizza stand for?*

A: *Made on demand.*

Congratulations to Alissa Rivera.

Her name was drawn out of all of the correct quiz entrees, and she won 2 free Harkin's movie tickets!

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:

- Fax to Dan Kilde at 480-821-4926
- Call Dan at 480-390-5380
- Go to Dan's website at www.PlanYourArizonaMove.com
- E-mail Dan at danazhomes4sale@hotmail.com

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.

6 Tricks for Detailing Your Car's Interior

1. Use a foam paint brush to clean dust from inside vents. Use a vacuum at the same time to pick up the dust.
2. Use a toothbrush to lightly scrub rough textured surfaces and get into tight seams.
3. Use a window squeegee and a squirt of water to scrape pet hair from cloth seats.
4. Pick dirt from between buttons and around the shifter by pressing kid's homemade slime into those spaces and pulling out the dirt that sticks to it. To make slime: Mix 1/2 cup of liquid starch, a small bottle of Elmer's glue, and 1/4 cup of water.
5. For grime on the inside of the windshield, nothing works better than dry, crumpled newspaper and elbow grease. Some people like to finish with an anti-fogging solution, like Rain-X Anti Fog.
6. Removing stains. Coffee, blood, lipstick, etc...all stains are chemical compounds, and each should be removed using an "antidote" specific to the type of chemical. Look up "How to remove ___ from car seats" to find the right solution for your type of stain. Don't just start squirting cleaner on every stain. That could make it worse!

See An Interesting Home?

No need to wonder about the price or call a high-pressure sales agent who will make you feel obligated. I 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.

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

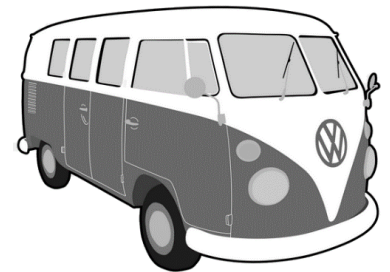
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Tips for Taking Great Road Trips

A road trip is an adventure where the journey is more important than the destination. There are many ways to "do" a road trip, and here are 4 ideas to whet your appetite:

1. **Choose a theme.** Ghost towns, water parks, museums, etc. Make the trip all about that. Map out locations for theme items, then draw a line connecting your stops.
2. **Do a little research** to see if there are any weird, random things to see along your route.
3. **Make a documentary**, or a *mockumentary*, if you prefer.



The Dog Scoop

I could not find Buckley, but after searching, he was on Brandon's bed waiting for him to return from his week-long trip to Wisconsin.

4. **Eat at small local "dives."** These are diners, road-side food shacks, and one-off restaurants.

A few extra tips:

- Bring a spare car key.
- Bring a cell phone charger.
- Never let the gas go below 1/3.

Alan and Carol say...

"Dan Kilde found our dream house for us. He saw to it that everything went smoothly, from start to finish. Dan Consistently arrived early for every meeting that was scheduled with us. He provided excellent local resources whenever a need arose. Dan was enthusiastic and patient throughout the entire process, from searching for the perfect home, to the closing of the home. Dan exceeded our expectations, and we highly recommend his services."

See over 100 more rave reviews from actual clients at www.PlanYourArizonaMove.com. Just click the "True Stories" link at the top of the page. You may call Dan directly at 480-390-5380 or email at danazhomes4sale@hotmail.com.

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Thank You!

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