

# Life Stuff

News To Help You Save Time And Money

August 2019

## The Seeds of Friendship

Ava was newly married. She and her husband had just moved into their first home and she had decided to plant a garden like the one her Grandma had planted years ago in the house where she grew up. All her life, she'd been the one to help take care of that garden and she was excited to keep the tradition alive in memory of her Grandma.

As part of the garden, Ava planted a little tree at the base of a stone wall in the corner of her garden and spent the entire summer coaxing the seedling into growth. Finally, the baby tree began sprouting green leafy vines that climbed the wall, but to her disappointment, no flowers bloomed.

One morning Ava stood in her garden and wondered whether she should just dig up the tree and start over with something new to bring some life



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### INSIDE THIS ISSUE

- Music and Convergent Thinking
- August Quiz Question
- New Clothes? Wash First, Then Wear
- Up Close and Personal
- Oh, What a Difference a Day Makes
- How to Get Out of a Slump
- Dream On
- Starting a Book Club
- Who Controls the Remote?
- The Kid Scoop
- Free Reports
- The Power of Post-Its
- The Dog Scoop
- Are You Obeying the Law?

to the dark corner. Then, she heard a voice from over the wall. "Yoo-hoo! I just wanted to thank you for the beautiful flowers!"

Confused, Ava went next door. Her neighbor, an elderly woman, opened the garden gate and showed her into the backyard.

To her surprise, the young woman saw that her tree had not only bloomed, but had also sprouted flowers all along the vines that had crept over the wall into her neighbor's yard.

Her work gave her neighbor so much pleasure that Ava decided never to cut the tree down. She realized that what she had really planted were the seeds of friendship.

~ Dan

# Music and Convergent Thinking

According to an article on the *Pacific Standard* website, reporting on research conducted by psychologists at the University of Central Lancashire in England, listening to music may help you relax, but apparently it can impair your creativity.

In several studies, participants were given three words, such as “dress”, “dial” and “flower”, and asked to come up with a fourth word that paired naturally with each. For example, “sun” compliments each of those words. Thirty university students did the exercise while listening to a pop song that had been translated into Spanish while the others performed in silence. The group working without music solved significantly more problems. In a similar experiment, subjects listened to instrumental music or nothing at all. Again, those working without music performed better.

The study appears to contradict the results of an earlier experiment, in which fast-paced, uplifting classical music like Vivaldi’s “The Four Seasons” appeared to enhance divergent thinking—the ability to come up with new concepts or hybrid ideas. That study, however, found no musical effect on *convergent* thinking, or the ability to narrow down ideas until finding one that works—an important part of the creative process.

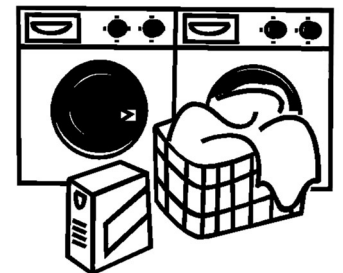
Consider putting your headphones away to stimulate creative thinking when looking for innovative ideas.

## New Clothes? Wash First, Then Wear

Should you wash that new shirt before wearing it? You probably should.

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:** *Is it legal to drive barefoot in Arizona?*

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

**(480) 390-5380**

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## July Quiz Answer

**Q:** *Cats are feline; dogs are canine – what are bears?*

**A:** *Ursine*

**Congratulations to Lester Weaver.**

His name was drawn out of all of the correct quiz entrees, and he won 2 free Harkin’s movie tickets!

## UP CLOSE AND PERSONAL

Ryan is moving into a rental home with a few friends. I remember when I moved into my first rental home. It was the upstairs attic of a home built into a little guest area. I had to walk up some steep wooden stairs along side the house onto the roof, and then my door led from the rooftop into my little custom apartment space. There was a small living area and an even smaller room next to it where I put my bed. The pitch of the roof would not allow a regular bed to fit, so I put a mattress on the floor. I still had to be careful when I got out of bed not to hit my head, as the roof slanted down towards the floor where I slept. There was just enough room in the bathroom to stand up in one area. The toilet was on one side and the sink on the other. There was a bathtub against the wall which also had a slanted low-pitched roof over it. You had to squat down to get into the tub without hitting your head on the ceiling. There was only a bathtub and no shower. It took some coordination to wash and rinse my hair in that tub. It's much easier now not having any hair. The kitchen had a gas stove and oven. As long as it could cook a frozen pizza, I was fine. We are looking forward to visiting Ryan in his new home. We are most looking forward to leaving on as many lights as we can, turning the AC really cold, and leaving dirty dishes around the house 😊.

Have an awesome month! *Dan*

## Oh, What a Difference a Day Makes

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

Gabby was referred to Dan many years ago by a friend. Gabby told her daughter that if anything ever happened to her, Dan would be the one to sell her home. Recently, Dan got a call from Gabby's daughter about selling Gabby's home, as Gabby had been moved to hospice. Dan went to look at Gabby's home and noticed some structural cracks that would likely be of concern to a buyer. Dan put her home on the market knowing this could be a challenge. After Dan listed the home, there were four offers, one of which was a full price cash offer. Things were off to a good start; however, after the buyers did their home inspection, they cancelled the sale due to the structural cracks. The next offer received was several thousand dollars less than the original cash offer. Given the circumstance, it was still a decent offer, so it was accepted. Shortly after accepting that offer, Dan received a call from a real estate agent whose buyers were very interested in the home. Dan said they could write a back-up offer which they did. That back-up offer was a full price offer. So, when the current buyers asked for repairs to be done, the seller had the option to agree or decline. The seller declined in hopes the buyer would cancel the contract. That's exactly what happened, and the back-up buyer was now the new buyer (paying several thousand dollars more than the buyer who just cancelled). The appraiser wanted a structural engineer to evaluate the cracks. After doing so, the lender wanted all of the engineer's recommendations to be corrected, which would have cost several thousand dollars. Ultimately, the lender accepted a revised report from the structural engineer, and the seller didn't have to make any repairs. The best part is that Gabby was released from hospice and moved closer to her daughter where she has made an amazing recovery and is doing really well.

If you know someone who could use some help with selling their home, just have them call me at 480-390-5380. I would be happy to help them just like I helped Gabby.

# How to Get Out of a Slump

From time to time, even the most successful people fall into a slump, like a batter who can't get a hit or a salesperson who can't close a deal. Someone dealing with a slump can't imagine the possibility of overcoming it. However, ballplayers and salespeople who don't give up usually manage to work their way out of a slump... and so can you. Try some of these strategies:

**Take some time off.** Instead of increasing your frustration, back away for a while. Go to the movies or visit a museum. Taking your mind off the problem can give it a chance to recharge. Also, you might hit on a new idea when you're looking at something different.

**Talk to people.** Don't isolate yourself. Go out and talk with friends, family members, or even strangers. You don't have to ask for suggestions or advice. Just open yourself to other conversations and ideas, and your mind will shift out of the rut.

**Engage all your senses.** Approach the problem from a different angle. What would a solution feel like in your hands, sound like as a song, or taste like if it were a beverage? Don't limit yourself to what you can see. Extend your mind in different directions and you may find a dimension that you hadn't considered before.



## Client of the Month

Congratulations to **Cater Lee** on the purchase of your home.

Thank you for your trust in allowing me to help represent you with yet another sale.

Your family has kept me busy over the years, and I never take your business for granted.

# Dream On

Some people think daydreaming is a waste of time, but it can be a powerful tool for sharpening your creativity. *Entrepreneur* magazine website spells out why:

**Motivation.** Daydreaming about something you'd like to do can increase your motivation to go out and pursue your goals, and also helps structure your thoughts.

**Visualization.** Use your daydreams to go into detail about your goals so you can identify possibilities and options. You can mentally narrow down ideas.

## June Quiz Winner

Due to printing deadlines, June's quiz winner was not announced in the July newsletter.

**Congratulations to Mike Quinlivan.** His name was drawn out of all of the correct quiz entrees, and he won 2 free Harkin's movie tickets!

**Problem solving.** You can't always attack a problem with logic and brute force. Spend some time letting your mind roam. Daydreaming relaxes you and reduces stress, so it might help you spot a solution you'd otherwise miss.

**Productivity.** This may seem counterintuitive, but daydreams can help you focus. By daydreaming about a problem or opportunity, you give your brain a chance to concentrate on your goal without clutter or pressure from the world around you.

## Starting a Book Club

Looking for a fun way to enjoy books and meet new people? Start a book club! Here are a few pointers to help you get started and make yours perfect from the very start.

- Figure out who you're inviting— it will set the tone for the club, and determine where and when you will meet.
- Define the purpose of your club: is it to meet new people, to learn something new, or to simply chat about good reads?
- Establish a regular meeting time at a comfortable location with food and drinks that everyone can enjoy, and have plenty of seating.
- Create a process by which you nominate books, such as topic, length, availability or general interest.
- Enjoy the book club your way, whether by taking notes or just enjoying the company.

### 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.**

Text or 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.

**(480) 390-5380**  
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## Who Controls the Remote?

It may be a trivial matter, or even a stereotype about the sexes, but why does it seem as though men can't sit and watch a show for more than 10 consecutive minutes, while women can watch the same channel for a much longer period of time?

One particular study observed that 20% of male viewers switched channels during a prime-time evening, compared to 11% of females, and more men than women did so to avoid commercials.

The study found that the simple reason could be men have shorter attention spans and are searching for an ideal program they have in their minds. Meanwhile, women often invest more time and energy in adapting to their environments.

Adapted from the Los Angeles Times

## The Kid Scoop

Brandon (17) has started his senior year of high school. Last year!!

Ryan (19) is renting a home with a few friends this year.

## 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 stop spending money on rent and own a home instead

### **How to Order:**

- Call/Text Dan at 480-390-5380
- E-mail Dan at [danazhomes4sale@hotmail.com](mailto:danazhomes4sale@hotmail.com)
- Go to Dan's website at [www.PlanYourArizonaMove.com](http://www.PlanYourArizonaMove.com)

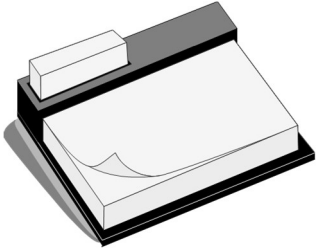
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**Go Green: Recycle This Newsletter!**

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

## The Power of Post-Its

Post-it notes can be mighty persuasive, according to a study by psychology professor Randy Garner at Sam Houston University in Texas. For the study, participants were asked to fill out a survey. Some of the packets handed out to the participants had a note handwritten on the cover of the survey, and some packets had Post-it notes with a handwritten note. Garner found that participants were more likely to comply and fill out the survey if there was a handwritten note on a Post-it.



Not only that, but participants also returned the materials more promptly, and they gave higher-quality responses. A more personalized Post-it increased returns when the survey was more complex, but was no more effective than a non-personalized Post-it when the survey was a simple task to accomplish.

The research points to the conclusion that requests made on Post-its are interpreted as a request for a personal favor, and people are therefore more likely to comply with requests written on them, even if the person making the request is a stranger.

## The Dog Scoop

Buckley continues to chase cats (until he gets to the end of the rope on his leash). He also chases plastic bags blowing in the wind.

## Back to School

The National Retail Foundation has been conducting its annual Back-to-School and Back-to-College surveys since 2003 and uncovered a few facts from math class:

- More than half of all school supply consumers plan their shopping around online sales.
- Men spend \$115 more on average than women on back-to-college.
- Shoppers spend more on back-to-school supplies than on Mother's Day, Father's Day and Valentine's Day combined.
- Teachers reported spending \$479 each on average and 7% reported spending more than \$1,000.
- Back-to-college drives the majority of spending: an expected \$55.3 billion for this year alone.



## New Office Name

Our office has changed names to ***Infinity & Associates Real Estate***. Same location, same ownership, same service, and the same contact information. The only thing that has changed is the name. Everything else is the same.

Dan's Cell Phone: 480-390-5380  
danazhomes4sale@hotmail.com

Glenna says...

*"I have known Dan for over 20 years, and he has helped with the buying and selling process several times. So, when it came time to sell my current home I knew who to call! As a single person it was great to have someone to help me to make decisions, he offered pros and cons to each situation and never pushed me to decide one way or another. His calm demeanor and his knowledge of the industry are outstanding! He is a very effective communicator. I cannot say enough great things about Dan. I have referred him to many of my friends and will continue to do so. I am soooo grateful to have Dan as my realtor, and my friend."*

See over 100 more rave reviews from actual clients at [www.PlanYourArizonaMove.com](http://www.PlanYourArizonaMove.com). Just click the "True Stories" link at the top of the page. You can call Dan directly at 480-390-5380 or email at [danazhomes4sale@hotmail.com](mailto:danazhomes4sale@hotmail.com)

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