

Life Stuff

News To Help You Save Time And Money

August 2022

Old Ways Aren't Always the Best Ways

Our old ways of operating and the patterns we've developed can often obscure new and better ways. For Tricia Goyer, that lesson came from her 20-something son, Nathan.

When he announced plans to write a book, Goyer encouraged her son and promised to edit it once the manuscript was completed. As an author, Goyer had written over 500 magazine articles and published 50 books, so she knew her insights would be beneficial.

As Goyer edited Nathan's rough draft, she realized her son had a talent for writing and decided they should hire a professional editor to review the text. The editor also liked Nathan's work and encouraged him to publish it.

That's when Goyer sat her son down and told him that publishing would be hard. There was much to consider. There would be rejection letters, and he'd have to find a good agent. She tried to set his expectations realistically for the long publishing process ahead.



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Nathan told her he'd need time to think and then excused himself. He returned later and announced that he had self-published his work as an ebook. The very next day his novel *Bask* was for sale on Amazon.

Goyer couldn't imagine acting so quickly to get a book published. With her own books, she said she would first share copies with as many as 20 friends and consider their feedback. Next she might attend a workshop or conference to solicit even more feedback and advice before deciding which publishing route to take.

Nathan's mom realized that the publishing world was changing, and that "sometimes we just need to roll up our sleeves and do what we've been afraid to try."

A lesson for us all! Dan

FAQs About Donating Blood

Are you nervous about donating blood or signing up to be an organ donor? You don't have to be. A chart from *Work the World* explores some of the common misconceptions about blood and organ donations. They include questions about:

- **Age.** There is no age limit on organ donations. In fact, the oldest known donor to date was a Scottish woman of 107 who donated one of her corneas after death. The main factor is the health of the organ and the donor.
- **Organs.** A single organ donor can save eight lives. Tissue donors can save even more.
- **Blood type.** All blood types are needed, even the most common ones.
- **Tattoos.** Got a tattoo? That won't prevent you from donating blood as long as you're otherwise healthy.

August Quiz Question

Q: *What does a funambulist walk on?*

Everyone who texts, emails or calls in the correct answer by August 25th will be entered into a drawing for two free Harkins movie tickets. (current winner eligible after 2 months)

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July Quiz Answer

Q: *What country has the most natural lakes?*

A: *Canada*

Congratulations to Teresa Munguia. Her name was drawn out of all of the correct quiz entrees, and she won two free Harkins movie tickets.

The Golf Lesson

A man was taking his first golf lesson from a well-respected pro. Every time the instructor offered advice on how the man could improve his swing, the man countered with a differing opinion and tried another technique. This went on throughout the duration of the lesson.

The instructor remained gracious and encouraged the man to try out his own theories. With each failed attempt the instructor would ask the man what he thought went wrong and how it could be fixed. The man always had an answer and continued to lead his own lesson.

When the lesson was finished, the man thanked the pro, and scheduled another lesson for the following week. "This was very helpful," the man said before he walked away.

The Kid Scoop

Brandon (20) went from a t-shirt, shorts, and flip flops (pre-internship) to a button-up shirt with a tie, dress pants, and dress shoes during his internship. Ahh, the joys of getting into the real world 😊.

Another golfer who witnessed the lesson approached the instructor and said, "I don't get it. You gave that guy solid advice, but he disregarded everything you said."

"Oh, he didn't want my advice," the instructor replied. "He wanted my agreement."

"A lie can travel halfway around the world while the truth is putting on its shoes." ~ Mark Twain

UP CLOSE AND PERSONAL

We took a trip back to Wisconsin to visit my parents. Kim and I flew in first, and then Ryan and Brandon flew in a couple days later. The weather was great and we had a lot of fun and relaxation time. We played many card games and introduced my parents to a new dice game that we have been playing. It's called QUIXX. It's a short, quick, game. We were able to meet some relatives in the park and catch up over some drinks and snacks. It was fun seeing everyone as usual.

The parents of Brandon's college roommate also live in Wisconsin, about an hour from my parents. Kim and I were able to meet them out for dinner one night while the boys went out with Grandma and Grandpa. It's such a small world when two random roommates come together and then find out that the parents of one live in the same state just down the road from the grandparents of another. Brandon will have that same roommate again as they both head back for their junior year of college.

Have an awesome month!

Dan

From Far Away

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

Steve's aunt passed away. Steve was in charge of handling her estate and needed to sell her home. Living back East, he was not familiar with real estate and how the process was done in Arizona. He wanted to be sure he handled his aunt's estate with great care and in the best way possible. Steve contacted Dan, who did extensive research on current market conditions. Dan and Steve met to discuss more details. Steve talked with different real estate agents, but decided to hire Dan to sell his aunt's house. Steve was comfortable with Dan and felt he would be the best person to handle the sale. Steve very much appreciated Dan's constant communication and handling of all of the details with regards to the appraisal, inspections, estate sale recommendation, repair requests, mortgage and title company details, etc...The transaction went very smooth, and Steve was grateful for Dan's guidance.

If you know someone who needs help selling an estate home, just have them call me at 480-390-5380. I would be happy to help them just like I helped Steve.

"Courage is what it takes to stand up and speak; courage is also what it takes to sit down and listen." – Winston Churchill

Food Prep Tricks for Weight Loss

Trying to lose weight? You can save time and cut calories with just a few simple tactics. Try these, from the Health.com website:

- **Chop lots of vegetables in advance.** Don't prepare vegetables for just one meal. Chop enough to last for several days, so you won't feel tempted to skip them because you don't want to do more cutting.
- **Cook extra protein in advance.** Cook two or more chicken breasts at once, or hard-boil a half-dozen eggs instead of just two. This way, you'll always have a quick source of protein



- **Use storage containers wisely.** Keep leftovers in small, meal-size containers instead of one large bag or bowl. You'll find it easier to warm up or thaw out one or two meals at a time than dealing with half a frozen chicken.
- **Measure precisely.** Keep measuring cups and spoons handy. You'll be more likely not to overshoot on your measurements, and you'll be able to control portion sizes.

Leadership Material

A college student sought part-time employment to support himself during the school year. On a Friday, he was offered a stenographer position. He accepted and explained to his new employer he'd be able to start the following Wednesday. The employer agreed, and the young man arrived ready to work on the appointed day.

"I like your promptness and enthusiasm," said the employer when the student arrived that morning. "But I do have one question. Why couldn't you start until today?"

"Well, sir," replied the young man, "I had to find a typewriter and figure out how to use it."

The Dog Scoop

Buckley ran into the street but was on his leash. I told him he wasn't a toddler and is almost ten (that's 70 in dog years). Maybe it's old age.

The man was Herbert Hoover, future president of the United States, who later remarked:

"No difficult or simple job ever gets done until someone decides right now to do what it takes to get the job done. Unfortunately, too many people stand by ready to carry the stool when there is a piano to be moved."

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.

(480) 390-5380
danazhomes4sale@hotmail.com

Sharpen Your Powers of Persuasion

You need other people's help if you want to succeed. Try these two tips to get them on your side:

- **Give to get what you want.** It's the code of reciprocity—people are more likely to go along with your ideas if you give them something first. For example, leaders at the Disabled American Veterans discovered that when they mailed fund-raising letters without a perk, about 18% of their appeals were successful. When they included free personalized address labels, they had a success rate of 35%.
- **Call people to nobler conduct.** If you are seeking agreement on an issue, allow people to contribute. For example, a Chicago restaurant cut its reservation no-show rate from 30% to 10% by asking people to call if their plans changed, rather than telling them to call. In pausing after the question, "Will you please call if you have to change your plans?" restaurant staff found customers more willing to commit to an answer.



Demonstrate Professional Maturity

Being a good employee means setting an example of maturity for others. Show your managers that you're mature by practicing these important leadership behaviors:



- **Support organizational policies.** Don't gripe about your organization's rules and procedures in front of others, even when you disagree with them. If necessary, work for change from the inside.
- **Help your peers.** Pitch in and help whenever you can—for the other person's good, and for the good of your organization.
- **Champion change.** All organizations need to innovate and grow to survive. Be the person leading the charge, not the malcontent resisting it.
- **Control your temper.** Remain professional no matter how frustrated you feel. People naturally respect and emulate others with self-control.

Do You Know These Words?

Do you know these words? Check out this list of ordinary things with extraordinary names and see which ones you recognize. Challenge yourself to incorporate some of these into your conversations!

Aglet: The plastic or metal coating at the end of your shoelaces.

Columella nasi: The space between your nostrils.

Dysania: Difficulty getting out of bed in the morning.

Griffonage: Illegible handwriting.

Petrichor: The smell of the air after a rain.

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
- ❑ 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.

Left on the Bus

A man was seated on the bus having an aggressive conversation with someone on his phone. He fumed and spoke loudly, shouting and making demands. The other passengers were afraid to look at him, and several parents tried to distract their children.

The bus was about to pass through an intersection when the man shouted, "I need to get off here!" The driver pulled over quickly, and the man walked forward and jumped down the stairs. Just as he stepped off the bus, the driver called out to him.

"Excuse me sir," the driver said, "you left something behind."

The man looked confused, as he checked his pockets. He then shouted at the driver, "What are you talking about? What did I leave?" "A bad impression," the driver replied as he closed the door and drove away.

Life on Venus? Don't Write It off Yet

Venus seems an inhospitable spot for life to develop, with its superhot surface and an atmospheric pressure 90 times stronger than Earth at sea level. Yet, a Fox News website article suggests, ruling out the possibility of life on the second planet from the Sun may be premature.

Venus had a more temperate environment billions of years ago, covered by seas for eons, and thus may have been habitable for some organisms for much of its history. Today, its upper atmosphere is much less forbidding and comparable to the pressure and temperature of Earth's surface. Some scientists speculate that ancient life could have risen and migrated to higher altitudes after the dramatic climate change that turned Venus' surface into the barren landscape it is today. Others suggest that microbial life could have arrived on Venus from Earth, borne on rocks hurled into space by meteorite impacts over the last 4.5 billion years.



The opposite could also be true—meaning that Earth could have been "invaded" by Venusian life in the distant past.

Please Don't Keep Me a Secret

Please take a moment and think about the next person you know who is most likely to buy or sell a home in the next six months. I need your help.

I have great systems in place to give your referrals the world-class experience they deserve. Working by referral allows me to spend the necessary time needed with my clients, as opposed to using that time looking for new business. I can't do it without you! I promise to never pressure your referrals or make them feel obligated. You can call me at 480-390-5380 or email me their name at danazhomes4sale@hotmail.com.

Elmer says...

"Everyone in my family has relied on Dan for our real estate transactions for the past six or seven years. Last month I reached out to him again when I suddenly needed to find and purchase a replacement property in a very short time. Dan really went above and beyond for me, patiently showing me at least ten homes over two weeks, offering his unbiased and well-informed thoughts on each. He never pressured me to purchase a property I didn't care for. When I finally decided to make an offer, Dan acted swiftly and decisively to make sure my offer was accepted the same day. He communicated with me constantly as he assisted me in filling out the paperwork, hiring a home inspector, negotiating repairs with the seller, and so on. Even after closing, he continues to check in periodically, and he always responds promptly and cheerfully when I have questions for him. If you're thinking of buying or selling a home, I can't recommend Dan highly enough."

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 can call Dan directly at 480-390-5380 or email at danazhomes4sale@hotmail.com

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