

Life Stuff

News To Help You Save Time And Money

February 2017

Count Your Blessings

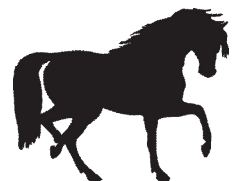
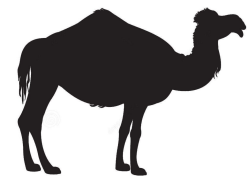
A wise wizard saw a horse crying in a field. The horse was fine and had good qualities, but it told the wizard, "I wish I could be more beautiful."

The wizard said, "Well, this is your lucky day. I can make you more beautiful. Tell me in what you want to change."

The horse said, "It seems to me that I am not well proportioned. My neck is too short. If you can make my neck a little longer, my upper body will be more beautiful. And if you can make my legs longer and thinner, then I will look more beautiful in my lower body. And if you could give me more stamina, I will be fine."

The wise wizard said, "I understand!" Then he turned the horse into a camel.

But the horse cried, "I wanted to be more beautiful. Why did you make me an ugly camel?"



The wizard said, "But this is what you asked for."

The horse cried, "No, I don't want to be a camel. People will laugh at me and they won't know what to do with me. I want to be a horse again."

"Why do you want to be a horse again?"

The horse described the things he loved about being a horse, and the wonderful things he could do as a horse. So the wizard said, "That sounds like a very fine creature. Would you like to become that creature?"

"Yes," said the camel. And so the wizard turned him back into a horse and the horse was happy.

~ Dan

Get Some Tips at:
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Are You Insane? Here's How To Fix That

It's been said that the definition of insanity is doing the same thing over and over, and expecting different results. If you look at that statement in reverse, it can be a useful life tool.

For instance, you might keep getting the same unwanted results over and over again, even though you try different things. Perhaps you keep getting passed over for promotion. Or your boss keeps having a "talk with you." You keep having the same arguments with your spouse. Or your business keeps struggling.

If you keep getting the same unwanted results – it may be a sign that you're doing the same old things, but dressing them up differently so that you *think* you're changing.

Want to really change? Try this:

First, admit there's an ongoing problem.

Second, create two mental pictures...one of the results you keep getting, and one of the results you want. Put those pictures at opposite ends of an imaginary line, the **old on your left** and the **new on your right**.

Third, mentally enlarge the picture on the right and reduce the picture on the left.

And **fourth**, take steps to actualize the picture on the right.

Continuously ask if the things you are doing will put you closer to the new picture or move you back to the old.

Try A Spending Fast

Street.com recently asked some financial planning pros for their best tips on living within a budget.

One suggestion that sounds particularly intriguing is declaring a moratorium on spending. Commit to spending absolutely no money for one day a month. Try stretching it to two or three days if possible.

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

February Quiz Question

Q: *What is Prince Harry's real first name?*

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

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January Quiz Answer

Q: *Who invented the lightning rod for conducting electricity around a building and safely into the ground?*

A: *Benjamin Franklin.*

Congratulations to **Bonnie March**. Her name was drawn out of all of the correct quiz entrees, and she won 2 free Harkin's movie tickets!

UP CLOSE AND PERSONAL

I might be half dead, and that's if I live to be 100. I turned 50 this month. I'm pretty certain that I'm in the second half of my life and may have been for quite some time. I could have been half dead 20 years ago and didn't even know it. None of us know when we reach the halfway point in life. That's probably a good thing. Could you imagine being told by some divine revelation that the second half of your life has officially begun? That would be creepy. I thought age 50 would be a good time to read the book, Halftime, by Bob Buford. He focuses on the transition from the first half of life to the second half. He talks about how the first half of our life is the quest for success, and the second half is our journey to significance. Our second half is more about becoming the best version of ourselves. It's a time to reflect on not just where you're going, but why. I tend to look at my life as four quarters. For me, the first quarter was growing up and getting through school. The second quarter was adjusting to adulthood and marriage, starting a family, and settling into a career. The third quarter is raising my family and eventually watching my kids start their own lives. And, the fourth quarter will be adjusting to life without kids and eventually retirement. Hopefully, with God's grace, I'll end the game victorious in heaven. I guess halftime would be a good time to reflect on that goal, so any changes that need to be made can be done before the clock runs out.

Have an awesome month!

Dan

All Are Not Created Equal

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

George and Jackie had used Dan's services several years ago when they were trying to sell a house with another realtor. After much frustration, they were referred to Dan. At that time, they had worked with the other agent for a couple months and were so disappointed with no results that they fired their agent. Dan was able to help them sell their home in less than 3 weeks and helped prevent them from losing the new home they were trying to buy. They got their new home and kept in touch with Dan. Eventually, they decided it was time to get out of the heat and move to Flagstaff. They contacted Dan and worked together to get the house on the market. Dan found a buyer for their home in 16 days. They got their full asking price and were one step closer to moving to Flagstaff. The sale was smooth and was finalized 40 days later. George and Jackie are now living in their new home in Flagstaff and loving every minute of it.

If you know someone who has been trying to sell their home with no results, have them call me at 480-390-5380. I would be happy to help them just like I helped George and Jackie. They may e-mail me at danazhomes4sale@hotmail.com.

“Don't cry because it's over, smile because it happened.” — Dr. Seuss

Now That's A Tough CEO

A corporation brought in a tough new CEO to shake things up. Touring the facilities on his first day, the new CEO spotted a young man leaning against a wall while other employees were working hard around him.

He marched up to the man. "You! How much do you make in a week?"

Confused and alarmed, the young man stammered, "About \$300."

"Here." The new CEO pulled out his wallet and thrust \$300 in cash at the man. "Go home, and don't come back."

"Yes, sir." The man took the money and immediately ran away.

Proud of his tough image, the CEO turned to a nearby group of employees who had stopped to watch. "What was his job, anyway?" he asked.

They eyed each other nervously. Finally one said, "He's the pizza delivery guy from down the street."

The Dog Scoop

Every time Buckley gets a little extra piece of food in the kitchen for a treat, he continues to hang out in that exact same spot like he's going to get more food every time he's there. Not gonna happen.

Why Honey Doesn't Spoil

Honey is unique among organic compounds in that it constitutes a "perfect storm" of attributes against spoilage:

Most of the honey is a supersaturated solution of sugar. Sugar is hygroscopic, which means it attracts water. Bacteria and other microorganisms that come in contact with this solution are desiccated (water is drawn from them into the solution). The same happens to yeast and other fungal spores, leaving almost no organisms in the honey that can spoil it. This supersaturation of sugar also inhibits the growth of yeast and other fungal spores.

Furthermore, bees process honey by means of an enzyme called glucose oxidase. You might know glucose oxidase from something else...it used to be called "Penicillin A," which destroys bacteria.

Never leave a jar of honey standing open. The supersaturated sugar solution will absorb moisture from the air and gradually become weaker, losing its anti-bacterial properties.

The Kid Scoop

Ryan (16) keeps talking about wanting to buy a car. He's "driving" us crazy.

Brandon (14) usually beats me when we play basketball. I ended up winning our last game of 2016. So, I really rubbed it in how I won the last game of the year.

Are You Being Green or Greenwashed?

Confused by green marketing and labels? You're not alone. What, exactly, does green mean?

Green in general refers to the adoption of environmental management practices and products intended to minimize the damaging impact on the environment from resource depletion and pollution.

Green does not refer to healthy living, like doing yoga. Green refers to how you get to the yoga studio (ie. in your gas guzzler or your electric car... assuming your electric car was manufactured and delivered using green methods).

Many products call themselves green based on nuance, while others go all-out to green-up. In fact, there is no oversight of what green means, and no standard by which a consumer can judge if a product is truly green.



"Greenwashing" refers to excessive claims about the process or product beyond authentic environmental benefits. Greenwashing is rampant these days, and it's up to the consumer to decide if it's important enough to them to evaluate the manufacturing chain to determine if the product is truly green.

Kitchen cleansers are a good example. Many cleansers are labelled green, because the chemicals applied to your counters are "natural" (lemon juice). But the product might well have been manufactured, bottled in plastic, and delivered through the same high-polluting process that has been used for decades.

Should we stop caring about green? Not at all. The "green movement" serves us, if for no other reason than to help each of us think green, and adjust our own practices and expectations to be better conservators of our environment.

Eventually green standards will be developed, giving consumers a measure by which to judge products that call themselves green.

The difference between the poet and the mathematician is that the poet tries to get his head into the heavens while the mathematician tries to get the heavens into his head.

—G.K. Chesterton

Client Of The Month

Thank you, **Ruth Lee**, for allowing me to help you in the sale of your mom's home.

When I called her last year to wish her a happy 14th year home anniversary, she remembered how you told her not to buy the first home she looked at. We looked at four homes in one day, and she bought the first one she saw 😊.

Your mom will be greatly missed!

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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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 480-355-9026
- 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.

Are You A Rebel Without A Cause?

If you've ever been accused of being stubborn, then you might consider this: When you're a rebel, you're *against* something. Take away the thing you're against, and where are you? Nowhere.

It may be a lot better if you decided to make a shift from being against something to being *for* something. For instance, instead of saying "I'm not going to be fat," you'll probably feel better if you say, "I'm going to be thinner and healthier."

In making the shift from being against something to being for something, you make the jump from being rebellious to being determined.

How Plants Know When To Bloom

Scientists have known since the 1930s that plants sense the length of the days and use that information to decide when to flower. It was only in 2005 that studies revealed a gene called FT which is active in the leaf and whose activity is regulated by day length.

FT produces a messenger molecule that is transported to the shoot tip where it activates a "gene program" that leads to the formation of buds. The program causes proteins to form that then talk to other proteins that exist at the future locations of buds.

Why does all this matter to scientists? Daffodils bloom in spring as the days get longer. Roses wait until summer. Rice flowers in the fall as the days shorten. Consider the benefits of early flowering rice. In parts of the world, this could allow production of more than one harvest per year, further reducing world hunger.



How's Business...??

PEOPLE ASK ME ALL THE TIME HOW BUSINESS IS GOING. I STRUGGLE WITH THE ANSWER TO THAT QUESTION. MY BUSINESS DOES WELL BECAUSE OF YOUR REFERRALS. **WITHOUT YOUR HELP, MY BUSINESS WILL DIE.** BECAUSE MOST OF MY BUSINESS COMES FROM REFERRALS, I DON'T NEED TO SPEND VALUABLE TIME LOOKING FOR NEW BUSINESS. THIS ALLOWS ME TO SPEND THE NECESSARY TIME WITH YOUR REFERRALS, MAKING SURE THEIR NEEDS ARE BEING MET. **I NEED YOUR HELP.** I HAVE GREAT SYSTEMS IN PLACE TO GIVE YOUR REFERRALS THE WORLD CLASS EXPERIENCE THEY DESERVE. **I CAN'T DO IT WITHOUT YOU.** PLEASE TAKE TWO MINUTES AND THINK OF THE NEXT PERSON YOU KNOW WHO IS MOST LIKELY TO BUY OR SELL A HOME IN THE NEXT 3 TO 6 MONTHS. AT LEAST GIVE THEM THE OPPORTUNITY TO TALK WITH ME TO SEE IF I CAN HELP THEM. I WILL NEVER PRESSURE YOUR REFERRALS OR MAKE THEM FEEL OBLIGATED IN ANY WAY. CALL ME OR E-MAIL ME WITH THEIR NAME. YOU'LL BE GLAD YOU DID, AND THEY'LL THANK YOU FOR DOING SO.

Heinz and Uta say...

"We had the best experience when Dan helped us buy our house in Chandler 14 years ago! Dan still is in touch with us! Amazing how organized he is! Dan was very good showing houses that were in the price range we gave him. He takes the time needed, is courteous, organized and was very professional during the entire process. If we ever sell our house, we would contact Dan."

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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