

Life Stuff

News To Help You Save Time And Money

February 2018

The Valuable Stone

Once a wise old woman was traveling through the mountains. She plodded slowly, her burden on her back, her head bent. She saw little more than the ground under her feet, but even so, she smiled. Then she saw at the edge of her path, a bright red stone, and she knew it was a large gem. With that gem, she could buy a small home and settle down. She picked it up and put it in her pack and continued her journey.

The next day on the path, she met another traveler. He was hungry, and asked the old woman if she had any food to spare. She opened her bag to give food to the man and he saw the precious stone inside. His eyes grew wide.

He said, "That is a very valuable stone you have." She grinned at him toothlessly, and handed it over without any hesitation. "Then you should have it." With that, she continued her journey.

The man was so happy, he ran for miles to his village, despite his hunger. He knew he'd never worry about food again. The stone



would give him a lifetime of security.

But that night, instead of peaceful sleep, he had the most restless dreams of his life.

Late the next day, the old woman heard footsteps running up behind her. It was the man. He breathlessly asked her to stop for a moment, then held out the stone.

"Thanks for giving me this stone, but I would like to return it to you with the hope that you can give me something even more precious," he said.

"What more could I give you," she asked.

"Please give me what you have within you that enabled you to give me that stone without any hesitation," he said.

Get Some Tips At:
PlanYourArizonaMove.com

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~ Dan

Why Do We Have A Groundhog Day?

Groundhog Day is a popular tradition in the United States, but it is also a legend that traverses centuries and countries. The story is part of a tradition of legends that predict the weather based on animals awakening on specific dates.



February 2nd is the day that in Punxsutawney, Pennsylvania, a groundhog named Phil comes out of his hole after a long winter. If he sees his shadow, he is startled and retreats. People regard that as an omen of more bad weather to come. If the day is cloudy

and shadowless, the groundhog stays above ground, and people regard that as an omen that winter will end early because the groundhog will start gathering food.

Similarly, Roman legions, supposedly brought this tradition to the Germans, who morphed it into the idea that if the sun made an appearance on Candlemas Day, a hedgehog would cast a shadow, thus predicting six more weeks of bad weather.

Pennsylvania's earliest settlers were Germans, and they found groundhogs in profusion where they resettled. They determined that if the sun appeared on a particular day in mid-winter, the groundhog would "meet" its shadow, be frightened, and hurry back into its underground home for another six weeks of winter. Groundhog Day has since been centered on the location of Punxsutawney, Pennsylvania in the US, but has spread in popularity to other countries as well.

No Mistake About It



One morning a grocer put a sign out that read: "Eggplants—25 cents, 3 for \$1.00." All day long, customers walked in and complained about the sign. "I should get four eggplants for a dollar!" they all said. The grocer apologized to each customer and put four eggplants in bags for them. By the end of the day he was sold out.

The manager of a shoe store next door came in at the end of the day and heard the last customer demand four eggplants. "Why don't you just fix the mistake on your sign?" he asked.

"What mistake?" The grocer smiled. "Before I put up that sign nobody ever bought more than one eggplant!"

February Quiz Question

Q: *When is the next Leap Year?*

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.

(480) 390-5380

danazhomes4sale@hotmail.com

January Quiz Answer

Q: *What is the world's biggest island?*

A: *Greenland*

Congratulations to **Lester Wever**. 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

I'll title this story, "What juggling has taught me." I mentioned that Brandon got a how to juggle kit for Christmas. I thought it would be fun to learn too, so my new year's resolution is for me to learn how to juggle. When I have watched others juggle, I never thought I'd ever learn it myself. It always looked too complicated and I thought you had to join the circus 😊. I have been learning how to juggle this past month and have a good grasp of the mechanics and how it works. I am by no means proficient, but I can actually keep three balls in the air for a short while. I now just need to keep practicing to get smooth, consistent throws. Then I'll be ready to join the circus. What I learned from juggling is this; most things we say we could never do is not a correct statement. The reality is that we can do most anything if we take the time to learn it (within reason). Have you ever seen someone play the piano, create a unique art project, play a sport, cook like a chef, and think you could never do that? You probably couldn't do it today, but you could learn to do it. The correct statement would be that you don't want to take the time to learn it. So, if there is something you'd really like to learn, go for it! You can do almost anything you want, taking one step at a time. The first step is figuring out what you'd like to do. So, take your first step today.

Have an awesome month!

Dan

Selling Out

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

Cody and Aynsley bought a new home with Dan's help about two and a half years ago. They had it built from the ground up and loved their home. Cody is a fire fighter and had an opportunity to transfer to a fire department in Memphis, TN. He ended up taking the job and now needed to get their home sold as well as find a home near Memphis. Dan referred them to a real estate agent in the Memphis area who could help them find a home to buy. In the meantime, Dan got their current home on the market for sale. The timing for the sale of their home was not great as it was right before Thanksgiving. Although there were a few showings, December is a slow month as most people are out Christmas shopping and planning their holiday parties. Cody made the move to start his new job, and Aynsley and the kids stayed behind to prepare for the move and pack up their home. As soon as the holidays passed, their home was sold! They found their new dream home in Tennessee and were soon reunited as a family again.

If you know someone who could use some help selling their home and overcoming the challenges that come with it, just have them give me a call at 480-390-5380. I'd be happy to help them just like I helped Cody and Aynsley.

Say Yes To Saying No

There are many reasons that people say yes, when they really want to say no:

- Some people have a great sense of duty and obligation. They feel like they have to say yes to almost anything they are asked to do.
- Some people just want everyone to like them, and they're afraid if they say no, they might cause the person making the request to reject them.
- Some people are afraid they'll miss out on a big opportunity if they say no.
- Some people feel flattered when they are asked to do something extra.
- Some people hate confrontation so much that they will do almost anything to avoid it, including saying yes even when they want to say no.

When you do need to say no, here are a few tips that might help:

- Always be polite, but firm. Don't over explain about your situation because the person making the request might then try to convince you to say yes.
- Say no as soon as possible to avoid dragging the situation out.
- Know your priorities. If something doesn't fit with your needs, don't do it. Say no.

What's In A Name?

Language is constantly in flux. Words change their meanings over time, which can be obvious to anyone reading Shakespeare or Dickens. As a case in point, consider the colonial origins of these common words, as explained in *Words They Lived By: Colonial New England Speech, Then and Now*, by Joan P. Bines:

Clients Of The Month

Congratulations to
Drew and Lora on
the sale of your home.

Thank you for choosing to
work with me again and
have me represent you
in the sale of your home.

We did it!!

WELCOME NEW CLIENTS

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

- + Drew and Lora Timm
(2nd time clients)
- + Cody and Aynsley Miller
(2nd time clients)
- + Kelly and Julie Black
(3rd time clients)
- + Bo and Katie Orłowski
(2nd time clients)
- + Jim and Joni Sinner
(Referred by Angela Sinners)
- + Melissa Hughes
(Referred by Mike and Angie Larrabee)
- + Mike and Krisin Lewis
(3rd time clients)
- + Rudy Cardenas and Maria Munoz
(2nd time clients)

- **Backlog.** In colonial times, this was the largest log in the fire, placed in the back to provide the most warmth while cooks built smaller fires in front that they could regulate more efficiently. Thus, something held back in reserve.
- **Humble pie.** Long ago, this was a pie made from the entrails of deer, which were called the "humbles" and eaten by servants.
- **Phone.** The English word phone is actually short for telephone, which comes from the Greek words for sound (phon) and far away (tele).

Is That Still Safe To Eat?

Is that fruitcake that's been in your pantry since last Christmas safe to eat? Maybe not (despite the jokes about fruitcakes lasting forever), but here are a few foods you can safely store for years:

- **Honey.** Because it's low in water and sugars, bacteria can't easily grow in it. Small amounts of hydrogen peroxide in honey also inhibit the growth of microbes.
- **Dried legumes.** Beans, lentils, and other legumes stored in airtight, waterproof containers can last for years without losing their nutritional value.
- **Soy sauce.** Unopened, soy sauce can last for three years on the shelf, thanks to its combination of fermentation and salt.
- **Vinegar.** Its acidic nature makes it difficult for bacteria to thrive. White vinegar will stay unchanged almost indefinitely.
- **White rice.** The key is temperature. White rice stored in an airtight container at about 27 degrees Fahrenheit (-3 degrees Celsius) can last up to 30 years, although brown rice has a shorter shelf life.
- **Dark chocolate.** Chocolate fans rejoice! As long as it's stored at a constant temperature, dark chocolate is safe to eat for two years or longer.
- **Dried fruit.** Kept in airtight containers in a cool place, without moisture, desiccated fruit can last a year or more.

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

Don't Keep Me A Secret

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 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. 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.

"The scientific theory I like best is that the rings of Saturn are composed entirely of lost airline luggage." - Mark Russell

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/Text Dan at 480-390-5380
- Go to Dan's website at www.PlanYourArizonaMove.com
- E-mail Dan a-t danazhomes4sale@hotmail.com
- Fax to Dan at 480-821-4926

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 10,000 Hour Myth

According to Daniel Goleman in a podcast interview from Lifehacker.com, the 10,000 hours of practice rule is a myth. You might have heard it before: "It takes 10,000 hours of practice to perfect any skill."

Apparently, this is a misquoting, or simply a false assumption that stemmed from a book by Malcom Gladwell. According to the researcher upon whose work the assumption is actually based, there's no fixed rule about the number of hours you need to practice.

Anders Ericsson, a psychology professor at Florida State University, says that practice does improve performance. But you can do it faster with different techniques. One of the best is to use a coach. The coach helps you do smart practice by giving you feedback. They know what they're looking at and know what to recommend you try next.

It's not the number of hours that matter; it's the way you practice. Smart practice helps you improve faster.

Test Your Relationship

A strong relationship is founded on communication and sharing. So how much do you know about your spouse? Try these simple questions — the more you can honestly answer "yes" to, the firmer ground you're on:

- I know who my partner's best friends are.
- I know what stresses my partner has been facing recently.
- I can describe my partner's greatest ambition.
- I can name my partner's favorite singer or musical group.
- My partner appreciates the things I do for him/her.
- My partner and I enjoy talking to each other.
- I can name my partner's favorite hobbies.
- Romance is still a major part of our relationship.
- I feel my partner respects me as a person.
- My partner and I generally agree on our philosophy of life.



The Dog Scoop

Buckley has been scooting his crate around the kitchen floor when left alone inside of it. His crate is made for a big dog and somehow he must get upset enough to move it forward. The only thing he objects to is being in his crate and it shows. It seems he has a bone to pick with us for putting him in there.

The Kid Scoop

Brandon (15) has been perfecting his trampoline jumping, basketball-shooting tricks.

Ryan (17) did it! He is officially an Eagle Scout! He joins the select group of about 4% of those entering Boy Scouts that obtain their Eagle rank. Way to go Ryan!

Bob and Sherry say...

"We liked your professionalism, total honesty, staying in constant touch, smoothing the way while still getting our full asking price, knowing with absolute certainty that you were always there, and truly being "our" agent. We always felt fully represented, fully serviced, and never alone."

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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Dan Kilde

RE/MAX Infinity

2450 S. Arizona Avenue #1

Chandler, AZ 85286

480-390-5380

danazhomes4sale@hotmail.com