

Life Stuff

News To Help You Save Time And Money

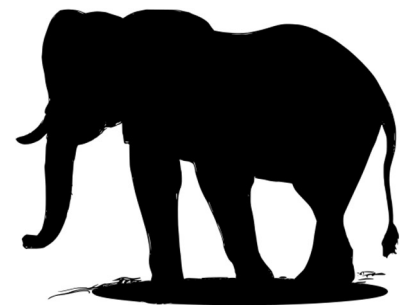
February 2019

A Lesson to Remember

A circus owner had become disenchanted with his star performer: a trained elephant who was starting to show his age. The circus owner accepted the fact that the elephant was no longer drawing the same large audiences, and he made the hard decision to take the elephant to auction, where he hoped that a zoo or sanctuary would purchase the beloved star and house him in his old age.

Word got out that the circus owner was going to sell the elephant. An auctioneer, recognizing his chance to turn a profit, offered the circus owner two thousand dollars in advance.

A few days later, the circus owner went to auction in the hopes of finding a young, new elephant to train and saw that the auctioneer was now taking bids for his old elephant. The auctioneer began to pitch the elephant: "Look at the strength in his muscles! This handsome beast will work tirelessly!" Upon hearing this, a man bid two thousand dollars. The auctioneer continued his patter: "See the compassion in this animal's eyes? He would be perfect



in a petting zoo, gentle with children and able to entertain people for hours!" Another man bid three thousand dollars.

The auctioneer continued with his praise and the bids started going higher and higher until, finally, a man bid ten thousand dollars. The auctioneer announced that the animal was "Sold!"

With tears in his eyes, the winning man—the same circus owner who'd earlier sold the elephant for two thousand dollars—walked up, gently stroked the elephant, and whispered to him: "I am going to take care of you for the rest of your life!"

As he led his old pal out of the auction, the circus owner stopped to thank the auctioneer for reminding him of an old lesson: true friendship and loyalty are priceless. ~ Dan

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Restfulness: The Secret to a Good Memory

One key to success is your memory. Being able to pick up and remember the fine details of what you've learned can help you move forward quickly. What's the best strategy for using your memory effectively? Sleep.

As an article on the Medical News Today website explains, sleep is essential for consolidating memories. Insufficient or poor sleep makes the synapses in your brain less effective, which interferes with your ability to learn new information.

Moreover, recent studies suggest that taking a quick nap, or even just resting quietly for 10 minutes or so, can help new information settle into your memory so you can access it more readily later.

After a training session or an important conversation, take a few minutes to sit back, close your eyes, and think of nothing. Even if you don't fall asleep, you'll have a better grasp of the information when you go back to work.

The Science of Spring Fever

When the weather gets warmer, you might try blaming your spring fever on physiology. Spring fever's symptoms usually appear during the onset of the vernal equinox. In the northern hemisphere, people begin to feel more energetic and enthusiastic because of chemical changes in the body, produced in part by increased exposure to daylight. Scientists cite a number of factors that contribute to spring fever:

- As the days grow longer, increased light sends signals to the brain's pineal gland, which then reduces its production of melatonin, a hormone that regulates our body clock and controls our mood and energy levels.
- Increased light also affects the hypothalamus, the section of the brain that regulates eating and sleeping.
- Our other senses— sight, smell, and hearing— also wake up as blossoms and spring breezes assault them. Such stimuli can trigger strong emotions, from euphoria to sadness.

February Quiz Question

Q: *How many bones are in the adult, human body?*

Everyone who texts, 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: *What nationality was Julius Caesar?*

A: *Roman*

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



Happy Valentine's Day



UP CLOSE AND PERSONAL

Now that football season is finished, Kim has managed to get me out on a few recent hikes. I don't mind going on hikes, especially if there is food involved after the hike. You gotta compromise, right? She gets her hike and I get my food. It's a win-win for both of us. Oh, and we get to spend time together! I actually have enjoyed the hikes we have went on. There are so many great places to hike in the valley, and each time we discover new areas and see things we would not have otherwise seen. Sometimes I appreciate it more when it's done. It's kind of like when I biked the MS 150 (150 miles in two days) back in the early 1990's without having trained for it. I appreciated it then, but continue to appreciate it much more now than when I was doing the ride itself. So much of life is like that. We look back and appreciate things we had or things we have done. I need to learn how to more fully appreciate things as I'm doing them and not take them for granted. So, the next hike we go on, I'm going to really take it in and appreciate each step along the way. And, even more, I'm going to appreciate the lunch we eat after.

Have an awesome month!

Dan

P.S. If you have a neat hike you really like, please feel free to let me know about it.

Goodbye Apartment Living

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

Chad and Lauren were referred to Dan a few years ago by Chad's parents. They were interested in buying their first home and had a few areas in mind where they wanted to live. Dan set up a personal home-search website where they would be able to view all of the homes for sale with their criteria in their areas of interest. The nice homes in their price range were selling very quickly with multiple offers. Chad and Lauren were not in a hurry and did not want to overpay for their home. The best part was their personal website, which kept them updated with all of the homes for sale so they could keep an eye on the market and go at their own pace. After making several offers on homes and losing to higher bids, the best one yet was waiting for them. It was in the prime location of interest and it was a good price. Dan helped make their dream come true by taking them through the home-buying process with the winning bid. They not only got it for a lower price, but were also able to negotiate for the seller to make some repairs. Chad and Lauren were super excited to get out of apartment living and move into their first home. And the timing could not have been more perfect, as they are expecting their second child later this summer.

If you know someone who would like to join Chad and Lauren in first-time home-ownership, just have them call me at 480-390-5380. I would be happy to help them just like I helped Chad and Lauren.

"Let us always meet each other with a smile, the beginning of love." ~ Mother Teresa

Talk the Way Kids Listen

Most parents complain, at least from time to time, that their children don't listen to them. Shouting doesn't help, and chances are it will only aggravate the problem. Try these tips for forging better communication with your kids:

- **Get their attention.** Don't start talking if they're focused on something else. You may have to do something unusual—to reach a toddler having a tantrum, for example, trying giving a few pats on the back or a tickle. For older children, singing a song may break through their wall of boredom or inattention.
- **Be brief.** Most kids don't want to listen to long lectures. When you have something to say, get right to the point. They'll get the message without feeling patronized or growing bored.



- **Write a note instead.** If your message isn't time sensitive, try writing a note to your kids. They can read it at their convenience, and you'll be able to put more detail into it than you would in a brief conversation.
- **Stay positive.** Don't just assign chores and tell kids what they're doing wrong. Praise them and thank them so they won't automatically tense up when you ask, "Can I talk to you for a few minutes?"
- **Set the right example.** When kids have something to say, give them your full attention. If you ignore them when they're trying to talk, they may do the same.

Some Words Should Last Forever

- One summer, two best friends, Patrick and Peter, took a long hiking trip through the mountains. Because they were constantly together, they naturally got on each other's nerves from time to time. On the second afternoon, they started bickering over which direction to take, and soon tempers flared.
- Finally, Patrick knocked Peter to the ground. But instead of retaliating, Peter picked up a stick and wrote in the dirt: "Today my best friend pushed me." Soon they both calmed down and continued walking.
- The next day, the friends were rock climbing when Peter's harness broke, leaving him clinging to the side of a steep slope over a 100-ft drop. With great effort, Patrick got him to safety. Back on solid ground an hour later, Peter took out a pocketknife and carved on the rock: "Today my best friend saved my life."

The Dog Scoop

Buckley's New Year's resolution is to lose weight. After talking with him about this, he agreed.

- When people hurt you, it's best to let the injury blow away like words in the sand. But when someone helps you, preserve the memory so it will never fade.

Clients of the Month

Congratulations to **Drew and Emily** on the recent sale of your home.

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

I have truly enjoyed working with you both.

Worth the Paper it's Printed On? *A History of the Banknote*

Governments print it, misers hoard it under their mattresses, rich people light their cigars with it— but where does the idea of paper money come from, anyway?

China, actually. The banknote apparently originated during the Tang Dynasty (7th century), to replace bulky copper coins carried by merchants. The coins were minted with rectangular holes in their center so they could be strung together on cords, but wealthy merchants found that lugging their coins around was difficult.



A system was born in which merchants left their coins with a trusted agent in exchange for a note stating exactly how much money was being held. The merchant could return the note at any time to redeem his or her coins, and in time, paper money called “jiaozi” evolved.

In Europe, banknotes first came into use in the 14th century. The term “banknote” derives from *nota di banco*. The holder of a note could redeem it for an amount of silver or gold held on deposit with a bank.

In the New World, the Massachusetts Bay Colony was the first of the American colonies to circulate its own banknotes in the early 1690s, but all 13 colonies were issuing their own notes by the early 1700s.

The First Bank of the United States, chartered by Congress in 1789 shortly after the signing of the Constitution, was authorized to issue banknotes, but the U.S. federal government didn't start printing its own paper money until 1862.

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.

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The Kid Scoop

Ryan (19) celebrates his nineteenth birthday this month. Happy birthday Ryan!

Brandon (16) has been growing a lot taller the past several months. At this pace, he will soon have us both beat.

“I learned the value of hard work by working hard.” ~ Margaret Mead

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
- Go to Dan's website at www.PlanYourArizonaMove.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.

Warm Up with Quick Black Bean Soup

Here's an easy, tasty soup with a Mexican flavor that the whole family will love.

Ingredients:

- 3 tablespoons olive oil
- 1 medium onion, chopped
- 1 tablespoon ground cumin
- 2 -3 cloves garlic
- 2 cans black beans
- 2 cups chicken or vegetable broth
- Salt and pepper
- 1 small red onion, chopped
- 1/4 cup cilantro, coarsely chopped or finely chopped



Directions:

1. Sauté the onion in olive oil. When the onion is translucent, add cumin.
2. Cook 30 seconds, then add the garlic. Cook for another 30 to 60 seconds.
3. Add 1 can of black beans and 2 cups of vegetable broth. Simmer, stirring occasionally.
4. Turn off the heat. Transfer ingredients to a blender and blend together.
5. Add the second can of beans to the pot with blended ingredients and bring to a simmer.
6. Serve soup with red onion and cilantro for garnish.

Parenthood....

Billy ran into the house shouting, "Mom! Mom! Come quick! I just knocked over the ladder!" "I'm extremely busy," his mother said. "...go get your Father." "I can't!" Billy cried out: "He's hanging from the roof!"

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.*

Drew says...

"I've bought and sold many homes in my time and never experienced this level of dedication, commitment, communication, service and negotiation skills....until I met Dan. He is an amazing Realtor to team up with and I couldn't be happier to have met him! If you're on the fence about choosing a Realtor to work with, then the time has come to give him a call. He truly is a gift from the world of real estate!"

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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