

# Life Stuff

News To Help You Save Time And Money

February 2022

## ♥ Love Can Conquer All ♥

In 1844, Robert Browning was an unknown poet and playwright when he first read Elizabeth Barrett's volume of poetry titled *Poems*. He was 32 years old. Elizabeth was a well-known poet – and an invalid. She was 39 years old.



Robert was so moved by her poetry that he wrote to her, "I love your verses with all my heart, dear Miss Barrett..." The two then commenced writing more than 600 letters to each other during the next 20 months.

Elizabeth had suffered from the time she was a teenager from uncontrollable spasms of pain and breathing difficulties. She had been a shut-in for years and a spinster as well, for her father was a very controlling, wealthy man who had forbidden all of his 12 children to marry.

Robert began to court Elizabeth, but at first she didn't take him seriously. She found it hard to trust his intentions because she'd been isolated for so long and because she questioned the treatment of women inside the institution of marriage. But despite these almost overwhelming obstacles, Robert continued to court her with passion.

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Finally, with Robert's encouragement, Elizabeth left the room where she'd spent the previous six years of her life. She began to go outside and live an active life again, and she cut back on the morphine and opium the doctors had prescribed for her pain. In 1846, Robert and Elizabeth married in a secret ceremony to hide the fact that she was defying her father. When her father found out, he disinherited Elizabeth.

The couple spent the next 15 years together productively writing. Their courtship inspired some of the most beautiful and romantic poetry ever written, including the most famous line from Elizabeth's *Sonnets From the Portuguese*: "How do I love thee? Let me count the ways." Elizabeth died in her husband's arms in 1861.

**Celebrate your own love story on February 14,  
Valentine's Day.....Dan**

# Eye Protection for Kids

Schools may be opening, but some remote e-learning will no doubt continue until the pandemic is well and truly gone. Online classes will remain but be careful of the strain too much screen learning time can put on a young one's eyes. Follow this guidance from *U.S. News & World Report*.

- **Take regular breaks.** Set a timer to remind kids to look away from the screen every 20 minutes or so.
- **Keep screens at arm's length.** The screen of your child's laptop or tablet should be 18– 24 inches from their eyes.
- **Reduce glare.** Place a light source behind your child's back, not behind the screen. Use the monitor's controls to adjust brightness and contrast so it's easy on the eyes. Don't keep the room too dark, or the screen's brightness can aggravate after-images and cause eye discomfort.
- **Stop before bedtime.** Kids should discontinue screen watching 30–60 minutes before going to bed.
- **Spend time outdoors.** After doing their schoolwork, or during breaks, have children spend some time outdoors. Exposure to natural light can slow the development of nearsightedness, especially in younger children.

## February Quiz Question

**Q:** *What is Cupid's Greek Name?*

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. (Current winner eligible after 2 months)

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## January Quiz Answer

**Q:** *What globally broadcast parade takes place in Pasadena, California every January?*

**A:** Rose Parade

**Congratulations to Mike Quinlivan.**

His name was drawn out of all of the correct quiz entrees, and he won a \$15 Dairy Queen gift card.

# The Power of Appreciation

A university professor began reflecting on the people who'd had a positive impact on his life. In particular, he remembered a schoolteacher who'd gone out of her way to instill in him a love of poetry. He hadn't seen or spoken to her in many years, but he located her address and sent her a letter of thanks.

A short time later, he received this reply: "I cannot tell you how much your note meant to me. I am in my 80s, living alone in a small room, cooking my own meals, lonely, and, like the last leaf of autumn, lingering behind. You will be interested to know that I taught school for 50 years and yours is the first note of appreciation I ever received. It came on a blue-cold morning, and it cheered me as nothing has in many years." The teacher's note brought the professor to tears—and then he began searching for others who'd shaped his life, just to say thanks.

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*I love thee to the depth and breadth and height my soul can reach. – Elizabeth Barrett Browning*

## UP CLOSE AND PERSONAL

Deja vu! What are the odds? There's a little hamburger joint in Tempe called The Chuckbox. Kim used to eat there back in the late 80's when she went to college at ASU. I ate there in the early 90's after moving here from Wisconsin. Kim and I had not yet met (we met in 1992). Fast forward 30+ years... Brandon now lives in an apartment right next to The Chuckbox. Of course, we had to take him there and introduce him to it. Never did Kim and I think when we were eating there 30+ years ago that we'd meet each other a block down the street in church at All Saints Newman Center, and then 30+ years later we'd have a son who would also go to that same All Saints Newman Center and live next door to The Chuckbox. Now I just need to figure out if Kim and I were at The Chuckbox at the same time. Maybe it was there that she first started to stalk me until she finally worked up the courage to ask me out on a date. If you happen to have been there and saw anything suspicious back in the early 90's, please let me know.

Have an awesome month!

*Dan*

## Putting the Pieces Together

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

Leticia was referred to Dan by her daughter, Jenny. Dan sold Jenny and Justin's home and then helped them purchase a new home which is almost finished being built. Leticia was also interested in buying a new home using the same builder as Jenny and Justin, but unfortunately prices had increased so much that there wasn't anything available in her price range. Dan did a little research in the surrounding area, and all the builders had increased prices with much buyer demand. However, Dan came across a nearby builder who had a spec home which had not even broken ground yet. It was just the floor plan and price range that Leticia was looking for, and other than a few structural options the builder had already chosen for the home, Leticia was still able to choose all of her colors and upgrades in the home. Many buyers were interested in the home, but Dan had been corresponding with the sales associate and set a time for Leticia to come in to write a contract. This was in the same community as Jenny and Justin's new home, just a different builder. As they were in the sales office writing up Leticia's purchase contract, she could look out the window and see the front of Jenny and Justin's new home down at the end the street! Leticia's new home will be less than a block away from Jenny and Justin. It seems that Leticia has positioned herself in close proximity to any potential future grandchildren. And, Jenny and Justin just might have a built-in reliable babysitter if needed.

If you know someone who is thinking of buying or selling real estate in 2022, just have them call me at 480-390-5380. I would be happy to help them just like I helped Leticia.

## Healthy Heart Tips

Taking control of your heart health is one of the best ways to lead a long life. It's not that hard, especially if you follow this basic advice from *Time Magazine*.

- **Eat more plants.** Fruits and vegetables contain fiber, antioxidants, and lots of vitamins and minerals.
- **Limit animal fat.** Butter and other forms of fat from animals have been linked to higher cholesterol and increased risk of heart disease. Stick to mono-unsaturated fats found in olive oil, avocados, and many nuts, along with polyunsaturated fats from fish like wild salmon and sardines.
- **Watch your sugar intake.** Many foods add sugar, which can add calories and weight. The American Heart Association recommends that women have no more than six teaspoons' worth of added sugar a day and men stick to nine—although the average intake for all Americans is roughly 22 teaspoons per day. Check the labels on everything you buy.
- **Exercise often.** You don't have to run for five miles every day. The American Heart Association advises about 150 minutes of moderate exercise a week, or 30–60 minutes every day. Sitting for hours at a time has a negative impact on your heart. Even if you work at a desk job, make a point of getting up and moving around regularly for five to 10 minutes every hour.
- **Watch your stress.** Stress can heighten your heart disease risk at a rate similar to smoking and diabetes. Practice meditation or relaxation exercises to keep yourself calm and help your heart.



## Client of the Month

Congratulations to Ann Juniper on the sale of your home.

What a special honor that the park down the street was named after Larry!

## Emphasize Effort, Not Success

To succeed on the job, you first have to land that job. Aside from your skills and qualifications, most interviewers look for an attitude they like in a candidate. A study published in the journal *Basic and Applied Social Psychology* suggests that the best way to do that is by emphasizing not what you've accomplished, but **how you accomplished it**.

### The Kid Scoop

Brandon (19) got me a gift card to Otto Pizza for my birthday. This was one of my favorite pizza places when I used to work down the street from there back in the 90's. It's close to Brandon's apartment. I wonder if he thinks this will get him a free lunch too 😊.

In a series of experiments in the United States and the Netherlands, subjects participated in a mock job interview (in another part of the study, students pretended they were on first dates, but the results were similar.) "Candidates" were told to talk positively about themselves, but receivers found themselves more interested in the efforts and struggles the candidates had to deal with, rather than the final results they achieved.



## Business Advice NOT to Follow

The internet is full of advice on how to succeed, but not all of it's good. *Inc. Magazine* points at some common "words of wisdom" that aren't all that wise...

- **"Don't get too close to people."**  
Relationships are the key to success. If you hold yourself at arm's length, people won't trust you. Keep your friendships on a professional level, but don't shy away from building strong, long-lasting relationships with employees, co-workers, managers, and customers.
- **"Stick to your business plan."** No matter how good your plan is, it shouldn't be set in stone. Situations change, and if you're not willing and able to adapt and adjust, you'll run your career into the ground. Stay on top of trends and developments in your industry so you can react quickly.
- **"Do what you love."** You probably shouldn't pursue a career in a field or position you absolutely hate, but just because you love to cook doesn't mean you'll be able to open and run a 5-star restaurant. Figure out what you do best and look for a career that fits your talents. You'll be happier and more successful in the long run.
- **"If you want something done right, you have to do it yourself."** If you take on every task, you'll burn yourself out in a short time. Learn to delegate. Trust the people around you to do their jobs. If you don't have the required expertise within your organization, hire it. Save your energy to focus on the big picture.
- **"Never say no."** The customer isn't always right, or reasonable. You may think you can't afford to turn down an opportunity, but take the time to consider whether a request is reasonable, and if you're the right person (or organization) to do it. You'll last longer by being judicious.

## The Dog Scoop

I open the living room blind to let some sun in for Buckley. He gets excited when I say, "Buckley, let's go find some sun." He always comes over and lays down in the sunny spot.

## 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**

## A Lesson in Giving

While boarding a moving train one day, one of Mohandas Gandhi's shoes slipped off and fell on the track. As he was unable to retrieve it, Gandhi – to the astonishment of his fellow travelers – calmly removed his other shoe and threw it down the track to where the first had landed. "The poor man who finds the shoe lying on the track," Gandhi explained, "will now have a pair he can use."

# 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](http://www.PlanYourArizonaMove.com)
- ❑ E-mail Dan at [danazhomes4sale@hotmail.com](mailto:danazhomes4sale@hotmail.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.*

# Remote Employee Success

Many organizations and employees are seeing the benefits of remote working—less expense on office space, better work/life balance, increased flexibility, and so on. That means working from home isn't likely to go away entirely, even as the COVID-19 pandemic ebbs.

- **Adjust your expectations.** Even now, some managers may struggle with keeping track of employees who aren't just down the hall. The first step is to revise your mindset. You don't have to see each employee every minute of every day to know that they're doing their job—you can't do that anyway. Focus on KPIs, benchmarks, and deadlines to monitor performance at a distance.
- **Share successes.** When a remote employee lands a new client or does a great job on a project, don't keep the news to yourself. Recognize positive accomplishments with a group email or in a Zoom staff meeting so everyone knows what it's possible to achieve. This sends the message that you trust people and value their work when they succeed.
- **Use technology for connection and accountability.** You may not communicate every day, but don't let that be an excuse to neglect your employees. Use email and other tools to check in often— not so much that you overwhelm them, but just enough to make sure they're on track. This reminds people that you're paying attention and expect them to meet deadlines and keep doing quality work.
- **Ask for feedback.** Communication shouldn't be one-way, especially when you're distanced. Ask employees what they need from you in terms of time and resources. They may want more (or less) frequent communication or better access to information to do their jobs. Respond as best you can to make the relationship flow easily.

## Pets Are Good for You!

Did you know that pets can decrease your blood pressure, cholesterol levels, triglyceride levels, and feelings of loneliness? So says the Centers for Disease Control and Prevention. Other good news: Pets can increase your opportunities for exercise, outdoor activities, and socialization.

Want to Easily Find Other **Local Businesses**  
That Give Outstanding Customer Service?

Call me anytime for a referral to these services and/or any other you may need:

Handyman  
Sprinkler Repair  
Garage Door  
Painter

Drywall  
Pest Control  
Probate/Estate Planning Attorney  
Sunscreens

Pool Service  
Air Conditioning  
Roofer  
Locksmith

Kevin and Leslie say...

*"It was critical for us to be able to work with someone who is organized, responsive, knowledgeable, professional, anticipates issues and deals with them before they become a problem, resourceful and efficient. Based on our experience, we felt that you were all of the above and more! We think the service you provided was phenomenal and that you are extremely service oriented."*

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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