

Excerpts from client reviews highlighting words from the attached "25" postcard

"Dan's **knowledge**, skills, temperament, **integrity** and **patience** were always evident and in stunning harmony. His general planning and advice are **splendid** while no detail is unattended."

"From first-hand experience, Dan is **prompt**, **well-mannered** and extremely **organized**."

"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!"

"Of the four homes we have sold in the past 39 years, we can honestly say this sale was the smoothest and most **efficiently** handled. We actually didn't know there were real estate agents like Dan Kilde in the field. We would like to emphatically express our appreciation to Dan for an **outstanding** job."

"Dan was a complete **professional** throughout the listing and sale. His advice was sound and his **attention to detail** was admirable."

"We have known Dan for over twenty years and he is the only person that we **trust** with any real estate needs."

"Dan is a model Realtor, and his **professional** service and **thorough communication** are far superior to anyone we have ever dealt with or even heard of. Dan is **exceptionally thorough** and **reliable** before, during, and even long AFTER the sale."

"Dan's **professionalism** was **exemplary** in so many aspects. I believe one of his most positive qualities is his **communication**. Another strong point is his **attention to detail**. Dan is an **honest**, **patient**, hard-working individual with high **ethical** standards."

"Dan understands this and uses his skills and limitless **patience** to make sure you are happy before during and after the sale. His **knowledge** is **amazing**."

"Dan has sold four houses for us over the past several years and each time it's been a very **easy** experience. He has an easy and calming manner that makes the stressful process of home-selling a lot more manageable. We **highly recommend** Dan to others."

"My wife and I had an **amazing** experience. I have worked with many Realtors over the years both professionally and personally and have never been involved in a real estate transaction that has gone so smooth. It was **exceptional** because of Dan."

Life Stuff

News To Help You Save Time And Money

January 2019

With Experience Comes Wisdom

Lumbering is a dangerous occupation, but one instructor became famous for training novices to bring down the tallest pines with the fewest injuries.

One day a group of instructors arrived to learn his methods. He was willing to demonstrate and had everyone follow him to where the tall trees were being cut. The instructor sent some novices high into the pines to trim branches before felling the trees. However, as soon as they all were high in the treetops, he surprised the observers by taking a nap while the class worked above him.

It was only when the rookies had worked their way down about 20 feet above ground that he awoke. He began to watch them very carefully and warn them to watch their footing, test their weight before venturing onto a branch, and



**100+ Real Client True Stories At:
PlanYourArizonaMove.com**

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so on. One of the observers asked him why he'd waited so long to stress safety.

The instructor said, "When the novices are high up, their fear makes them learn to watch every step. But when they've learned a little, accomplished a little, and descended to what they think is a safe height, they tend to get careless—and that's when they need extra warnings about caution."

He taught the observers what experienced leaders everywhere know — anticipate the dangers of expertise and overconfidence, as much as ignorance and fear.

~ Adapted from Leadership...with a Human Touch, leadership-mag.com

~ Dan

The Invention of January

Happy January, the traditional first month of the year! January is named for Janus, the Roman god of the doorway or the gatekeeper, which is appropriate as January is the doorway of the year.

But how did January get to be the first month of the year?



January 1 became the first day of the New Year in 45 B.C.E. when Julius Caesar reorganized the current calendar, making it solar rather than lunar.

Until that point, March 25 — the spring equinox — was generally considered the logical start of the New Year.

Caesar's Julian calendar was the predominant calendar in the Roman world, most of Europe, and in European settlements in the Americas and elsewhere, until it was replaced by the Gregorian calendar, disseminated in 1582 by Pope Gregory XIII.

January Quiz Question

Q: *What nationality was Julius Caesar?*

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

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November Quiz Answer

Q: *Name two companies whose names have become verbs.*

A: *There are many, including Google, Uber, Xerox, and Skype, just to name a few.*

Congratulations to **Mike Quinlivan**. His name was drawn out of all of the correct quiz entrees, and he won 2 free Harkin's movie tickets!

Other January Firsts

Aside from New Year's Day, here are more interesting and notable January remembrances and celebrations:

- 1913 – US Patent #1,049,667 was granted to William Burton for the manufacture of gasoline.
- 1930 – The Mickey Mouse cartoon first appeared in newspapers.
- 1922 – Insulin was first used in the treatment of diabetes. Insulin was discovered by Sir Frederick G Banting, Charles H Best and JJR Macleod at the University of Toronto and purified by James B. Collip.
- 1880 – US Patent #223,898 was granted to Thomas A. Edison, for "an electric lamp for giving light by incandescence."

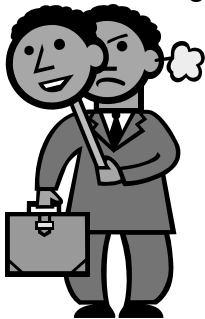


"Successful and unsuccessful people do not vary greatly in their abilities. They vary in their desires to reach their potential." ~ John Maxwell

Lead with Positive Attributes

The success of any team (not to mention your own family!) depends on the positive attitudes of its members and its leaders. Demonstrate—and reinforce—these important personal guidelines:

- **Ego control.** Can you and the rest of your team put your group's priorities first? Push aside your individual ambitions and focus on the goals of the team.
- **Admitting mistakes.** Be willing to honestly concede any errors that you make so that the team can recover and move on to larger success.
- **Constructive disagreement.** Hiding your expertise to avoid conflict won't help the team achieve its goals. Everyone has to be willing to stand up for their ideas and to listen respectfully to other points of view.



- **Positive spin.** Instead of saying, "You're being stubborn," say, "I notice you're very determined right now." You'll have better results trying to get things done.
- **Accept responsibility.** Sometimes the situation is your fault. If you notice the same problems coming up repeatedly, ask yourself if there's something about *you* that's getting in the way here.

Expect Caffeine Withdrawal

Planning on giving up coffee for the health benefits? If you're pregnant, prone to anxiety attacks, or worried about being addicted to caffeine, giving it up may be a good idea—just watch for the symptoms of withdrawal. Symptoms can include headache, fatigue, drowsiness, and difficulty concentrating.



Withdrawal symptoms can arise quickly. Medical experts say they generally begin 12–24 hours after your last cup of coffee (or whatever form you regularly take your caffeine in), and can last up to two weeks. So be prepared (and warn those around you as well).

The Dog Scoop

Buckley got a stocking full of goodies for Christmas and even got to unwrap it himself (with a little help).

WELCOME NEW CLIENTS

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

- + Jack Young
(4th time client)
- + Iain and Shawna Shovelin
(2nd time client)
- + Cater Wenstrom
(2nd time client)
- + Chad and Lauren Ruettinger
(Referred by Larry and LeAnn)
- + Drew and Emily Pearlstein
- + Byron and Macreena Cress

Thank you all for
your trust and support
and allowing me to be able to
work by referral instead of advertising.

UP CLOSE AND PERSONAL

After completing my 25th year in real estate, words cannot describe how blessed and fortunate I feel to have accomplished what I have in a quarter century. I'm not talking about production or awards, but the type of clientele I have been able to build one client at a time! Building a referral business where I do not have to advertise has been great fun. I did a lot of prospecting and searching for business my first five years or so. And then for about the past twenty years, I have continued to build those relationships. I've always been a strong believer that people don't care what you know until they know that you care. Building those relationships over the years has been a win-win for me and for my clients. For me, I have enjoyed helping people I've gotten to know personally over time. And then getting the opportunity to serve those clients multiple times as well as their family and referrals has been very fulfilling. It takes time to build trust. On more than one occasion, I have been named in someone's trust or he/she has left written instructions for me to sell his/her home. It's not because I've sold the most homes or am the number one agent on the internet. It's because of trust. When someone is referred to me, there is already a certain level of trust because they trust the person who referred them. The client wins because they were referred to someone trustworthy. I then have extra time to devote to my clients versus taking time looking for new business. I'm grateful for each and every person I have served over the past 25 years and look forward to doing the same in 2019.

Have an awesome month!

Dan

It's Time

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

It was time for Iain and Shawna to search for a different home. The new home Dan helped them purchase 17 years ago had become too small. They also wanted to be closer to the kids' school and Shawna's work. They were not quite certain if they would be able to find what they were looking for in their desired location and price range. Dan set up a personalized home-search website for them so they could get a feel for what was available in different areas for the money. Once Iain and Shawna were ready to start looking at homes, Dan arranged a time for them to view the inside of each home. Most all of the homes in their price range were in need of a lot of fix-up...until that diamond in the rough came on the market. It was clean, nicely updated, and move-in ready! The only problem is that it had just come on the market and would likely have multiple offers. Dan knew the listing agent and hoped that could count for something. Dan, Iain, and Shawna acted quickly and immediately wrote an offer. There ended up being multiple offers, but Iain and Shawna's offer was the winning bid! Most of the success with getting an offer accepted in real estate is knowing the current market, knowing your competition, knowing what to ask and not ask for in your offer, and sometimes knowing the listing agent 😊.

If you know someone who would like the best chance of getting their offer accepted, just have them call me at 480-390-5380. I would be happy to help them just like I helped Iain and Shawna.

Weird Words

English is an amazing language, filled with unusual and obscure words. Here are a few to drop into the conversation when you want to show off.

Erinaceous (adj.) Of, pertaining to, or resembling a hedgehog. "He told me I looked stunningly erinaceous, but I'm not sure it was a compliment."

Kakorrhaphiophobia (n.) Abnormal fear of failure. "Bernard learned how to read in kindergarten, but his kakorrhaphiophobia prevented him from ever reading aloud."

Macrosmatic (adj.) Having a good sense of smell. "Vernon's macrosomatic powers enabled him to trail the suspect by following the scent of anchovies on her breath from a pizza she'd eaten yesterday."

Bodkin (n.) A small tool used for lacing the cord through a drawstring closure. "Sonia used a bodkin to replace the elastic on her favorite pair of pants."

Zoanthropy (n.) A mental disorder in which one believes oneself to be an animal. "Bruce had to sleep upside down because in his extreme zoanthropy he believed he was a bat, an affliction which eventually led to his becoming a caped vigilante."

A Hug Beats a Fight

The next time your small child throws a temper tantrum, try giving a hug instead of a lecture. You might be surprised at how effective a hug can be in quieting a child in the midst of a meltdown.

Hugs can defuse a child's hurt or anger, making it easier for him or her to listen to what you have to say.

Once calm, your child can take part in a larger discussion about the problem and his or her behavior. Children do better when they feel secure and loved, no matter what.



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 (18) has completed his first semester at ASU and is doing great. Both he and his roommate charge scooters for some extra income. Their dorm room has been known to have 36 scooters in it charging at one time.

Brandon (16) enjoys his job at Menchie's Frozen Yogurt and likes the benefit of a free cup of yogurt each time he works.

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.

The Effect of Non-Violent Video Games

Playing action-packed video games may make people more violent, but is the reverse true? Can playing calm, peaceful games help create a feeling of serenity?

Maybe so, according to experiments conducted by researchers at Ohio State University.

They took a group of 150 college students and randomly assigned them to play in one of three scenarios: with a “violent” game like Resident Evil 4, with a “neutral” game like Mario Galaxy, or with the “peaceful” game called Endless Ocean, which simulates scuba diving and peaceful underwater exploration.

After the games, the students were asked to participate in a test of reaction times against another player (who didn’t actually exist). The stakes: Winners would receive a small amount of money for pressing a button faster than their competitor; losers got blasted with a loud noise through headphones. The amount of money and noise were up to the students.

Those who’d played the violent game tended to be more aggressive in the test, inflicting louder and longer blasts on their nonexistent opponents. Players of the peaceful game granted their adversaries more money for beating them than their violent counterparts.

Is Cash Losing Its Cachet?

On the road towards a cashless society, paying with plastic is the preferred way to go. A survey from CreditCard.com found that 51% of adults under 30 will use a credit or debit card for purchases under \$5, while 77% of people 50 or older prefer to pay cash when buying something for \$5 or less. Debit cards are more popular than credit cards among the younger generation by a 3-to-1 margin, and they hold a 2-to-1 margin among users of all ages. What’s more, electronic transfer apps like Venmo are gaining in popularity, to the point that even debit cards may someday be as rare as having spare change in your pocket.

Clients of the Month

Congratulations to **Byron and Macreena** 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.

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 Doo
Painter

Drywall
Pest Control
Probate/Estate Planning Attorney
Sunscreens

Pool Service
Air Conditioning
Roofer
Locksmith

John says...

"You were so knowledgeable and punctual, and always had time to return my calls and satisfy my need for knowledge. You are a specialist in your field."

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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Life Stuff

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Thank You!

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