

Life Stuff

News To Help You Save Time And Money

January 2020

Paying It Back

John was having what could best be described as a rough day. He received a call earlier that morning from his elderly mother with the stressful news that her apartment complex was being fumigated over the next three days. She would need help getting packed up for a local hotel stay and was hoping John could come give her a hand for a few days. Without hesitation, he had agreed and purchased a ticket back east with a late departure time, hoping that his daughter would sleep through the flight.

It was long past the little girl's bedtime when they arrived at the airport and she snuggled on John's lap while he waited for their boarding call. While waiting, John chatted with an older lady sitting nearby who smiled at the sleepy little girl.

When it was finally time to board the plane, John was told that his daughter would need a ticket as well. Shocked, John explained that he had only purchased one ticket, thinking Ellie would sleep on his lap, but the agent said that rule was strictly for children under two. John had some cash on hand but certainly did not have enough to purchase an extra plane ticket.

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From behind, the older lady handed a credit card to the agent and asked to purchase a ticket for Ellie.

John protested, but the lady insisted and finally John relented with the promise that he would take down her information and pay her back when he got home. She smiled and agreed.

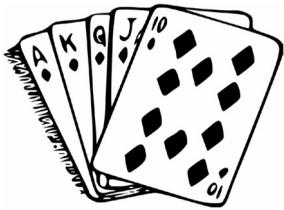
Later, when John looked at the paper that was supposed to have her contact information, he saw that she had written only a note: *"Thank you for a lovely chat. Please consider your debt repaid with kindness."*

~ Dan

Dealing with Stress

Stress has a negative impact on everyone's health. One way to ease the stress in your life? Unsurprisingly, Bicycle Cards advises that you play a game of cards. They might be onto something - here's how a few friendly rounds of cards can help reduce stress:

- **Conversation.** A card game isn't just about counting up points. It's a good path to friendly and lively conversations that can help you relax.
- **Laughter.** Conversation usually leads to laughter, which can reduce tension in your mind and body.
- **Low pressure.** Assuming you're not playing high-stakes poker with your life savings on the line, a nice game of Hearts or Gin Rummy offers entertainment without pressure.



- **Brain exercise.** Strategizing, keeping track of the play, and calculating your points at the end of the game helps keep your mind fresh.

- **No technology.** You can play Blackjack on your smartphone, but a few hands of Pinochle with friends lets you detach from technology for a while and reconnect with the rest of the world.

DaVinci's Designs

Leonardo da Vinci is known for such paintings as "Mona Lisa" and "The Last Supper," but he was also a masterful engineer. According to the *LiveScience* website, in the 16th century he designed what would have been the longest bridge in the world at the time, connecting Constantinople to a nearby area called Galata over the Bosphorus Sea. He was responding to a request for proposals from Sultan Bayezid, the ruler of the Ottoman Empire.

DaVinci's bridge was never built, but modern researchers from MIT have built a 3D replica of the bridge, using materials and construction equipment that would have been available in the 16th century.

They found that da Vinci's design, using only a single arch, would have been structurally sound, thanks to compression that would have held the bridge's stones together. Leonardo was a true Renaissance man.



January Quiz Question

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

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: *When was National Geographic first published?*

A: 1888

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!

UP CLOSE AND PERSONAL

I've mentioned in the past how I'm not really into making New Year's Resolutions. However, I do think it's good to set goals and plan ahead. That could be similar to a New Year's Resolution, except constantly planning ahead is an ongoing endeavor and not just a once a year event. It's easy to get caught up in our day to day routines where we unconsciously end up sleepwalking our way into a new year without a plan. The busyness of life makes it easy to put things off and hard to plan ahead. We tend to look at what needs to be done today and tomorrow, rather than planning into the future. It's like walking with your head down. You only see what is right in front of you. If you lift your head up, you'll see what's around you and far into the distance. If we can learn to plan our lives more like this we'd have fewer surprises and less stress. A small way to help is by using a long view calendar. Instead of just looking at your calendar a day or week at a time, lift up your head and extend your calendar into a month or even a year. The farther out you can plan, the less urgent those events will be as they get closer. As you plan for another year, try taking the long view. You'll be more prepared and have fewer surprises.

Dan

Everyday Inventions

Some of the most common things we use every day were invented by creative women. Here are a few, gathered by the *Mental Floss* website:

- **Circular saws.** Tabitha Babbit, a weaver in a Shaker community, observed that a two-man pit saw worked only when being pulled forward. She suggested that a circular saw would be more efficient. In 1813, she took that for action, attached a prototype to her spinning wheel, and filed a patent thereafter for her invention.
- **Paper bags.** Margaret Knight created the modern, flat-bottomed paper bag in 1868. Before then, paper bags looked like envelopes. An intellectual thief tried to steal the idea and file a patent, but Knight stood up for herself, filed a lawsuit, and won the rights to her creation.
- **Windshield wipers.** Mary Anderson invented the first manual windshield wipers in 1903. They didn't take off because most drivers thought it was safer to simply drive through rain and snow, rather than keep pulling a lever to clear it. Another woman, Charlotte Bridgwood, invented an automatic version in 1917, but it wasn't accepted either. By 1920, windshield wipers were everywhere, starting with Cadillac, which began standardly installing them on all its cars.
- **Liquid Paper.** A secretary named Bette Nesmith Graham had a habit of correcting her typing mistakes with white tempera paint. After years of perfecting the formula in her kitchen, she patented Liquid Paper in 1958. Gillette bought her company in 1979 for \$47.5 million.
- **Kevlar.** This lightweight material is five times stronger than steel and can stop a bullet. A chemist named Stephanie Kwolek discovered it by accident in 1966 as she was trying to develop a lightweight fiber for car tires.

Happy
New
Year!
2020

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Interesting Home?**

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Very Suspicious

A police officer was testing three potential detectives on suspect identification. She showed the first man a photo for five seconds and then turned the photo over and asked the candidate how he could best be identified. The man replied that the suspect would be easy to spot because he has only one eye. The police officer frowned and explained that only one eye was showing because it was a profile photo. She moved on to the next candidate, who sat back in his chair, smiled and smugly said:

"Ha! He'd be too easy to catch because he only has one ear!"

"What's the matter with you two?!" exclaimed the officer. *"Only one eye and one ear are showing because it's a picture of his side profile!"*

Extremely frustrated, she showed the picture to the third candidate and asked the question for a third time. The third man looked at the picture intently then calmly pointed out that the suspect wears contact lenses. The officer didn't know what to think, but checked the suspect's file on her computer and was shocked to find it was true.

"Wow! I can't believe it. It's true! The suspect does, in fact, wear contact lenses. Good work! How were you able to make such an astute observation?"

"Easy," the third man replied. *"He can't wear regular glasses, because he only has one eye and one ear."*

A Happy Ending

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

Fred was referred to Dan by his mortgage lender. Fred was downsizing to a retirement community and needed to sell his home. Dan met with Fred to give him some ideas on how to prepare his home for sale as well as recommend a flooring person to help replace some carpet. Once Fred was ready to list his home for sale, Dan met with him to complete the process. Fred's home sold rather quickly, and he was pleasantly surprised with the price Dan was able to negotiate for him. There was some concern as to whether or not the appraisal would come in for the sales price, as Fred's home was priced quite higher than many of the recent sales in the area. When it came time for the appraisal, the appraiser reached out to Dan for some comparable sales to help support the sales price. Dan provided the appraiser with as much current market information and comparable sales as he could to support the value. The appraisal ended up coming in at the sales price, and Fred was very much pleased with the results.

If you know someone who might need a little guidance or advice with selling a home, just have them call me at 480-390-5380. I would be happy to help them just like I helped Fred.

Setting Your Limits

Sometimes a few constraints can boost your creativity. As recounted on the *Fast Company* website, publisher Bennett Cerf bet one of his authors, Theo Geisel - better known as Dr. Seuss - that he couldn't write a children's book with just 50 different words. Seuss stepped up to the challenge and won the bet with his book, *Green Eggs and Ham*.

Client of the Month

Congratulations to **Fred Gustafson** on the sale of your home!

Thank you for trusting me to help you through the process.

"Putting limits to encourage creativity might sound counterintuitive." writes JotForm CEO Aytakin Tank on the website.

"But the thing is, constraints encourage more divergent thinking - and you can leverage built-in limits or apply them to the project at hand. For example, sometimes we'll tell our designers that they can only have 10 elements on a product screen. These limits stretch their problem-solving abilities and typically produce surprising results."



WELCOME NEW CLIENTS

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

+ Bob and Janet Denhardt
(Referred by John and Connie Hall)

+ Jack Young
(6th time client)

+ Fred Gustafson
(Referred by Josh Goldberg)

+ Janet Morgan
(Referred by Karen Mouer)

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

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.

Pushing the Reset Button

If December is a month for celebrations then January is a month to reset after so many celebrations, and that includes reaching out to employees and coworkers to start the year out right. Here are a few tips to help you line up your workforce with a fresh start:

- **Celebrate accomplishments.** Let your workforce feel good about what they achieved last year. Remind them of successes, small and significant. Emphasize the value of working together on common goals and establish which of those goals you can tackle together this year.
- **Set the right example.** If employees see you giving it your all as the year starts out, they'll be more likely to stay attentive to their own responsibilities. At the same time, be a little flexible to show employees you understand they are recovering from holiday hoopla.
- **Keep the excitement going.** Encourage people to freshen up their workspace, bring healthy treats to share at work, or set up a donation drive for a local spring event.
- **Plan for the future.** Looking ahead to new projects and goals can be more attractive when people are feeling excited and hopeful. Get employees involved in strategic planning for a specific date with defined goals.

The Dog Scoop

Buckley has to sniff *everything* we bring into the house.

Another Point of View

Sometimes very short stories hold meanings that are open to interpretation beyond the text. Here are a few examples...

During a long drought, the mayor of a small village directed everyone to gather in the square to pray for rain. They all came, but only one boy came with an umbrella. *That is faith.*

When you toss babies into their air, they laugh and smile because they know you'll catch them. *That is trust.*

Every night we go to bed with no guarantee that we'll wake up tomorrow. But we still set our alarm clocks to wake up. *That is hope.*

We make big plans without any knowledge of the future. *That is confidence.*

We see suffering in the world, but we still get married and raise children. *That is love.*



The Kid Scoop

Brandon (17) is in his last semester of his senior year. High school is winding down!

Ryan (19) has started a clothing line for his YouTube animation channel. Wow, he's become quite the entrepreneur!

Cary and Amy say...

"Dan is our real estate agent for life! He helped us buy our first home several years ago, sell that one and build the one we are currently in always making the process easy and enjoyable. When we are ready to move again, we'll be calling 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 can call Dan directly at 480-390-5380 or email at danazhomes4sale@hotmail.com

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