

Life Stuff

News To Help You Save Time And Money

June 2018

When Sufficiently Motivated

Two warring tribes lived in the Andes, one in the lowlands and the other high in the mountains. One day the mountain people invaded the lowlanders and, as part of their plunder, they kidnapped a baby from one of the lowlander families and took the infant with them back up into the mountains.

The lowlanders didn't know how to climb the mountain. They didn't know any of the trails that the mountain people used, and they didn't know where to find the mountain people or how to track them in the steep terrain. Even so, they sent out their best fighting men to climb the mountain and bring the baby home.

The men tried first one method of climbing and then another. They tried one trail and then another. After several days of effort, however, they had climbed only a few hundred feet.

Feeling hopeless and helpless, the lowlander men decided that the cause was lost, and they prepared to return to their village below.



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INSIDE THIS ISSUE

- Who Argues About Money?
- June Quiz Question
- Micro Homes...How Small Can We Go?
- First Job Behavioral Basics
- Creativity Wins
- Seeds of Change
- A Lesson in Diplomacy
- Up Close and Personal
- Promote Positives for Young Athletes
- Free Reports
- Membrane Makes Dirty Water Safer
- The Dog Scoop
- Think Before You Send
- The Kid Scoop

As they were packing their gear for the descent, they saw the baby's mother scrambling down the mountain toward them. She had gone higher than they had!

Then they saw that she had the baby strapped to her back. How could that be?

One man greeted her and said, "We couldn't climb this mountain. How did you do this when we, the strongest and most able men in the village, couldn't do it?"

She shrugged her shoulders and said, "It wasn't your baby."

You never know what you can accomplish when you're sufficiently motivated!

~ Dan

Who Argues About Money?

In a survey by CompareCards.com, a subsidiary of LendingTree, couples were asked to be honest about money and how it relates to arguments with their partners. A closer look at the survey revealed some interesting statistics:

- 15% of respondents said they fought about money with their partner.
- 20% of Generation Xers (ages 35-54) argue about money.
- 17% of millennials (18-34) have money-related arguments.
- 9% percent of people over 55 argue over money. (With age comes wisdom!)
- 59% who fight about money have some level of dissatisfaction in their relationships.
- 82% of couples who claimed not to fight over money describe themselves as “extremely satisfied in their relationships.”

June Quiz Question

Q: *What occurs once in a minute, twice in a moment and never in a thousand years?*

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

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May Quiz Answer

Q: *What is special about this series of numbers: 8591730?*

A: *The numbers appear in alphabetical order.*

Congratulations to Drew Timm!

His name was drawn out of all of the correct quiz entrees, and he won 2 free Harkin's movie tickets!

Micro Homes... How Small Can We Go?

The tiny home movement, which has been burgeoning for the past few years, is experiencing growing pains. A tiny home is usually just 300 to 450 square feet, and many who try this lifestyle realize that's just too small. The result is that, gradually, tiny homes have been trending larger, to the size of small apartments, at around 600 square feet.

But there is a segment of the trend that's going the opposite direction—even smaller, to as little as 60 square feet! These micro houses are pushing the envelope inward.

It makes you wonder why someone doesn't just buy a van or a small camping trailer, and some people do just that. But others want the challenge of building their own home, so they build the entire thing from wood or other scraps and cast-off items, including sterilized dumpsters and backyard garden sheds.

The micro-living idea seems to be more about the challenge of building with found items, rather than actually having a place to live.

There are people who prefer to say “yes” and there are people who prefer to say “no.” Those who say “yes” are rewarded by the adventures they have. Those who say “no” are rewarded by the safety they attain. It's a matter of preference. — Keith Johnstone

First Job Behavioral Basics

Just starting out in your career? Some basic tips can give you the credibility you need to earn the trust of your bosses and co-workers:

- **Arrive consistently.** Yes, sometimes the traffic is bad or the bus runs late. Train yourself to arrive at work within a specific window. It matters more than you think.
- **Dress appropriately.** Take note of how your co-workers dress, and follow their lead.
- **Remember names.** Practice techniques for remembering names. You'll impress people and show that you're paying attention. Everyone loves to hear their own name!
- **Stay organized.** If you're scrambling to find things, or always late for meetings, you'll look undependable. Set up systems that compensate if you're naturally disorganized.

WELCOME NEW CLIENTS

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

- + Joe Brunner and Susan Conway
(4th time client)
- + David and Tiffany Jones
(Referred by Kim)
- + Doug Welsh
(2nd time client)
- + Jay and Gail Svehla
(Referred by Joni)
- + June Lama
(Referred by Glenna)

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

Creativity Wins

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

David and Tiffany were referred to Dan by Kim. They were looking to upgrade to a larger house that could accommodate their needs as a growing family that enjoyed entertaining guests. After a whirlwind Saturday where they were able to view ten homes in a four-hour window, they found a place they really liked, but it was already in negotiations and sold quickly to another buyer. They were heartbroken, but just a couple weeks later they discovered a home they liked even more. From the minute they saw the pictures, they knew it was their dream home. Anticipating multiple offers, Dan, David, and Tiffany decided to include a personal letter to the seller with their offer. It even included a nice family picture. Dan also found out the seller was moving back to their home state of Indiana, which happens to be David and Tiffany's home state, so they were able to share that fun commonality in the letter as well! Dan heard back from the listing agent that there were indeed multiple offers. In fact, a couple were better than David and Tiffany's. However, the seller wanted to give David and Tiffany the first opportunity to buy. They appreciated the personal touch of their letter and thought David and Tiffany would be a good fit for their home and neighborhood. As a result, David and Tiffany ended up buying their dream home. In such a competitive seller's market, creativity can help give you an edge over your competition. In David and Tiffany's case, it helped make their dream come true.

If you know someone who could use some help creating a winning offer, just have them give me a call at 480-390-5380. I'd be happy to help them just like I helped David and Tiffany.

Seeds of Change

Stephen Ritz uses nature to connect with the students in the Bronx school district where he teaches, first by helping students use plants and flowers to cover up graffiti on the school grounds, then by bringing greenery into the classroom. Ultimately, the variety of plant life grown indoors led to the installation of tower gardens of edible plants.



Since starting this program, the students have become empowered to play a more active role in their nutrition. When they realized how much sugar was in the chocolate milk they were given during lunch breaks, they asked that it stopped being served to them. Now the meals they eat at school are prepared with ingredients that they grow.

In the last three years the school has harvested over 60,000 pounds of food.

Clients of the Month

Congratulations to **Joe and Susan** on the recent sale of your home.

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

I have truly enjoyed working with you both over the years.

A Lesson in Diplomacy

If you've ever had to deal with the thoughtless behavior of someone, you'll appreciate this story about the great composer and pianist Franz Liszt.

See An Interesting Home?

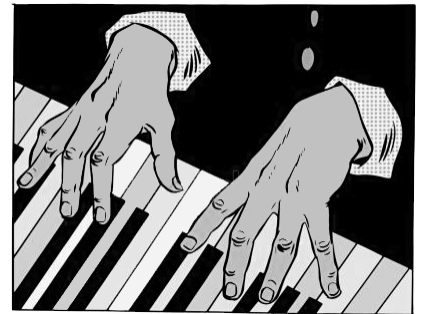
No need to wonder about the price or call a high-pressure sales agent who will make you feel obligated. I can send you the information quickly and easily for any house, listed or sold, anywhere in town.

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 virtuoso musician once found himself at odds with an important member of his audience. The czar of Russia, Nicholas I, made a late entrance during Liszt's concert. Even after being seated, the czar continued to speak with members of his entourage. Liszt realized that Nicholas had no intention of ending his discourse, so he stopped playing and bowed his head.



Noticing the silence, Nicholas dispatched one of his aides to find out why the pianist was no longer playing.

"Music herself should be silent when Nicholas speaks," Liszt replied. After that, Liszt was able to finish his recital with the czar's full attention.

UP CLOSE AND PERSONAL

Ryan graduating high school has helped put into perspective how fast the years go by. I always think it was not that long ago when I graduated high school, but in reality, a few decades have passed since then. It's easy to get caught up in the business of day to day living and then realize another year has gone by. People would often tell us to enjoy the time with our kids as it goes by fast. You know what they say, "time goes fast when you're having fun." Maybe that's why the time has gone so fast. We have enjoyed many fun years with Ryan. In a couple months it will be time for him to head off to college and begin another phase in his life. Though we'll miss him around the house, we are excited for him and know he will do well. He won't be that far away (ASU), so I'm sure we'll get to see him somewhat often. It will be fun to see how his life unfolds as he enters the real world on his own. If what he's accomplished so far is any indication of what he'll accomplish in the future, Ryan has an exciting life ahead of him full of much success.

Have an awesome month!

Dan

Fine-Tune Your Listening Skills

Listening is a skill – and a very important one at and away from work. Being a good listener can make or break a relationship or career. Here are a few thoughts and facts about listening:

- Television and radio have brought the importance of listening back to the world.
- Today, listening is essential to the well-being and survival of an individual.
- Most people can't seem to find the energy to listen to what you're saying unless they already feel that you've listened to them.
- If people feel listened to, they'll feel accepted and appreciated rather than isolated and rejected.
- When we feel listened to, we feel that what we say really matters.
- Being a generous listener gives the speaker a sense of well-being.

Some listening gaffes to avoid:

- Interrupting.
- Avoiding eye contact.
- Rushing the speaker.
- Letting your attention wander.
- Rushing ahead and finishing the speaker's thoughts.
- Not responding when appropriate.
- Use of negating phrases such as "yes, but..."
- Trying to top the speaker's story.
- Forgetting what the speaker has already told you.
- Asking about too many details.

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.

Membrane Makes Dirty Water Safer

The lack of drinkable water could reach crisis levels in the 21st century, but a team of scientists in Australia may have an answer, according to the Science Alert website. They're using a type of graphene called Graphair to filter safe water from seawater in one step.

Graphene by itself is an ultra-strong carbon material only one atom thick. It's expensive to produce, but Graphair is cheaper and simpler to make.

A graphene film (without the addition of Graphair) has microscopic nanochannels that allow water to filter through but will stop larger pollutants. On its own, graphene becomes contaminated quickly. When Graphair is added, the film screens out 99 percent of pollutants, and still works even when covered with contaminants. The scientists hope that the process could eventually be used for filtration in households and town water supplies, and for treating seawater and industrial wastewater.

The Dog Scoop

Buckley enjoyed a lot of extra attention from our company for Ryan's celebrations. Now, it's just back to his regular dose of attention from his family.

Think Before You Send

Have you ever thought, "Maybe I shouldn't send this by e-mail" just before your finger pressed the send button? That voice is your intuition saying what you probably already know – some things just aren't appropriate for e-mail. Here are some guidelines for e-mail use that should keep you out of the virtual doghouse:

- If it's something big – don't e-mail it. Announcements for downsizings, reorganizations, acquisitions, and mergers are important topics. You should deal with them in person.
- Don't e-mail policy changes that will generate questions. As a general rule, any changes in time-off policies, benefits, or any other items that impact the wallet will receive questions and require a face-to-face answer.
- If your e-mail discussion volleys back and forth more than three times, it's time to stop e-mailing and start a live discussion about the issue.
- Never put anything confidential in an e-mail. Don't include comments about performance, salary, etc.
- If you couldn't handle seeing it in the newspaper or in court, then don't send it. E-mail is never really private and not easily deleted.
- Don't hide behind your e-mail. It will make you mysterious and possibly disliked.

The Kid Scoop

Brandon (16) is volunteering at St. Vincent de Paul by helping to sort and stock the food pantry as well as handing out food boxes. He will also be helping with Vacation Bible School.

Ryan (18) celebrated his high school graduation and his Boy Scout Eagle Court of Honor ceremony within two days of each other. We are proud parents!

David and Gail say...

"Dan helped us sell our home during the very challenging real estate situation in AZ. We were able to pay off our existing mortgage, pay to move to TX to be near our two boys and have money to purchase our new home. Our friends could not believe how fortunate we were to do that at that time. Thank you 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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