

# Life Stuff

## The Contest That Didn't Exist

In a small mountain town, one family was finding it harder and harder each month to make ends meet. One day, they came up short at the register so the youngest, a little girl about eight years old, was sent to put a couple of items back on the shelves. While she did so, her mother apologized to the person behind her in line, but the gentleman just smiled and replied that he was in no rush.

About a week later, the family was notified that their receipt had come up as the winning number in an ongoing drawing for a \$200 shopping trip. Shocked, they turned up at the store the next morning, still disbelieving their good luck, but ready to stock up on much needed groceries. When they reached the register and told the cashier that they were there to use their winning receipt, a look of confusion came over her face. She said she was unaware of any ongoing drawing, but stepped away to check with the store manager.

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The manager returned along with the clerk a few minutes later and cheerfully swiped a gift card through the register till. The mother breathed a sigh of relief, had the children pack up their groceries, and repeatedly thanked the manager as she left.

It was only after the family left that the manager told the cashier the truth: the man who had watched the family struggle to pay for groceries a week earlier purchased the gift card out of his own pocket.

He had asked the manager to present the situation as a store drawing, with the understanding that their full bags of groceries would be thanks enough.

~ Dan

# Innovation Takes Work

Successful organizations don't repeat themselves—continued success depends on innovation, and innovation is hard work. Step up to the challenge by keeping these common misconceptions in check:

**“Creativity should always be fun.”** People frequently expect brainstorming sessions and creative exercise to be relaxed, low-pressure affairs. But innovation calls for hard questions and tough answers to find out why previous attempts at innovation didn't work. The process can be fulfilling, but it won't always be painless.

**“There are no bad ideas.”** Brainstorming can be a useful exercise, but in reality, many—if not most—of the ideas you generate, won't work. Be prepared for that, and make sure everyone understands that honesty in evaluating ideas is important. Don't rush to snap judgments, but don't waste time when it becomes clear that an idea isn't going to work.

**“Innovation is entrepreneurial.”** Many of today's most famous entrepreneurs got their start with an innovative idea, but successful entrepreneurs possess a variety of management skills that go far beyond innovation. You need people who are more interested in solving problems than starting a new division.

**“Creativity is all you need.”** Instead of looking for radically new processes or products, your best bet may be to improve what already works for you. Innovative ideas may spring from unexpected sources when you're not even looking for them. Focus on what will help your organization grow, and be open to innovation without necessarily trying to force it.

## June Quiz Question

**Q:** *There are two flowers associated with June – name one of them.*

Everyone who texts, emails or calls in the correct answer by June 25th will be entered into a drawing for a box of microwave popcorn.

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## May Quiz Answer

**Q:** *The most phone calls made on a single day in the year is \_\_\_\_\_?*

**A:** Mother's Day

**Congratulations to Regina Lynde.** Her name was drawn out of all of the correct quiz entrees, and she won a free package of toilet paper!

## 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.*

## UP CLOSE AND PERSONAL

Do you know what I have I learned during this COVID-19 pandemic?...juggling tricks. Maybe you were expecting me to say something like gratitude or empathy. I think I have a little more of those too, but I have been working on some 3 ball juggling tricks. I learned how to juggle the basic 3 ball cascade a couple of years ago. Now that I have that down pretty well, I wanted to expand to learn some other tricks. I've used the same approach I did when I learned to play the trumpet. Practice, practice, practice. I think it's interesting to see someone do something I cannot do, and then learn how to do it. Juggling was one of those things. I used to see people juggle and wonder how they could do that. Then, once I actually studied and learned how it was done, I started to practice. YouTube videos have made it much easier to learn and understand new skills. It's kind of like getting a private lesson like I used to do with my trumpet. I would learn a new technique at my lesson, and then go home and practice until I leaned it. The same is true with learning to juggle. The YouTube video is my private lesson, and then I just practice what I learn. Isn't this true for most things in life? We learn to do so many things by getting instructions or watching others. If there's something you want to learn, it's never too late. You can find YouTube tutorials on anything. So, what is it you've always wanted to learn? Go to Youtube.com, type in something you'd like to learn, and then start practicing. Who knows, maybe I'll see you in the circus one day.

Have an awesome month.

*Dan*

## We'll Only Move If...

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

Brian and Karin were referred to Dan by Bill, their previous real estate agent who had moved out of state. Brian and Karin wanted to make a move only if they could find the perfect home. They had previously been looking on and off for a couple of years with Bill. They loved their current home which was a hillside lot with breathtaking, expansive views of the foothills from the upstairs bedrooms. Their dream home would need to have to have a 3-car garage and the master bedroom on the first floor (if a two-story home). It would need to be as perfect as their current home, and they would prefer a home with a view instead of backing to homes behind them. Dan went on a mission and started searching out some potential homes. After looking at a few homes, one in particular caught their eye. It was a two-story home with a 3-car garage (check), the master bedroom was on the first floor (check), they really liked the floor plan and livable space (check), and... it was a hillside lot with a beautiful back yard with view fencing backing to a mountain (check). Dan negotiated an acceptable offer and they were on their way to owning their dream home. It was now time to get their existing home on the market to avoid double mortgage payments for too long. Dan sold their existing home, and they closed on it 16 days after closing on their dream home. Now Brian and Karin can focus on making their dream home just the way they like it. Sometimes acting on your dream is what it takes for it to come true. Because Brian and Karin did just that, their dream is now a reality.

If you know someone looking to turn their dream of home ownership into a reality, just have them call me at 480-390-5380. I would be happy to help them just like I helped Brian and Karin.

# Corporate Mind-Set Hard for Innovative Workers

The spark of something that one person can see inside their own “mind's eye” is often invisible to others. But if our ideas always made sense to others, we'd never have change or innovation. For instance, we wouldn't have the iPhone without the spark of brilliance in Steve Jobs' mind.

Recognizing this, many corporations state in hiring that they like innovative people. Unfortunately, while corporations may recognize the need for innovation, they seldom provide opportunity for innovation to express itself.

For innovative-minded employees, that can be frustrating. On the one hand, they see opportunities for change and growth all around them. But on the other, a corporation is like a large ship in the middle of the ocean... it takes quite a while to turn a large ship. So innovation will often be ignored or take so long to embrace, that the moment passes.

Employees who see opportunities for change have an uphill battle to get their ideas recognized. Their best bet is to paint a picture of what's inside their “mind's eye” sufficiently detailed that others can see it, too. Get input from trusted allies and clear up the questions before presenting ideas to management.

## Client of the Month

Congratulations to **Brian and Karin** on the sale and purchase of your new home.

Thank you,  
Bill Drummey, for referring them to me.

## Marriages That Make Sense

An elderly woman became a local celebrity in her small town by getting married at the age of 92. The newspaper sent a reporter to interview her. His first question was how she enjoyed being a newlywed in her 90s.



“Oh, this isn't my first husband,” the woman replied. “I'm used to this by now.”

“Really? How many times have you been married?”

“This is my fourth husband. When I was 22, I married a banker. He died, and then when I was 43, I married a circus performer. He ran away with a dancer. Then when I was 62, I married a minister, and he lived a long time.”

“What does your new husband do?”

“He's a funeral director,” she said proudly.

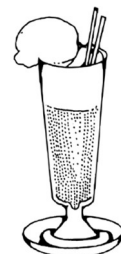
The reporter laughed. “That's quite a variety of husbands.”

“Oh, it always made perfect sense to me,” the woman said. “I married one for the money, two for the show, three to get ready, and four to go.”

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## The Milkshake

A grasshopper walks into a diner and takes a seat.  
The server says, “Did you know we have a milkshake named after you?”  
The grasshopper looks at him and replies “Why would you name a drink ‘Steve’?”



# Astronomers Spot Galactic Explosion

Imagine an explosion. A big one. Are you thinking of a nuclear bomb? Think bigger.

As the *U.S. News & World Report* website reports, astronomers have detected an explosion in the distant universe that blasted a crater in the hot galactic gas around it large enough to hold 15 Milky Way galaxies. That's big— the biggest ever discovered, in fact. A supermassive black hole in a galactic cluster some 390 million light years away was responsible for the blast.

Black holes don't just suck matter in; they also spew matter and energy out. This one was discovered by scientists using NASA's space-based Chandra X-Ray Observatory, in cooperation with ground telescopes in Australia and India, along with a European space observatory.

Scientists plan to make further observations in different wavelengths to better understand the causes of the colossal blast.

## Environmental Challenge

Try this challenge from environmental activist David Suzuki:

1. Reduce home energy use by 10%.
2. Replace inefficient home appliances.
3. Eliminate pesticide use.
4. Eat meat-free meals one day a week.
5. Buy locally grown produce.



## Supper time

Harvard researchers have found that children who sit down and eat dinner with their families are more likely to eat fruits and vegetables.

Eating dinner at home means kids are less likely to consume junk foods that are high in fat, salt and sugar.

The study included more than 16,000 children between the ages of nine and 14.

### 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.

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# 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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*After you've enjoyed my newsletter, please recycle it by  
passing it along to a family member, friend, neighbor or coworker.*

# Do You Procrastinate?

"I'll get to it later. I have plenty of time. It can wait." Sound familiar? If it does, don't worry because you're not alone. Lots of people procrastinate, but few people understand exactly why they do something that often makes them unhappy. Dr. Gail Saltz, a psychoanalyst in private practice and author of *Becoming Real: Defeating the Stories We Tell Ourselves That Hold Us Back*, says that 20% of Americans are "chronic procrastinators." Saltz says it's important to understand that procrastination isn't laziness – rather it's fear based – and you must figure out *why* you procrastinate before you can get out of the habit. Consider the following reasons for procrastinating and see which ones strike close to home with you:

## The Dog Scoop

Buckley waits for the opportunity to find a kitchen table chair not pushed in all the way so he can hop up on the table to look for goodies.

**Fear of failure.** Does the fear of failure paralyze you? Would you rather just not try at all?

**Fear of success.** Do you think if you succeed at something, the bar will be set so high that you'll never get over it again? Or do you feel on some level that you don't deserve success?

**Do you have a need to be defiant?** Do you generally believe that life is a battle for control? Did you grow up in a household that was authoritarian and controlling? Are you trying to passive-aggressively control the world by procrastinating?

**Are you a thrill-seeking procrastinator?** Are you trying to avoid the boredom of daily tasks? Are you a drama seeker? Does boredom terrify you? Do you need to create a crisis to keep things interesting?

Once you understand why you procrastinate, make a plan of action that includes the following steps:

**Prioritize.** If you don't prioritize, a sense of overwhelm will eventually take control of your life. Create to-do lists and figure out what's important.

**Figure out your belief system.** Do you feel better off working under pressure?

**Control impulsiveness.** Try to avoid jumping from task to task and never finishing anything.

**Give yourself time to improve.** Don't expect to be a different person overnight. Try to shoot for one change per week. Your progress may surprise you.

– Adapted from "How to Get Unstuck" in *Parade*

## The Kid Scoop

Brandon (18) had quite a productive May. He turned 18 and graduated from high school. With the COVID-19 pandemic, he'll be one of the few to say he turned 18 and had an online virtual high school graduation all in the same month.

Ryan (20) took Kim to lunch with a free lunch certificate he gave to her for Mother's Day.

Robert and Sue say...

*"We were looking for a realtor who could not only move fast, but also could get the price we needed for our home. Dan took care of coordinating pool care, repairs of the roof, replacement of the air conditioning unit, and he even checked the mail for us!"*

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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