

Life Stuff

News To Help You Save Time And Money

March 2017

Taught a Lesson

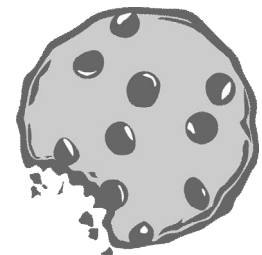
A small boy at summer camp received a large package of cookies in the mail from his mother. He ate a few, then placed the remainder under his bed. The next day after lunch, he went to his bunk to get a cookie. The box was gone. He told the camp counsellor what had happened.

Later that afternoon the camp counsellor saw another boy sitting alone by the lake, eating the stolen cookies. "That boy," he said to himself, "must be taught a lesson."

He sought out the boy whose cookies had been stolen. "Billy," he said, "I know who stole your cookies. Will you help me teach him a lesson?"

"Well, OK—but you aren't going to hurt him, are you?" asked the boy.

"No, that would only make him resent you," the counsellor explained. "I



want you to call your mother and ask her to send you another box of cookies."

The boy happily did as the counsellor asked and a few days later, he received another box of cookies in the mail.

"Now," said the counsellor, "the boy who stole your cookies is by the lake. Go down there and share your cookies with him."

"But," protested the boy, "he's a thief."

"I know. But try it—see what happens."

Later the camp counsellor saw the two boys coming up the hill walking together. The boy who had stolen the cookies was earnestly trying to get the other to accept a toy in payment for the stolen cookies, and the other boy was just as earnestly refusing the gift, saying that a few old cookies weren't that important anyway.

Dan

Get Some Tips At:

PlanYourArizonaMove.com

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Where Do You Keep Your Phone?

Quick—where's your smartphone right now? A survey from YouGov Omnibus asked that question of millennials and people in other age groups to determine how connected we are to our devices. The survey found that pants pockets are the most common location across all age ranges—58 percent of millennials, 39 percent of those age 35-54, and 44 percent of people 55 and older.

But some people literally can't let go. The survey found that more than 50 percent of millennials say they sometimes will carry their phone in their hand all day long. Only 30 percent of those in the 35-54 group said the same, and 16 percent of the 55-and-older crowd joined them.

That makes durability an important issue for millennials. The survey found that 48 percent want their phones to come with shatterproof screens, water resistance, and other protective features, while only 40 percent of the middle group were looking for those elements and slightly more than 25 percent of the oldest group had the same worry. For the two older groups, battery life seemed to be a more important concern.

Feeling Sick? Don't Look On The Internet

The internet is good for some things, but when you want to find out what's making you feel sick, you're generally better off with your doctor than with a medical website or smartphone app. That's the diagnosis of a study by Harvard Medical School that was recently written up in the *JAMA Internal Medicine* journal.

The research involved 234 physicians and 23 diagnostic tools offered by such websites as the Mayo Clinic and Web MD, along with apps for the iPhone and Android smartphones. Given 45 hypothetical patients and their symptoms, the human doctors got the correct diagnosis right away in 72 percent of the cases, while the computerized symptom checkers were correct only 34 percent of the time.

When asked to provide not one, but three possible diagnoses, physicians again outperformed their technological counterparts, hitting the right diagnosis with their top three 84 percent of the time. Websites and apps found the correct diagnosis just 51 percent of the time.

So although you might be tempted to just Google your symptoms and head to the drugstore, most of the time you're better off making an appointment with your doctor.

March Quiz Question

Q: *When was the coil spring invented?*

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

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February Quiz Answer

Q: *What is Prince Harry's real first name?*

A: *Henry Charles Albert David.*

Congratulations to David De La Torre. His name was drawn out of all of the correct quiz entrees, and he won 2 free Harkin's movie tickets!

UP CLOSE AND PERSONAL

We tell our kids not to leave food in their rooms or in a place where Buckley (the dog) can get it, as he'll sniff out and find anything having to do with food. Keep in mind we have two teenagers. Ryan recently had a birthday and got a bag of Rolos chocolate candy. He had them dumped into a box lying on his desk. Except for Brandon, we were all gone one evening. When we came home, Buckley had thrown up and was continuing to throw up. We finally figured out he had gotten into the Rolos. I figured Buckley would soon fall asleep and settle in for then night, thinking he had probably thrown up all of the Rolos he had eaten. I went to my desk to finish up some work from the day. After some deliberation between Kim and I, we figured we (I) better take him into the vet. It was now after 9:00 pm. When I got to the vet, I noticed Buckley had thrown up a ton more of his Rolos binge in the back of the van. I proceeded to get him checked in and we waited patiently to be seen. (I was trying to be patient; Buckley was bouncing off the walls sniffing everything in the room.) Eventually the veterinarian came in and said Buckley had a very full stomach. The prescription was for some IV fluids and some anti-nausea medicine. After his treatment, and right before we left, Buckley threw up about 15 Rolos wrappers. So, \$260 later we left and headed home. Once we got home, I cleaned up his crate and the back of the van from his Rolos reflux rampage and then went to bed. The next night Buckley made his way back to Ryan's desk and found a half-eaten granola bar. I had a talk with Ryan, keeping in mind I was once a teenager. I thought, "this too shall pass."

Have an awesome month!

Dan

One Step Back, Two Steps Forward

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

Ruth called Dan to let him know her mom, Sarah, had passed away. Dan had sold her mom's home 14 years ago. Every time they would talk, she always told Dan how much she liked both her home and the neighborhood. She had the perfect little room in the back where she always worked on her jigsaw puzzles. Now that she had passed away, it was time to sell her home. After getting her home on the market, Dan had an acceptable offer in 3 weeks. After doing a home inspection, the buyer decided to cancel the contract due to some repairs that needed to be done. The home was back on the market. In less than a week later, it was sold again. This time, Dan had it sold for more than the first time around with a quicker close date. Sometimes it takes more than one buyer to get a home sold, and in this case, it worked out better for Ruth by getting more money in less time.

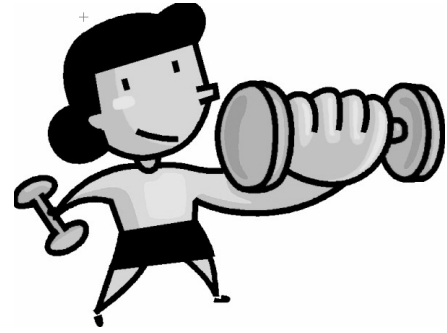
If you know someone who could use some help to sell their home, have them call me at 480-390-5380. I would be happy to help them just like I helped Ruth. They may email me at danazhomes4sale@hotmail.com.

How Much Are You Really Working Out?

You may think you're working out a lot. But as a percentage of your lifespan, it's probably not very much. In fact, a global study by Reebok found that the average human spends less than 1 percent of his or her entire life exercising—0.69 percent to be exact.

The Reebok study is part of their 25,915 Days Campaign, which is named for the number of days in the average human lifespan of 71 years. The survey data came from more than 90,000 respondents in the United States, United Kingdom, Canada, Germany, France, Mexico, Russia, Korea, and Spain. In terms of days we spend on specific activities, here's what Reebok found:

- Exercise: 180 days
- Looking at a tech device: 10,625 days
- Sitting down: 7,709 days
- Socializing with family and friends: 1,765 days



Positive Job Habits

Talent alone won't help you succeed at work. To get ahead, work on establishing the following work habits:

- **Keep clutter to a minimum.** Schedule a few minutes each day to get rid of junk mail and old papers that build up. Set aside 15 minutes once a week to do a thorough sweep of clutter in your workspace.
- **Minimize distractions.** If you procrastinate by talking on the phone, set a time limit for each call. Also, learn to tactfully get rid of people who interrupt your work.
- **Schedule steps towards your goals.** Rather than only having a to-do list of daily tasks, also create a to-do list of items that move you towards key goals.
- **Know your style.** Don't work against your inner nature. Schedule your toughest work for the times when you have the most energy.
- **Seize the moment.** Gather simple tasks that need to be done and keep them by the phone. If you are put on hold, start working on them.

The Dog Scoop

Dogs and chocolate don't mix. See the "bad boy" Buckley story on page 3 in my Up Close And Personal.

- **Emulate someone who is successful.** Find a person who is succeeding at juggling school or family with work and ask how they do it. Notice how they behave at work.
- **Make accomplishing tasks fun.** Challenge yourself to get a certain amount of work done in a given time, or see if you can get through a difficult task without making mistakes. Reward yourself for success.

Brain Drain: Control Appetite After Work

Ever notice that you can feel starving after a long day at work even though you've spent it mainly at your desk? Scientists, as reported by *The New York Times*, say it happens because your brain wants more fuel to keep going—even though you probably haven't been digging ditches or running marathons all day. The problem is that you're consuming calories your body doesn't actually need, because your brain is telling you to.

Oddly, the solution to controlling brain-induced appetite is to exercise. In an experiment at the University of Alabama at Birmingham, 38 college students met to discuss their favorite pizza. After the discussion, they were allowed to eat as much pizza as they wanted. That created a control. On another day, they were brought back and given a series of tests from college entrance and graduate-level exams. Afterward, half the students worked out on treadmills while the rest sat quietly. The entire group was again served all the pizza they wanted, but the treadmill group ate less—about 25 fewer calories than at their previous session. On the other hand, the rest of the group actually ate 100 calories more. The study suggests that a light workout after a mentally strenuous day may curb the appetite. So perhaps a brisk walk before dinner is in order?

A Meeting Of The Minds

The famous actor/director Charlie Chaplin once met world-renowned physicist Albert Einstein at a public event. According to Storypick, Einstein told the comedian: *"What I most admire about your art is your universality. You don't say a word, yet the world understands you."*

To which Chaplin replied, *"True. But your glory is even greater. The whole world admires you, even though they don't understand a word of what you say."*

The Kid Scoop

Ryan (17) + school + work + golf + girlfriend = no time for mom and dad ☹️

Brandon (14) + school + no work + no golf + no girlfriend = still some time for mom and dad 😊

WELCOME NEW CLIENTS

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

+ **Bonnie March**

(2nd time client)

+ **Ruth and Carter Lee**

(many family referrals)

+ **Mike Holland**

(3rd time client)

+ **Julie Magram**

(referred by Bill and Frances Escobedo)

+ **Shirley Smith**

(referred by Mom and Dad Kilde)

+ **Bo and Katie Orlowski**

(referred by Bill and Theresa Orlowski)

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 Order:

- Fax to Dan Kilde at 480-355-9026
- Call Dan at 480-390-5380
- Go to Dan's website at www.PlanYourArizonaMove.com
- E-mail Dan at danazhomes4sale@hotmail.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.

Brain Floss Puzzles

Brainteasers are good for honing your creative thinking. Try these to stretch your mind:

1. You are driving a bus with nine passengers. At the first stop, three people get off and five get on. At the second stop, seven people get off and four get on. At the third stop, six people get off and two get on. How old is the bus driver?
2. You have to choose to enter one of three rooms. Inside the first room is a team of ninjas hired to kill you. Inside the second is a tiger that hasn't eaten for three months. Inside the third is a raging inferno. Which room do you enter?
3. Imagine you're in a leaky rowboat that's sinking. Great white sharks are circling your boat. How do you get out of this predicament?

(See answers at the bottom of the page.)

Look How Amazing Your Brain Is!

Here's an interesting experiment in brain function, sometimes used to test if a person has mental deterioration. Warning: if English is not your native tongue, you may naturally have problems with the exercise.

I cdnuolt blveiee that I cluod aulacly uesdnatnrd what I was rdanieg. The phaonmneal pweor of the hmuan mnid, aoccdrnig to a rscheearch at Cmabrigde Uinervtisy, it dseno't mtaetr in what oerdr the ltteres in a word are, the olny iproamtnt tihng is that the frsrit and last ltteer be in the rghit pclae. The rset can be a taotl mses and you can still raed it whotuit a pboerlm. This is bcuseae the huamn mnid deos not raed ervey lteter by istlef, but the word as a wlohe. Azanmig huh? Yaeh and I awlyas tghuhot slpeling was ipmorantt!



Rock-Star Press Management

Rock star David Bowie knew how to charm reporters. According to the Digital Spy website, when a magazine ran a series on some of the journalists who'd interviewed him over the years, they discovered that he'd played the same trick on them over and over again:

Bowie would schedule a 45-minute interview. When his aide came in to show the reporter out, he'd say, "Look, I know we're on a schedule, but we're having such fun here, could we do an extra 15 minutes?" Every journalist felt flattered by the attention, which usually resulted in a positive review of whatever album Bowie was publicizing. Only years later did they discover that he'd scheduled them for a full hour all along.

Client Of The Month

Congratulations to **Mike Holland** on the purchase of your new home.

Thank you for your trust in allowing me to help represent you in another home purchase.

Answers to Brain Floss:

1. Whatever your age is, since you are the bus driver.
2. Room 2. A tiger that hasn't eaten in three months is dead.
3. Stop imagining.

William says...

"Dan did an outstanding job and is a credit to your organization. Dan was a complete professional throughout the listing and sale. His advice was sound and his attention to detail was admirable. He also went to a great deal of trouble to keep me informed as to what was happening every step of the way. If I ever need the services of a real estate agent, Dan would be first on the list."

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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