

Life Stuff

News To Help You Save Time And Money

March 2018

Find the Strength in Your Weakness

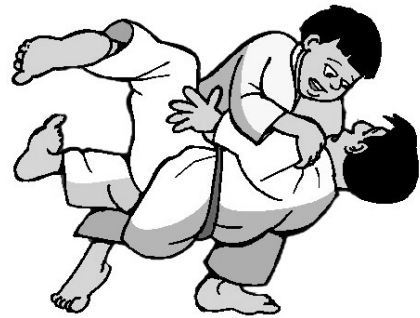
A 10-year-old boy had lost his left arm in an accident. He wanted to grow stronger, so he began lessons with a wise judo master. In time the boy improved. But after months of training, he couldn't understand why the master had taught him only one move.

"Master," the boy said, "Shouldn't I learn more moves?"

"This is the only move you'll ever need," the master replied.

Not quite understanding, but believing in the wisdom of his teacher, the boy kept training.

More months later, the master took the boy to his first tournament. The boy surprised himself by easily winning all his initial matches. Then came the final match.



This time, his opponent was bigger, stronger, and more experienced. For a while, the boy with one arm appeared to be overmatched. Concerned for the boy's safety, the referee was about to stop the match. But the master intervened. "No," he said. "Let him continue."

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PlanYourArizonaMove.com**

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Soon, the boy's opponent made a critical mistake and dropped his guard. Instantly, the boy used his move to pin him. The boy won the match and the tournament.

On the way home, the boy summoned the courage to ask, "Master, how did I win the tournament with only one move?"

"You won for two reasons," the teacher answered. "First, you've mastered one of the most difficult throws in judo. Second, the only known defense for that move is for your opponent to grip your left arm."

The boy's biggest weakness had become his biggest strength.

~ Dan

The History of Spring

Spring is as good a time as any to discuss springs. From ordinary screen door closers to cars' shock absorbers, we use them every day, but seldom think about what an innovation they were in human history.



Did you know that even your tweezers are a form of spring? Anything that stores and then releases mechanical (vs. electrical or magnetic) energy is a

spring. In 1676 British physicist Robert Hooke developed Hooke's law, which states that the force a spring exerts is proportional to its extension.

One of the first forms of spring was the bow (and arrow). In the Bronze Age, more sophisticated spring devices were developed, in particular tweezers. During the third century B.C., leaf springs were used to operate catapults. In the early 15th century, coiled springs were developed for use in door locks. By the 16th century, tiny coil springs were used in time-pieces, allowing clocks to become portable, eventually becoming watches. Prior to this innovation, weights were used to power time-telling machinery. Springs have been truly one of the engines of modern human progress.

Does Raising Your Phone Improve Reception?

We've all done it. We're hiking in the woods, visiting a friend, or shopping in a big box store somewhere, and we can't get a signal. So, we instinctively raise our phones in the air, as if there were a hidden wave of receptivity floating overhead, if only we could reach it. Does it help?

According to experts, no. There is no connection between cell reception and raising your phone into the air just above your head. Reception is "mostly homogenous" around us, and lifting your arm won't change this. However, you may get more bars by walking around. Cell reception could be being affected by structures, such as glass doors and metal in walls, so moving away from these blockages can improve reception.

Raising your arm to get better reception can go into the same book as pushing the elevator button repeatedly, an act that doesn't change the elevator's programming one bit.

March Quiz Question

Q: *How many time zones are there in the world?*

Everyone who texts, calls, or emails 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: *When is the next leap year?*

A: *In 2020*

Congratulations to Bonnie March.

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

Do you like change? Do you like to learn? Most people tend to not like change. But, in order to learn new things, change is inevitable. Change and learning go hand and hand. I tend to go through periods of not wanting change. However, when things change, it's generally been for the better. My work in the real estate industry is full of change. Our industry, forms, and purchase contracts have changed many times over my 24 years in business. When our contracts change, I need to learn what those changes are so I can understand how to best protect my clients. Sometimes we choose to change, and sometimes we are forced to change. Learning new things is change in and of itself. It can force us to change our attitude, environment, and even how we spend our time. Learning can be fun and it helps us adapt better to change. Learning new things can keep us fresh and our minds active. When Michelangelo was 87 years old he said, "I am still learning." Tony Robbins says, "By changing nothing, nothing changes." How about you, what new thing would you like to learn this year? Make the change and make it happen.

Have an awesome month!

Dan

Living More Simple

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

Jay and Gail were referred to Dan by Gail's sister. Their rental home had recently become vacant, and they were ready to get it sold instead of continuing to be landlords. It was not far from the home Dan had just sold for Gail's sister. After meeting with Dan to discuss a price and strategy, their home was soon listed for sale. As soon as it went on the market, there were a steady stream of showings until it was sold. The buyers were renting and their lease was not due for a few months, so they wanted a longer closing date than usual. Jay and Gail were fine with the longer close date, in which case Dan wanted to be extra diligent to ensure the sale did not fall through. After completing their home inspections, the buyer asked the seller for some repairs to be done. Dan and Jay worked to get some estimates for the requested repairs. Jay and Gail agreed to some of the repairs and the buyer accepted their response to those repairs. The next step was to order the appraisal, which met the value that was right in line with the sales price. Dan continued to track progress and keep Jay and Gail updated along the way to a successful closing. Jay and Gail are now living more simple without having to spend time and energy on managing rental property.

If you know someone who could use some help working through the details of selling their home, just have them give me a call at 480-390-5380. I'd be happy to help them just like I helped Jay and Gail.

Fast Skillet Brussels Sprouts

These days when people think Brussels sprouts, they think about roasting. But what if you don't want to wait 30 minutes for your sprouts to roast? Here's a trick to cut the time by two-thirds. Try it tonight! (And by the way, it really is Brussels sprouts, as in "Brussels, Belgium.")

Use smallish sprouts and start them in a cold non-stick pan. Forget about preheating your pan. Why? Because if you add the Brussels sprouts to a hot pan with hot oil, the outsides will crisp too quickly and the insides will never cook through. When you start them in a cold pan, however, the searing process takes longer and the veggies have more time to get tender. Here's how you do it:

Add an even layer of halved Brussels sprouts to a nonstick skillet, cut sides down. Drizzle them all over with olive oil, cover the skillet, and place over medium-high heat. Cook until the sprouts are bright green (about 5 minutes), then uncover and continue to cook until the cut sides are deeply golden (about 2 more minutes). Season them off heat and voila! All that's left to do is eat them. Done in under 10 minutes instead of 30.

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.

(480) 390-5380
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Stop Your Phone from Draining Data

Phones can chew through data without you realizing it. Here's how to reduce data usage:

1. **Turn off "push notifications."** Go to Settings > Apps > Open each app and check/uncheck the box that says Show (or Allow) Notifications.
2. **Change your Wi-Fi settings.** Make sure some services run only over Wi-Fi. Go to Settings > Data Usage > Open each app and check the box that restricts app background data to Wi-Fi only.
3. **Turn off video auto-play.** Change your settings in individual apps like Facebook and Instagram so videos do not automatically start playing.
4. **Data-based text services.** If you are not connected to Wi-Fi, try not to use apps like WhatsApp, as it uses data to send text messages.
5. **Beware of "free" apps.** Free apps can often use up more data than the premium (paid) version, as they generally have more advertisements.
6. **Manually close apps.** Pressing the Back or Home button to exit apps does not fully close them. Make sure apps that use GPS (maps) and streaming (YouTube, Apple Music, Spotify) are fully closed. Each phone has a different process for this.

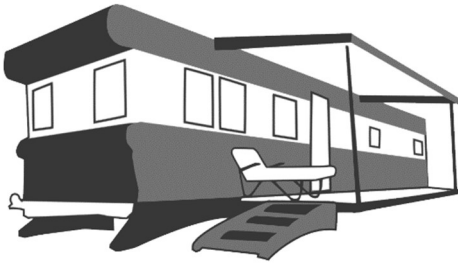
A History of Mobile Homes

Mobile homes have a long, rich history across the world. Gypsy and peddler wagons were the first mobile homes, drawn by horses, which dated back at least to the 1500s.

Fast forward to the early 1900s, and the development of the automobile. From there, it was a short jump from horse-drawn covered wagons to mobile-homes. Some innovative early automobile owners literally built houses on top of their early Fords. In the 1940's came the advent of the camping trailer. And after World War II, the mobile home industry exploded as tens of thousands of returning soldiers and transient workers returned home and needed affordable housing.

By the early 1950s, manufacturers were building a 10-foot wide boxy version that became the staple of the maligned mobile home park. Double-wides debuted in the 1960s.

Throughout this early life of the modern mobile home, there was very little construction or safety oversight. Mobile home parks were allowed to grow organically, with little attention to crowding or other comforts or safety features. The combination of poor construction and crowded mobile home parks gave rise to a negative impression of mobile homes that is only recently starting to turn around, especially with the advent of the tiny home movement.



In the 1980s, the mobile home industry was finally regulated by building codes. The industry changed from mobile homes to manufactured homes as a way to distinguish modern construction and safety practices from older mobile home industry practices.

Client of the Month

Congratulations to
Angela Hatseras
on the purchase of
your new home.

Thank you for choosing
me to help represent you in
the purchase of your brand
new home! Thank you, Helen,
for referring Angela to me.

Enjoy your new home!

How's Business...??

PEOPLE ASK ME ALL THE TIME HOW BUSINESS IS GOING. I STRUGGLE WITH THE ANSWER TO THAT QUESTION. MY BUSINESS DOES WELL BECAUSE OF YOUR REFERRALS. **WITHOUT YOUR HELP, MY BUSINESS WILL DIE.** BECAUSE MOST OF MY BUSINESS COMES FROM REFERRALS, I DON'T NEED TO SPEND VALUABLE TIME LOOKING FOR NEW BUSINESS. THIS ALLOWS ME TO SPEND THE NECESSARY TIME WITH YOUR REFERRALS, MAKING SURE THEIR NEEDS ARE BEING MET. **I NEED YOUR HELP.** I HAVE GREAT SYSTEMS IN PLACE TO GIVE YOUR REFERRALS THE WORLD CLASS EXPERIENCE THEY DESERVE. **I CAN'T DO IT WITHOUT YOU.** 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 3 TO 6 MONTHS. 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.

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
- 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.

How to Hold Keys for Self-Defense

Many of us are told by our parents to put our keys between our fingers when walking to our cars, especially alone at night. The technique creates a weapon, known as "The Wolverine," which looks like claws poking from a closed fist. However, self-defense experts say this is not necessarily the best approach. The problem is that if you're at the point where you're trying to jab at someone with your fist, they're already too close to you.

In addition, the edge of your keys can hurt your hand, making you drop your keys. It's better to hold the keys like a dagger, where you can stab downward. Or hold multiple keys so that one extends both out the top and bottom of your fist.

The Dog Scoop

Buckley is on probation and staying home alone out of his crate. I have video surveillance at the garage entry door where he checks often to see if we are home yet. He seems to be doing pretty well so far.

What to Keep in Your Safe Deposit Box

A safe deposit box at a bank is a great idea for keeping important papers and other items. Here are some suggestions about what should and should not go in a safe deposit box:

In:

- Important papers, such as originals of your insurance policies; family records including birth, marriage, and death certificates; original deeds, titles, mortgages, leases, and other contracts; as well as stocks, bonds, and certificates of deposit.
- Valuables – jewels, medals, rare stamps, and other collectibles.
- Negatives for irreplaceable photos; videos or pictures of your home's contents for insurance purposes.

Out:

- Any documents or items that you might need in an emergency in case the bank is closed. Examples: powers of attorney, passports, medical care directives, and funeral directives.

While safe deposit boxes are resistant to fire, water, and other hazards, they aren't always impervious. Consider further protecting items by sealing them in zip-lock bags or plastic containers and putting your name on each item.

The Kid Scoop

Brandon (15) will participate in a leaders in training program with the City of Chandler over his spring break.

Ryan (18) has officially become an adult (by age standards), will celebrate his high school graduation and Eagle Court of Honor (Boy Scouts) within two days of each other, and will start college a few months later.

Jim and Arleen say...

"When we decided to sell our house, we first contacted a friend who was a Realtor. After six months with no results, we called Dan. During this time, he kept in constant communication with us. This was a quality we found refreshing as we believe this has become a lost art. We were very, very pleased with Dan's work and dedication."

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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