

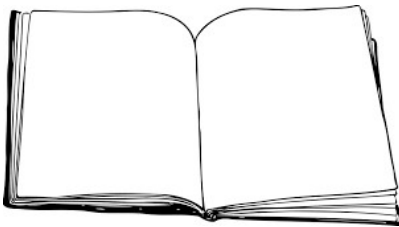
Life Stuff

News To Help You Save Time And Money

March 2019

A Lesson to Remember

After being held up at his part-time job, a student named Ethan arrived late for his math exam. As Ethan was usually a responsible student, his professor allowed him to take the test home. In exchange, Ethan promised to complete the test using only the notes that the other students had been allowed to utilize on the test in the classroom.



When he got back to the dorm and took a closer look at the packet, Ethan realized that the exam consisted of only seven math problems. He made quick work of the five problems on the first page and, feeling pretty proud of himself, turned to the remaining two problems. Hour after hour he worked diligently trying to solve these seemingly impossible last two problems, but he kept hitting a wall. He stayed up late into Friday night then started again on Saturday morning. He devoted the rest of his weekend to working out the solutions to both problems.

Mentally exhausted, but feeling quite satisfied with his work, he slipped the test under his professor's office door just in time for Monday's deadline.

That evening he received a phone call from his professor stating, "I can't believe it!" "You solved the last two problems on the test!"

Get Some Tips at:
PlanYourArizonaMove.com

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Confused, Ethan asked, "Wasn't I supposed to complete the exam?"

"No!" the professor replied, "I told the rest of the students in the class that these problems had never been solved." "I provided them simply as brainteasers, never intending for someone to actually solve them!"

As Ethan learned that day: if you don't know what's impossible, you can accomplish anything.

~ Dan

"A best friend is like a four-leaf clover - hard to find and lucky to have." ~ Anonymous



Finding Buried Treasure

There is no pot of gold at the end of the rainbow... or is there? A treasure trove of 68,000 Celtic coins and jewelry that was buried between 30-50 B.C. on the island of Jersey in the English Channel was found by two amateur archaeologists.

According to the *Smithsonian* magazine website, metal detector enthusiasts Reg Mead and Richard Miles began searching for treasure after hearing about some silver Celtic coins that were found in an old pot near her Jersey home. The current owner of the field gave permission for the pair to search, but only once a year, and only after he had a chance to harvest his crops.



After 30 years of searching, Mead and Miles uncovered a chunk of earth containing the coins, then called in an archaeological team to bring them up. The findings turned out to consist of at least 68,000 coins, along with many heavy gold neck torcs, ancient glass beads, a leather purse, and a bag encrusted with silver and gold decoration. The treasure is valued at 10 million British pounds.

March Quiz Question

Q: *What is the only U.S. State with a Spanish Motto?*

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: *How many bones are in the adult, human body?*

A: 206

Congratulations to Lester Weaver!

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

An Exciting Finish

Two of the more experienced bass players performing Beethoven's Ninth Symphony knew from experience that at the end of the piece, the bassists play nothing for quite some time. Quietly, they decided to sneak off the stage for a quick snack at the lounge in the lobby.

After quickly downing a sandwich and a soda, one of them checked his watch. "Uh-oh, we play in about two minutes."

"Don't worry." His friend ordered a second plate of fries. "I tied down the last page of the conductor's score, so they'll keep playing the same part over and over." "No one will ever notice."

Taking the plate of fries with them, they tiptoed backstage and made their way back to their chairs. They slid by, mostly unnoticed, as the conductor struggled to untie his music score with one hand while still conducting the orchestra. However, an usher at the rear of the auditorium noticed that the musician was balancing a plate of fries and whispered, "What's going on?"

The other usher answered, "Well, it's pretty exciting. It's the bottom of the Ninth, the score is tied, and the bassists are loaded!"

"What can you do to promote world peace? Go home and love your family." ~ Mother Teresa

UP CLOSE AND PERSONAL

Have you heard about the new travel ID that will be required by October 1, 2020 in order to board an airplane? An exception is if you have a current passport or other federally approved identification in which you won't need a travel ID. The new travel ID will replace your current driver's license. In addition to being able to board an airplane, it will also allow you access to federal facilities and military bases. I received a notice from the MVD that I needed to update my photo on my driver's license, so I figured it would be a good time to get the new travel ID as long as I would have to make the trip anyway. It was pretty painless. All you need to do is set up an appointment with your MVD, bring in the required documents, get blood work, and provide a urine sample. Just kidding on the blood work and urine sample. It was actually a quick and smooth process. I was in and out in about 20 minutes. You do need to make sure you have an appointment before you arrive. The new travel ID needs to be updated every 8 years (for drivers over age 65 it's valid for 5 years). The cost was \$25. If you are going to get a travel ID, you might want to do it sooner than later. I'm sure it will become very busy the closer it gets to the deadline and people realize they need it to board an airplane. If you have any specific questions, contact the Arizona MVD at 602-255-0072 or visit servicearizona.com.

Have an awesome month!

Dan

The 1031 Deadline

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

Elmer and his family have purchased several investment properties from Dan over the years. After recently selling a couple of them, Elmer was ready to use those sales proceeds to reinvest via a 1031 tax deferred exchange, which would allow him to defer any capital gains taxes. From the closing of the relinquished property, the investor has 45 days to identify the replacement property (or properties) and 180 days to close the sale on the new property. So, Dan and Elmer went out looking as Elmer's 45-day window was starting to close. Elmer initially found a home and his offer was accepted, but he quickly cancelled the sale after a home inspection revealed some plumbing leaks in the ceiling along with some potential mold issues. Therefore, the search continued. The next home had multiple offers, but Elmer's offer ended up being the winning bid. After a few minor repair requests were made to the seller after the home inspection, Elmer was on his way to owning another investment home. One important factor when doing a 1031 tax deferred exchange is to start early so you allow enough time to identify your new property.

If you know someone who is wanting to reinvest their funds to avoid capital gain taxes, just have them call me at 480-390-5380. I would be happy to help them just like I helped Elmer.

"May your troubles be less. And your blessings be more. And nothing but happiness come through your door." - Irish Blessing

Only an Empty Cup Can Be Filled

A young lady, who was finishing up her master's degree in philosophy, traveled to Indonesia for a semester abroad. The trip included personalized teaching from a local sage. Eager to begin, the student walked into the meeting hall and immediately began to tell her new teacher all that she had learned over the past two years, and how excited she was to put it all to use.

The sage listened. When the student paused for breath, the elderly man offered her a cup of tea.

"Yes, thank you," said the young lady. "And so then I spent a semester focusing on..."

The master brought in a second pot of tea while the young lady kept on talking. Suddenly, the student realized that her cup was overflowing and the tea had spilled onto the floor. Still, the master kept pouring. "Sir, please stop!" cried the student. "My cup is already full—it can't possibly hold another drop!"

"Ah," said the master. "So we cannot add something to a container that is already full?" "Perhaps first we must empty the cup."

Suddenly, the young lady understood. Before she could learn anything new from this teacher, she had to create space for learning. Only an empty cup can be filled and only an open mind has room for new lessons.

Clients of the Month

Congratulations to **John and Sue Gibbons** on the recent purchase of your home.

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

Thank you, David and Tiffany, for referring John and Sue to me.

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.

Bonehead Bosses

In the late 1940s, the head of a major electronics manufacturing firm decided not to make television sets. His reasoning: *The problem with television is that people must sit and keep their eyes glued to a screen. The average American family hasn't time for that. They will never sit still indoors long enough. Television will NEVER find a wide acceptance!*

In 1962, an Executive at Decca records rejected a musical quartet, saying that "Groups with guitars are on the way out!" That quartet was the Beatles.

In the early 1970s, a high-ranking executive at Twentieth Century Fox rejected "Jaws," saying it would, at best, make a mediocre Movie for Television. Universal Studios picked it up and "Jaws" became one of the biggest grossing movies of all time.

In the late 70s, a young woman approached her employer to see if he'd like to back her in a new business endeavor. His response: *A cookie store is a bad idea. Besides, market research says America likes crispy cookies, not soft and chewy cookies like you make.* The young woman? Mrs. Fields.

Silver Linings, Serendipity and Soap

In 1879, Procter & Gamble's best-selling product was candles – but the company was in trouble. Thomas Edison had invented the light bulb, and it looked as if candles would become obsolete. P&G's fears became reality when the market for candles plummeted because they were now sold only for special occasions.

The outlook appeared to be bleak. But destiny played a dramatic part in pulling the struggling company from the clutches of bankruptcy. A forgetful employee at a small factory in Cincinnati

forgot to turn off his machine when he went to lunch. The result? A frothing mass of lather filled with air bubbles. He almost threw the stuff away but instead decided to make it into soap. The soap floated. Thus, Ivory soap was born and became the mainstay of the Procter & Gamble Company. Why was soap that floats such a hot item at that time? In Cincinnati, during that period, some people bathed in the Ohio River. Floating soap would never sink and consequently never got lost. So, Ivory soap became a best seller in Ohio and eventually across the country.

The Dog Scoop

Buckley likes hanging out with me while I do yardwork. It's not quite as good as going on a walk though.

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
danazhomes4sale@hotmail.com

Free Reports

- ❑ How to beat other buyers to the best listings
- ❑ Five powerful buying strategies
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- ❑ 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.

Keep Going

If you're looking for inspiration that will keep you working on your fitness goals this year, remember the name Jeannie Rice. She's an Ohio woman and an avid runner at age 70!

What Rice likes most about running is that it "is a sport that you can pause and resume at any point throughout your life, and it's not dependent on other people."

Rice started running several years ago to lose the weight she had gained during a trip abroad. The following year, she ran a marathon and finished with a time of 3:45. Rice finished her second marathon in 3:16 and has run races worldwide since then.

She runs each morning at 5:30 a.m. with a group of younger runners. She says training with them makes her a stronger, faster runner. She also runs shorter races such as 5Ks and 10Ks to work on her speed.

In October 2018, Rice ran the Chicago marathon. By her tally, it was the 116th time she'd participated in such an event. When she reached the finish line, she'd set a new world record of 3:27:50 for her age group. Jeannie Rice knows she may not be running at her current speeds when she's 80, but she'll keep going for as long as she can.

Sometimes Long Shots Pay Off

Have you ever had an opportunity that seemed like a long shot slip through your fingers? The following story about U.S. poet and writer Langston Hughes is a good illustration of why you should take advantage of any opportunity that comes your way – no matter how small.

Hughes was working as a busboy in a hotel in Washington, D.C. While he was working, Vachel Lindsay, a well-known poet of the day, stayed at the hotel. Lindsay was in town for a reading tour.

The Kid Scoop

Brandon (16) has been using Ryan's weight set now that Ryan is off to college. That's a good way to burn off some teenage energy.

Ryan (19) has moved up from his old weight bench at home to the fitness center at ASU. He has a variety of options for working out now.

While the poet was eating his breakfast one morning, Hughes approached him, laid copies of his poems on the table next to Lindsay's plate and left without saying anything to the poet.

The next day Hughes picked up a newspaper and read that Lindsay had announced that he had discovered a significant new voice in poetry. The veteran poet had read some of the novice's poems at the reading the night before.

Hughes reported to work at the hotel for his shift, and when he did he was mobbed by photographers and reporters. Hughes went on to live a life of great literary success.

– Adapted from Bartlett's Book of Anecdotes

Griff and Artis say...

"Thanks, Dan, for your patience and optimism in working with us on buying a house and selling our former home. You always kept in touch in many ways both large and small and looked out for our best interest. We are happy to recommend you to others."

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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Life Stuff

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