

# Life Stuff

News To Help You Save Time And Money

March 2020

## Those Canny Canines!

If dogs were teachers, here's what we'd learn:

When a loved one comes home, always run to greet them.  
Never pass up the opportunity to go for a joyride.  
Allow the experience of fresh air and the wind in your face to be pure ecstasy.  
When it's in your best interest, practice obedience.  
Let others know when they've invaded your territory.  
Take naps. Stretch before rising. Run, romp, and play daily.  
Thrive on attention and let people touch you.  
Avoid biting when a simple growl will do.  
On warm days, stop to lie on your back on the grass.  
On hot days, drink lots of water and lie under a shady tree.  
When you're happy, dance around and wag your entire body.



Get Some Tips At:  
[PlanYourArizonaMove.com](http://PlanYourArizonaMove.com)

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No matter how often you're scolded, don't buy into the guilt thing and pout – run right back and make friends.

Delight in the simple joy of a long walk.

Eat with gusto and enthusiasm. Stop when you've had enough.

Be loyal.

Never pretend to be something you're not.

If what you want lies buried, keep digging until you find it.

When someone is having a bad day, be silent, sit close by, and nuzzle them gently.

**Come to think of it – dogs are great teachers!**

~ Dan

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*“When obstacles arise, you change your direction to reach your goal; you do not change your decision to get there.” - Zig Ziglar*

## Where Do You Keep Your Phone?

Quick—where's your cell phone right now? A recent survey 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% of millennials, 39% of those age 35-54, and 44% of people 55 and older.

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

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

### March Quiz Question

**Q:** *When was the coil spring invented?*

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

**(480) 390-5380**

**danazhomes4sale@hotmail.com**

### February Quiz Answer

**Q:** *Major League Baseball began (as the National League) in February of what year?*

**A:** 1876

**Congratulations to Terri O'Brien.** Her name was drawn out of all of the correct quiz entrees, and she won 2 free Harkin's movie tickets!

## Google, M.D.

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% of the cases, while the computerized symptom checkers were correct only 34% 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% of the time. Websites and apps found the correct diagnosis just 51% 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.

## UP CLOSE AND PERSONAL

I started cleaning our floor grout between the tiles in our home. It was needing to be cleaned for a long time. It's one of those things you know needs to be done but aren't that excited to do. There were many times I looked at the grout and thought, "I can clean grout or...." The "or" part won every time. Finally, I started experimenting with some different cleaners to find one that worked really well. You could really see the difference between the newly cleaned, gray color grout and the dirty, uncleaned grout which had turned black in color. There is no way I could have cleaned all of the grout at once. So, I worked a little section at a time. After finishing a small section for the day, I put brown paper over the cleaned section (get a roll of brown paper from Home Depot). That way the foot traffic would not get the newly cleaned grout dirty until it was sealed. I would usually seal the section of newly cleaned grout the following day. Then, I would put the brown paper back over it for another day or two to give the seal time to cure before walking over it again. This was a good reminder of how something so overwhelming can get done by doing a little bit at a time. This could be applied to anything such as an exercise program, work project, yardwork, planning an event, etc... If you have grout to clean, I'd be happy to share the method and product I used that worked well for me.

Have an awesome month.

*Dan*

## Beating Your Competition

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

Steve was selling his home back east and wanted to move to Arizona. He was referred to Dan by Bill. Before being referred to Dan, Steve had bought a new build home in Arizona a year ago that was contingent on the sale of his home back east. His home back east never sold, so Steve ended up losing his \$2,000 earnest money to the new home builder. Steve decided to buy a resale home this time around, and Dan was able to help get his offer accepted contingent on the closing of his current home, which was due to close in a few weeks. Steve then found out that his home back east was not going to close on time due to probate issues. Dan was able to get an extension on the close date for the home Steve was buying in Arizona. Not many sellers in Arizona will look at a contingent sale contract, but Dan was able to provide enough information that the seller was comfortable taking Steve's offer even though it was contingent on the sale of another home. Having a thorough and complete offer package is one of the ways to help beat out other buyers when trying to buy a home in a competitive market.

If you know someone looking for a home who would like a competitive edge over other buyers, just have them call me at 480-390-5380. I would be happy to help them just like I helped Steve.

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*"A good friend is like a four-leaf clover, hard to find and lucky to have." Irish Proverb*

# 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% of his or her entire life exercising—0.69% 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 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
- Romantic involvements: 117 days



## Client of the Month

Congratulations to **Steve Izer** on the purchase of your home!

Thank you  
Bill Drummey for referring Steve to me.

## A Close Shave

A good shave has been coveted for thousands of years. It started in the Stone Age, when sharpened flint-blade razors edged out Neanderthal seashells for hair removal.

Egyptians obsessed over hair removal in 3,000 B.C. They regarded a clean-shaven face as a sign of good breeding. And during the reign of Alexander the Great in 330 B.C., Greeks and Romans emulated the Egyptians by shaving their heads and beards. Across the ocean, Aztecs shaved with razors made from volcanic glass (obsidian).



Then came the breakthrough: In the late 1600s, steel blades were introduced in Sheffield, England. The world waited 300 years, until 1929, for the next innovation, when Col. Jacob Schick marketed the first electric shaver.

In the 1960s, disposable razors hit the market, and in 1971, Gillette began selling a twin-blade razor. Then, in 1998, Gillette introduced the Mach3 triple-blade shaver—after spending a reported \$750 million to develop it.

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HAPPY ST. PATRICK'S DAY

## Spring Into Action

To get in shape for spring and summer, you don't need to do everything at once. Put one or two changes into practice, such as controlling your portion sizes or cutting back on added fats and sugars in your food choices. When you feel comfortable with your progress, try something else.

Add physical activity to your day. Spring weather makes it easy to get outdoors and get your recommended amount of daily physical activity. These activities can count toward your day's total exercise:

- Go for a brisk walk during your lunch hour or after dinner.
- Take the stairs instead of the elevator or escalator whenever possible.
- Skip the drive-thru car wash and wash the car yourself.
- Stretch your green thumb by doing some gardening. Consider growing your own fruit, vegetables and herbs.
- Walk in place while watching TV.
- When possible, ride your bike to school or work — or use it to run errands.
- Plan an active family vacation or a weekend outing.

Like good eating habits, regular physical activity needs to be part of everyone's healthful lifestyle. Remember, your goal is to make changes gradually so you can stick with them and won't have to repeat this process next year.

## 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 Dog Scoop

Buckley started to chase a lizard in our house until Kim started screaming. He thought maybe he should stop chasing it and see how things played out.

## The Kid Scoop

Brandon (17) seems to drive more than Kim and I put together. He's all over the place and is quite the mileage maker.

Ryan (20) has been selling off his Lego collection. With about half of them gone, you can start to see the paint color again on his bedroom walls.

# 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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**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 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?

## Save A Tree

If you would like to receive this newsletter by e-mail, just e-mail me at [danazhomes4sale@hotmail.com](mailto:danazhomes4sale@hotmail.com), and type "send newsletter by e-mail" in the subject line. If at any time you would like to receive this newsletter by regular mail again, just let me know.

### 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.

**(480) 390-5380**  
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## Are You Obeying the Law?

**Law of Mechanical Repair:** *After your hands are coated with grease, your nose will itch.*

**Law of Probability:** *The probability of being watched is directly proportional to the stupidity of your act.*

**Law of The Telephone:** *When you dial a wrong number, you never get a busy signal.*

**Law of The Result:** *When you try to show your tech support how your computer doesn't work – it will.*

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*Somebody actually complimented me on my driving today. They left a little note on the windshield; it said "Parking Fine."*

– Tommy Cooper

Lynda says...

*"Dan was a helpful professional when I purchased my home. He was knowledgeable and always ready to answer my questions. He is a great guy to work with!!!"*

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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