

Life Stuff

The Marble Statue

A marble statue stood in the middle of a large city, surrounded by hundreds of marble tiles that visitors from all over the world stood on to admire the statue's beauty. One night, when the city square was empty, one of the marble tiles right in front of the statue spoke.

"Hey, statue, don't you think it's unfair that people from all over the world come here to admire you, while ignoring and stepping on me?"

The statue replied, "Don't you remember we were actually cut from the same block of marble?"

"Yes, I do! That's why it's even more unfair. Both of us came from that block, and yet the world treats you so differently now!"

The statue said, "Do you remember the day the sculptor tried to work on you, but you resisted his tools?"

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"Yes, it hurt! I was mad at him! How could he use those nasty tools on me?"

The statue continued: "Well, because you resisted his tools, he couldn't work on you, so he decided to give up and work on me instead. I knew at once that I would be something different and unique after his efforts, so I bore all the painful tools he used on me and allowed him to craft me as he wanted."

The tile exclaimed, "But those tools were so painful!"

The statue said, "My brother, there is a price for everything in life. You decided to resist and give up, so you can't blame anybody who steps on you now."

The marble tile silently listened to the statue's words and started to reflect on them.

Most things that are worthwhile take quite a bit of effort.....Dan

Habits for Success

It's never too late to get started on success in your career, or in your personal life. *The Ladders* website offers these tips for moving forward:

- **Start small.** Don't set too many big goals for yourself. Instead of eating healthy at every single meal, start by vowing to eat just one nutritious meal every day. Increase only when you get used to it.
- **Read more.** You're busy but stop making excuses. It should be possible to carve out 20–30 minutes a day to read something new and different. Find a business or motivational book to read at lunch or just before you go to bed.
- **Get high-quality sleep.** You need six to eight hours of sleep every night to maintain good physical and mental health. Establish a nighttime routine that helps you drift off to dreamland. Go to bed at the same time every night, don't eat right before bed, turn off the TV for at least half an hour before bedtime, and try meditation to relax.
- **Start the day right.** Identify your most important priority for the day and start with that. You'll get a sense of accomplishment and confidence that will help you press on through the other tasks ahead of you.
- **Exercise regularly.** Like sleep, exercise is good for the body and the mind. Instead of trying to tackle long, tough workouts, start on a plan you can stick to such as fifteen minutes every other day.

Happy Birthday, Julie!

March is Women's History Month. During this month, we celebrate the efforts and accomplishments of women around the world. One such woman is Julie-Victoire Daubié.

Born in France in 1824, Daubié grew to adulthood frustrated by the constraints limiting women's roles in society. An essay she wrote about the opportunities denied to women during that era earned her a spot in a baccalaureate program. In 1861, she became the first woman to graduate from a French university.

Julie-Victoire Daubie spent her adult life engaged in activism focused on gender equality. March 26 is the 195th anniversary of her birth.

March Quiz Question

Q: *What is the smallest country in the world?*

Everyone who texts, emails or calls in the correct answer by March 25th will be entered into a drawing for two free Harkins movie tickets. (Current winner eligible after 2 months)

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January Quiz Answer

Q: *What is Cupid's Greek Name?*

A: *Eros*

Congratulations to Lester Weaver. His name was drawn out of all of the correct quiz entrees, and he won two free Harkins movie tickets.

UP CLOSE AND PERSONAL

I dropped Brandon off at his apartment one day, and as I was coming back down the elevator in his apartment building there were three guys (students) in the elevator. One of them politely asked me how I was doing. I said I was doing well and asked how he was doing. He had a big grin on his face and said he was going to get a tattoo. I said, "Oh, what kind of tattoo are you going to get?" He said he was going to get a tattoo of his girlfriend's name. I said, "Oh, what if you break up someday?" He looked like he hadn't quite thought of that one and said, "Well, then I'll have to get another girlfriend with the same name." I asked what the name of his girlfriend was. He said, "Rachel." I said, "Oh, what's it cost to get a tattoo these days?" He said he thought it was around \$120 but he was hoping to get a discount. I suggested maybe leaving off the "L" in Rachel and it might be cheaper. Then he could call her Rache for short. I'm not really sure how this all played out once he got to the tattoo parlor. Now I feel bad suggesting that he shorten her name for a discount. Even though he's a college student and likely doesn't have much money, he should probably pay the extra cost and use her full name. After all, it's going to be permanent so he might as well go all out.

Have an awesome month!

Dan

Where's Mildred?

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

Dan helped Larry and Ann sell their home and purchase another over 20 years ago. They truly loved their home over the following two decades. And from day one Mildred, their turtle, made the move with them. Larry passed away about a year ago. Ann told Dan that she would eventually sell her home and move to a smaller place. When the time came, Dan helped her sell her home. Dan was able to attract multiple offers and get Ann way more than she ever thought she'd get. The problem was that Mildred was no where to be found. She was burrowed underground somewhere hibernating for the winter. It wouldn't be until spring when the weather warmed up that she would surface. It wasn't like you could just say, "Hey Mildred, come on out, we're selling the house." It doesn't quite work that way with turtles. Ann made this disclosure to the new buyers regarding Mildred, and it turns out that their grandkids who live nearby also have a turtle. Ann said they are welcome to keep Mildred or she would come back for her this spring. Mildred is now over 50 years old and it's likely that she'll be burrowing in the same backyard where she's been the past 20 years.

If you know someone who is thinking of selling their home, just have them call me at 480-390-5380. Turtle or no turtle, I would be happy to help them just like I helped Ann.

Spark Creativity with Art

Drawing can spur your creativity and you don't have to be a Picasso. Just try some of these games with your friends, from the *My Modern Met* website.

- **The Exquisite Corpse.** In this game, developed by the 20th-century Surrealist artists, one person begins a drawing at the top of a sheet of paper, then folds it over or covers it up so only a bit of the bottom is showing. The next person continues the drawing, folds it down, and so on. Unfolding it to reveal the completed drawing should produce surprises, laughs, and even some ideas.
- **Paper Telephone.** One person writes a short, descriptive phrase on a piece of paper, then passes it to the next. He or she then draws a picture based on the phrase. The next person looks only at the picture and then writes a phrase or sentence describing it. The following person then draws a picture of that phrase, and so on. By the end, the final picture and the original phrase may have nothing to do with each other.
- **Blind Contour.** In this exercise, you and a friend draw something around you, but without looking at the paper—just the subject of your drawing. Keep your pen or pencil on the paper at all times. You might be surprised at what you see.
- **Scribbles.** One person scribbles on a piece of paper, eyes closed. The next person has to turn that doodle into a drawing. This forces your mind to make sense of nonsense.

Make Your Getaway Great

If you're in need of an adventure, then you'll want to think about the following suggestions. To figure out what kind of adventure you want to go on, listen to your own desires. Once you know what your desires are, set your goal for your dream trip. Start a savings account to take the trip. Make a promise to yourself that it's going to happen – and it will.

Overcome your fears. That's part of what going on an adventure is all about! Prepare yourself so you can handle potential problems that could occur on your particular trip. Do your homework.

The Kid Scoop

Brandon shaved his hair short in the back and on the sides. I told him he just needs to do the top and front like that and he'll have my haircut.

If traveling alone is too intimidating for you, join a tour group – there are lots of them. Check out the Internet. There are even services that get everything ready for you. All you have to do is show up and start your adventure.

– Adapted from *Organic Style*

WELCOME NEW CLIENTS

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

+ **Jim Haynes**

(4th time client)

+ **Leticia Badillo**

(Referred by Jenny Higgins)

+ **Pushkar and Gunjan**

+ **Justin and Jenny Higgins**

(2nd time client)

+ **Ann Juniper**

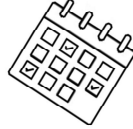
(3rd time client)

Thank you all for your trust and support and allowing me to be able to work by referral instead of advertising.

March Line-Up

World Wildlife Day, March 3. A day to celebrate and raise awareness of the world's plants and wild animals.

Pi Day, March 14. Divide any circle's circumference by its diameter; the answer is always approximately 3.14, a number represented by the Greek letter π . Keep calculating its digits and you'll discover they go on forever.... literally!



St. Patrick's Day, March 17. Go green and may the luck of the Irish be with you.

World Storytelling Day, March 20. A global celebration of the art of oral storytelling celebrated every year on the March equinox.

Clients of the Month

Congratulations to cousins, Pushkar and Gunjan, on the purchase of your new home.

I appreciate the opportunity to help you with your purchase.

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.

“If the English language made any sense, lackadaisical would have something to do with a shortage of flowers.” - Doug Larson

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

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The Vanishing Cookies



Two boys walk into a bakery on a dare. They have no money in their pockets, but are determined to score a few treats. When the baker isn't looking, the first boy, Tyler, swipes three cookies from a tray on the counter and sticks them in his jacket pocket. "Guess I won this challenge," he says to his friend Chuck.

"Watch and learn," Chuck replies as he walks to the counter and rings the bell. "What can I get for you?" the baker asks. "Just your undivided attention," Chuck answers. "Gather around folks. I am the Amazing Chuck, and I know magic."

A small crowd assembles around Chuck and Tyler. Chuck turns to the baker and says, "If you would be so kind as to give me a cookie, I will show you all a trick." The curious baker obliges and hands Chuck a cookie from the tray on the counter. Chuck takes the cookie, looks it over, and then stuffs it in his mouth. When he is finished, he says, "That was pretty tasty. Might I have another?"

The baker is becoming skeptical and says, "This isn't much of a trick, as far as I can tell." He hands Chuck another cookie and watches as Chuck gobbles it down, as he did with the first one.

While smacking his lips, Chuck says, "Trust me, this is going to be the most amazing magic trick you ever witnessed. I know you have your doubts, but please, sir, I just need one more cookie for this trick to work."

"This better be a heck of a good trick," the baker says as he hands a third cookie to Chuck. Just as before, Chuck devours the cookie. He then pats his belly and rubs his hands together. He rolls up his shirtsleeves and shows his palms to the baker and says, "Abracadabra!"

"I don't see anything," the baker says.

Chuck points to Tyler and says, "Let's check his pocket."

The Dog Scoop

Buckley is 9 years old. Many still say, "What a cute puppy." He does still have the energy of a puppy and has not slowed down on his walks since we got him when he was two years old.

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.

Ann says...

"We had our first contact with Dan 20 years ago and he found this house. He has kept in contact throughout the years. He would be the only person we would call to sell our home. Always knowledgeable, personable, timely responses and listens to your needs! Would refer him 110% to family and friends!!!"

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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