

# Life Stuff

News To Help You Save Time And Money

May 2018

## A Mask of Happiness

There once lived a man who was disliked by everyone in his village. He was surly and bad tempered. Passersby avoided him on the street. He had no friends and lived alone. One day the man visited the village elder to complain about how people treated him.

"I have a solution for all your problems," the elder said, and he went to a shell and pulled out a common germ mask to cover the mouth. On the mask was printed a smiling face. "This mask may look silly, but it will have a magic effect on people who see it and it will transform your life." The man sneered, but the elder continued. "All you need to do is wear the mask for one week. Nothing else."



The man grudgingly agreed. He put on the mask and began the walk back to his home. Along the way, people smiled at him. Some greeted him with a friendly nod. Occasionally someone inquired about his day. At first, he just grunted at them. Then he started to say hello back. At his house, he had a pleasant exchange with his neighbor.

As the days passed, the man grew more astonished by the effect the mask had on others. Because of the mask, the man began to initiate greetings. The neighbor invited him to dinner.

For the first time ever, he was making friends.

He returned to the elder to give back the mask. "I have been invited to my neighbor's house for dinner and I'm worried. I will have to remove my mask and he will see my real face."

"Tell me, what happens to your real face under the mask when people say hello, and wave, and stop to speak with you?"

The man thought and said, "I smile."

"How do you feel when you smile?"

"I feel great!"

"Remember this fact when you have dinner with your new friend, and all will be well."

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~ Dan

## DNA—A New Fad?

The number of people who have had their DNA analyzed with direct-to-consumer genetic genealogy tests more than doubled during 2017 and now exceeds 12 million, according to industry estimates.

Genealogy services use DNA to tell people what continents their ancestors are from and to locate family members, including distant cousins.

Last week, the genealogy company Ancestry.com, which is based in Utah, announced that it has tested more than seven million people. The company's customer rolls exceed those of all competitors combined. The second-largest player, 23andMe, has tested more than three million, followed by FamilyTreeDNA and MyHeritage.

Most of those tested are in the US, suggesting that around 1 in 25 American adults now have access to personal genetic data—a figure that could spur a range of new genetic analysis services, as DNA becomes a commodity.

For example, the sheer number of people who possess their own genetic data could spur growth in websites that offer to reanalyze it. Companies like Habit and Promethease will use the files to provide a breakdown of people's diet or health risks—frequently with little oversight from regulators. There's even a Harvard University lab scheme to link consumers' genomes to a new cryptocurrency.

### May Quiz Question

**Q:** *What is special about this series of numbers: 8591730*

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

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### April Quiz Answer

**Q:** *Which character is the first to speak in the original "Star Wars" movie?*

**A:** C3PO

**Congratulations to Alison Quinlivan.**

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

## Keep Track of Gift Cards

Gift cards seem to have become the choice of many gift givers. They're nice to get, but they can be hard to track. How much money have you spent? How long do you have to use it? Try keeping a gift card log, advises Sound Money Matters website. It can be as simple as a sheet of paper with four columns, listing the store, the amount originally on the card, the amount remaining after one purchase, and the expiration date (if any). For example:

Store	Full amount	After purchase	Expiration
Joe's Coffee Shoppe	\$10	\$5.25	12/10
Jane's Books	\$25	\$17.58	Never

Each time you use a card, cross it out and start a new entry in your log until it's finished. Now you've got an easy way to keep track of which cards are still good and how much you can still buy with them.

## UP CLOSE AND PERSONAL

Buckley (our dog) deserves some extra attention here. We have had him now for over 3 years. We always said he was the perfect dog with one exception. Until recently he had terrible anxiety when he was alone, so the safest place to keep him was in his crate. We tried leaving him out when we were gone, but he would run through the house frantically scratching and clawing at every opening to find where we went. This little 15 pound Puggle (Beagle and Pug mix) had since destroyed a wire crate, got his head stuck in a second wire crate, and had his teeth stuck around the door of a third heavy duty crate, which had to be surgically removed from his mouth. He did not want to be alone, especially in an enclosed crate. Then one day something changed. We decided to try leaving him out of the crate and alone for little while. It started with going in and out of the house while working in the yard and eventually leaving the house for a short while. Video surveillance showed he had mellowed out a bit. He would go to the door and wine a little, and then just go lay down, get some water, and lay down some more. Our prayers have been answered and this is nothing short of a miracle. Our almost perfect dog has turned into the perfect dog (99.9% of the time, see related story on page 4). He rarely barks, loves all people, knows some tricks, and is very well mannered. And, he can stay home all by himself without a babysitter.

Have an awesome month!

*Dan*

## The Small Things do Matter

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

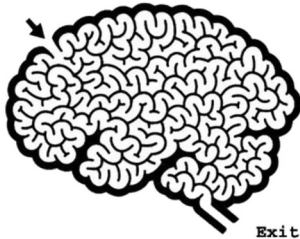
Doug and his boys had downsized to a rental after Dan sold their previous home. After renting for nearly two years, it was time to get back into home-ownership. Doug had a good understanding of the area he wanted his home to be in, to meet his and his boys' needs for work, school, and socializing. After Doug looked for a while, he became more certain of what he wanted in a home, and Dan worked with him to change his search criteria. Doug found his dream home soon after changing the search criteria. The next challenge was getting his offer accepted in a fast pace, quick-selling, seller's market. Doug was not the only one who wanted to make this his next home, but another buyer was also submitting an offer. Dan and Doug worked on creating an offer that would hopefully win the race. To Doug's delight, his offer was the one that was chosen! When Dan asked the listing agent why the seller chose their offer, the agent said, "You obviously know what you are doing." Both offers were very close in price, but the seller's agent told Dan that his follow-up and thoroughness in all of the offer documents were the key factors. The listing agent discussed this with the seller, and they felt Doug's offer would give them the best chance for a successful closing. There are many components to writing a successful offer. The price and terms of an offer are important, but just as important is your agent's ability to communicate, follow-up, and present your offer effectively to the listing agent in a simple, concise manner that gives your buyer the greatest opportunity for success.

If you know someone who could use some help creating a winning offer, just have them give me a call at 480-390-5380. I'd be happy to help them just like I helped Doug.

# Scientists Track Thoughts Through the Brain

How does a thought travel through the brain? If you've ever wondered that, neuroscientists think they have an answer for you, as reported on the Sci-News website.

A team of researchers at the University of California-Berkeley recorded the electrical activity of neurons from the surface of the brain in response to a simple task like repeating a word. They found that the brain's visual and auditory cortexes were first to react to the word, and then



the prefrontal cortex interprets it and supplies its meaning. The prefrontal cortex then coordinates all the other areas of the brain involved in the response.

For a harder task, such as supplying the antonym of a word, the brain takes several seconds to reply, with the prefrontal cortex using other areas of the brain like memory networks. The researchers noted that the brain appears to prepare its motor areas to respond very quickly—

even before it knows what the response will be—possibly explaining why people sometimes speak before they think.

## Clients of the Month

Congratulations to **David and Tiffany** on the purchase of your new home.

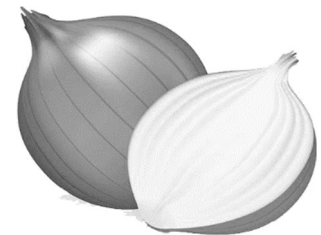
Thank you for your trust in allowing me to help you in your purchase. It has been great fun working with you.

Enjoy your new home!

# Perfect Caramelized Onions

Ah, ever-elusive perfect caramelized onions. Just last year, editors at Food52.com set out to investigate the mythic beast. As they said, it's not that caramelized onions are hard to come by, it's just that making the perfect ones at home can prove challenging.

But to see how long caramelizing really takes—and what they look like along the way—the editors caramelized three onions (in 1 tablespoon of butter and stainless steel pans) for 15, 30, and 60 minutes over medium-high heat. Whenever the fond (those caramelized sugars that stick to the bottom) started to build up, they deglazed with a tablespoon of water, scraped up all of the flavorful bits, and started the whole process again.



## The Dog Scoop

Buckley did not eat his dinner one evening. That could only mean one thing...he had the "all you can eat" option after he tore into the kitchen trash that was left out back on the side of the house. Yep, it was confirmed. That is exactly what had happened.

As they cooked, the onion volume reduced dramatically (after 60 minutes, three onions had turned into about 1/2 cup of deeply caramelized onion goo); the color changed from yellowish orange to a deep auburn; and what was once-astringent and watery turned candy-sweet and butter-soft. With this method, there was no defying time (and no outsmarting patience). But then again, some cooks might consider the 30-minute pan to be caramelized to perfection.

## Sleep? There's an App for That

We use apps on our smartphones for all sorts of things, and there are some that will track sleep



patterns. In a survey of 934 mobile phone users by the NYU School of Medicine, 28 percent of participants reported that they use a health app to monitor how long they sleep, what time they go to bed, and whether they wake-up in the middle of

the night, as well as whether they snore, have breathing problems while asleep, or change positions.

Thirty-five percent of men and 20 percent of women reported tracking their sleep, and the average age of sleep trackers was 34. The most popular apps (of 24 named in the survey) were Fitbit (10 percent), Lose It (3.5 percent), and Apple Health (2.6 percent).

## 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**

## Confirmed: Mess Causes Stress

A study carried out at the University of California measured stress hormone levels in 30 couples. Women who described their home environment as chaotic or messy had higher levels of cortisol, when measured at various points throughout the day. Interestingly, men seemed to be less affected by a messy, cluttered home.

## 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.*

# 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
- E-mail Dan at [danazhomes4sale@hotmail.com](mailto:danazhomes4sale@hotmail.com)
- Go to Dan's website at [www.PlanYourArizonaMove.com](http://www.PlanYourArizonaMove.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.***



# 70 is the New 30

As people age into their sixties and seventies, there is an impression that they should have "made it by now."

Yet there is ample evidence that people may not achieve their life goals until well into their upper years. For instance, "Colonel" Harlan Sanders was 65 when he began trying to license his chicken recipe, launching what would become Kentucky Fried Chicken.

These days, seniors often think less in terms of retirement and more in terms of "what else can I do?"

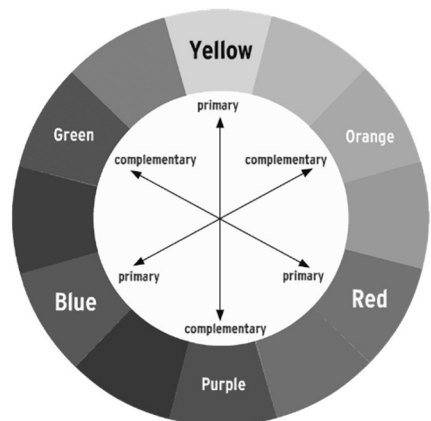
They're starting businesses, writing first novels, and building empires—acting much more like tricenarians than septuagenarians.

## Some Colors Make Sense Together

Both science and conventional color wisdom say that colors on opposite sides of a color wheel—complementary colors—look good together in your home decor.

The most common sets of complementary colors are red and green, yellow and purple, and orange and blue, derived from the Red-Yellow-Blue color model. If you use a different color model, you'll have different sets of complementary colors. For instance, in the additive color model, the complements are green and magenta, red and cyan, and blue and yellow (IKEA, anyone?).

Complementary colors work because different types of cones (photoreceptor cells in your eye) perceive different colors of light. If you stare at a block of color and then quickly look at a white wall, you'll see a light afterimage in the complementary color. For instance, if you stare at a blue square, after a while the cells in your eye that process blue light will become fatigued, making the signal they send to your brain weaker. Since that part of the visual spectrum is suppressed, when you look at a white wall after staring at the blue square, you'll see a faint orange afterimage—the complimentary color.



So what does this mean for your decor? It means that combinations of primary and complementary colors are dynamic together. Choose a color model to start with, then pick one of the complementary pairs to decorate with.

## The Kid Scoop

Brandon (16) turns sixteen this month. Two kids driving?!?!?!?!?

Ryan (18) has Senioritis. Nuff said!

Casey and Amy say...

*"Our experience with Dan was outstanding! One thing that was exceptional about your service was your attentiveness. It always seemed like you had the time to answer whatever questions we had, and did so quickly. You made us feel like we were your only client."*

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