

Life Stuff

News To Help You Save Time And Money

November 2017

How To Give Thanks For Your Blessings

While you're sharing good times at Thanksgiving, share some wisdom from ancient and modern thinkers on the subject of gratitude:

What if you gave someone a gift, and they neglected to thank you for it – would you be likely to give them another? Life is the same way. In order to attract more of the blessings that life has to offer, you must truly appreciate what you already have.

– Ralph Marston

I had the blues because I had no shoes until upon the street, I met a man who had no feet.

– Denis Waitley

They are not poor that have little, but they that desire much. The richest man, whatever his lot, is the one who's content with his lot. – Dutch Proverb



Get Some Tips At:
PlanYourArizonaMove.com

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If you can't be thankful for what you receive, be thankful for what you escape.

– Unknown

Gratitude unlocks the fullness of life. It turns what we have into enough, and more. It turns denial into acceptance, chaos to order, confusion to clarity. It can turn a meal into a feast, a house into a home, a stranger into a friend. Gratitude makes sense of our past, brings peace for today, and creates a vision for tomorrow.

– Melody Beattie

Wishing you many reasons to be grateful at Thanksgiving!

~ Dan

Who's Healthier—Early Bird or Night Hawk?

Are you the early bird who gets the worm or the night owl burning the midnight oil? The answer may have an impact on your health—and even your career.

One study cited in *U.S. News & World Report* found that teens who are early to bed and early to rise tend to be in better health than their peers who stay up late and sleep in, even if they get the same amount of sleep. And other studies suggest that morning people do better at resisting fatigue, anxiety, and depression, while nighthawks appear to suffer higher rates of insomnia and ADHD. The stay-up-late crowd may also have a higher propensity for substance abuse, addictive behaviors, and mental health problems.



But being a night owl has its advantages, too. Research also indicates that they can have higher IQs, more stamina during the day, better reasoning and analytical skills, and greater creativity and productivity. These traits, along with an inclination toward more risk-taking, seem to contribute to night owls having a higher average level of financial and career success.

The Mayo Clinic website notes that our sleeping habits are governed by the body's natural 24-hour cycle, known as the circadian rhythm. Some people have a slightly longer light-to-dark ratio, making them night owls; others with a short cycle tend to be early risers. However, the cycle can shift over a person's lifetime: Young children are usually early birds, then become nighthawks as teenagers, then gradually transition back to being morning people as adults. Ultimately, more of the world's most successful people say that they're morning people than night people.

November Quiz Question

Q: *What is a group of domestic turkeys called?*

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

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October Quiz Answer

Q: *What is the sub-title to the book *Frankenstein*?*

A: *The Modern Prometheus*

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

Want to Easily Find Other Local Businesses That Give Outstanding Customer Service?

Call me anytime for a referral to these services and/or any other you may need:

Handyman
Sprinkler Repair
Garage Doo
Painter

Drywall
Pest Control
Probate/Estate Planning Attorney
Sunscreens

Pool Service
Air Conditioning
Roofer
Locksmith

UP CLOSE AND PERSONAL

With another year quickly coming to an end, it's time to ponder, reflect, and be thankful for all we have been blessed with this year. A lot of tragedies have happened this past year with hurricanes, floods, fires, and earthquakes. Those are just some of the natural disasters. There are plenty of unnatural evils and unfortunate events in our world happening all around us. With all of the negative news, it's sometimes hard to see the other side. Turn your focus to the positive aspects that have happened in and around your life. I bet we could all come up with more than a few. Start a blessings journal and write down one thing you are thankful for each day for a year. Read your list each day when adding another blessing. In a month you'd have 30 blessings to focus on. You will constantly be reminded of what you have rather than what you don't have. You won't find your list on TV or in the news. When you focus on "your" blessings, your perspective will start to change, and so will your world-view. Your list does not have to be in any particular order so don't overthink it. I'll start mine with....#1) having a safe place to live. So many live in fear of their safety and surroundings each day. I am blessed to be in a safe environment. What blessing is first on your list? Write your first one down now on a piece of paper or enter it on your phone or computer, and watch your perspective start to change today.

Happy Thanksgiving!

Dan

Helping Both Generations

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

Dan helped Angela buy a townhome back in 1999 while she was going to ASU, and then he sold it for her in 2004. Her parents, Jim and Joni who live in Wisconsin, recently called Dan about selling their Phoenix vacation home that they used only a few months out of the year. Dan met Joni at the home to give her some ideas to make it more marketable and told her how much they could expect to sell it for. After putting it on the market, it was sold 3 days later. But, after doing their home inspection, the buyers decided to cancel the sale due to some past roof leaks. So back on the market it went, and 10 days later, Dan had it sold again. The new buyers asked the seller to complete a few minor repairs which they were happy to do. Sometimes in real estate, it's one step back and two steps forward. Part of a successful sale is to know how to keep stepping forward.

If you know someone who could use some help selling their home taking the process a step at a time, just have them give me a call at 480-390-5380. I'd be happy to help them just like I helped Jim and Joni.

"The biggest room in the world is the room for improvement." - Unknown

That Little Red Wagon— Radio Flyer

It's an odd name for a wagon—the Radio Flyer. Here's how it came about: Antonio Pasin was a craftsman in Chicago in 1917, mostly selling phonograph cabinets. He built some small wooden wagons to carry around his tools as he went to client's homes.

After he received numerous requests from customers to buy the wagons as well, he refocused his business on the wagons. His business grew until the Liberty Coaster Company, named in honor of the Statue of Liberty, was formed in 1923. The demands for these original wooden wagons, dubbed the "Liberty Coaster," quickly outpaced production.

Incorporating the mass manufacturing techniques of the auto industry, Pasin began making metal wagons out of stamped steel in 1927. In the same spirit of freedom as his Liberty Coaster, Pasin decided to rename the new steel wagons, Radio Flyer, as a tribute to two famous men of the day: Marconi, who broadcasted the first transatlantic radio signal, and Lindbergh, who completed the first solo, non-stop flight across the Atlantic.

In 1930, the company was renamed Radio Steel & Manufacturing. In 1987, Radio Steel changed its name to Radio Flyer, and in 2015, *Fortune Magazine* named Radio Flyer number one in the top 25 best small businesses for which to work.

Early to Bed, Early to Rise, Makes a Man Healthy, Wealthy & Wise

From Aristotle ("*It is well to be up before daybreak, for such habits contribute to health, wealth, and wisdom.*") to Zig Zigler ("*This morning...did you wake up to an alarm clock, or an 'opportunity clock?'*") the idea that the early bird gets the worm is a powerful concept.

If you'd like to make a habit of waking earlier, here are five ideas:

1. You probably already know this, but getting a great night's sleep is the best way to get up earlier. You need to give yourself a full 8 hours, reduce the amount of food you eat before bed, and eliminate night time distractions.
2. Have a morning routine you love, be it a great cup of coffee, a few minutes of yoga, or dancing to disco.
3. Exercise during the day instead of in the evening.
4. Eat consciously. Give your body a chance to use what you feed it instead of working overnight to break it down.
5. Finally, feel passionate about becoming excellent at something. That could be a hobby, starting a business, volunteer work or reading great books.

Clients Of The Month

Congratulations to Rudy Cardenas and Maria Munoz.

Thank you for your trust in allowing me to help represent you in the sale of your home.

Do not look where you fell but where you slipped. – Proverb

Why Do We Call Soft Drinks Soda?

Some call it soda. Others say soft drink, fizzy drink, soda pop, or just pop. But why does it have all these names?

The “soft” in soft drinks is an adjective used in relation to a hard drink.



The beverage is not soft like a pillow. Rather, it is nonalcoholic, unlike a hard drink, which is a distilled alcoholic beverage.

Bathing in and imbibing natural mineral water were ancient practices, said to improve health. Later,

Arabic chemists experimented with soft-drink concoctions that combined these mineral waters with crushed fruit, herbs, or flowers in water. When combined with healthy herbs, soft drinks were said to be therapeutic. Dandelion and burdock — a traditional British soft drink — has been around since at least the 13th century.

The modern-day sugary sweet, calorie-laden soft drinks didn’t develop until the 18th century, when scientists synthesized carbonated water — also known as soda water.

The “soda” part of the word is derived from the sodium salts within the synthesized water, used to reduce the liquid’s acidity. Another term for soda water is seltzer, named for Selters, a German village known for its mineral hot springs.

As the soft-drink industry grew, so did the vocabulary associated with it. Soda was often sold in a part of pharmacies called “soda fountains.” Perhaps it was part of pharmacies as a left-over legacy from being a healthy mineral water. The employees who worked these fountains were called “soda jerks.” This was not meant as an insult. Soda jerks pulled — or jerked — on the machines to draw out the beverage.

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.

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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.

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The Kid Scoop

Brandon (15) is my dedicated Packer watching buddy. Anytime the game is on, he’s ready to root for the green and gold.

Ryan (17) must hold some sort of record for how much pasta he eats each week.

“You have enemies? Good! That means you’ve stood up for something, sometime in your life” - Winston Churchill

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 Order:

- Fax to Dan Kilde at 480-821-4926
- 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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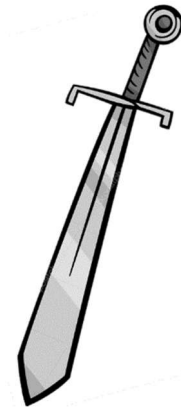
Girl Pulls Sword From Lake—Excalibur?

A 7-year-old girl in Cornwall, England, is making news after reportedly pulling a four-foot sword out of the same lake that King Arthur’s Excalibur blade is said to have been tossed.

Matilda Jones was swimming around Dozmary Pool in Bodmin Moor, Cornwall, when she caught sight of metal beneath the water’s surface, *The Sheffield Star* reported. “She was only waist deep when she said she could see a sword,” Matilda’s father, Paul Jones, told the *Star*.

“I told her not to be silly and it was probably a bit of fencing, but I looked down and realized it was a sword. It was just there lying flat on the bottom of the lake,” he said.

According to one version of the ancient story, Excalibur was presented to him by the Lady of the Lake. The powerful sword, which carried magical powers, could only be possessed by the rightful sovereign of Great Britain. After being mortally wounded, the king ordered the sword be thrown back into the lake, where it was caught by a hand emerging from the water.



Could Matilda’s sword be a thing of history and lore? Her father suspects not. Though its discovery makes for a pretty cool story, he estimated that it’s only 20 to 30 years old. “It’s probably an old film prop,” he suggested.

J.P. Morgan’s Negotiation Tactics

J. P. Morgan loved to negotiate. Once, he told a jeweler friend of his that he was in the market for a pearl stickpin. Some weeks later, the jeweler found a perfect pearl. He put the stickpin in a beautiful box and sent it to Morgan, along with a bill for \$5,000. The next day, a messenger brought the box with the stickpin in it back to the jeweler, along with a note from Morgan:

“I like the pin, but the price is too high,” the note read. “If you will accept my check for \$4,000, which the messenger has on him right now, I will buy the pin.”

Disgusted, the jeweler refused the check, and opened the box to reclaim the pin. Inside the box, the stickpin was missing, and in its place was a check for \$5,000.

If the jeweler had accepted, Morgan would have purchased for \$4,000, but he was clearly willing to pay \$5,000!

The Dog Scoop

The Beagle came out in Buckley. He does not howl much but he did five times the other day when he heard a siren.

Rakesh and Shravanthi say...

"From our home buying experience, we can pretty much guarantee that Dan is the best in the east valley. We really appreciate his patience and knowledge in the industry. He is always punctual and responds to calls and email very quickly. I would also call him a good mentor since he provided lot of suggestions on what to look for during a house hunt. He is very professional and follows each step of the process carefully."

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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