

Life Stuff

A Second Chance

It was long past bedtime, but one little girl could not sleep. Sophie climbed out of bed and quietly crept back to the living room where her tired mom sat, reading with a huge smile on her face and a basket of unfolded, clean laundry on the floor at her feet.

She heard the little girl pad into the room and said, "A book by Erma Bombeck," already anticipating what Sophie was going to ask because moms are like that. (They know everything.) She patted the couch next to her, then started to read aloud to the little girl...

"If I had my life to live over, I would spend more time listening and less talking. I would spend more time on loved ones - and less on work. Spend more time living in my living space - and less cleaning it. Spend more time learning from the older people in my life - and less trying to convince them I already know it all.

Get Some Tips At:
PlanYourArizonaMove.com

INSIDE THIS ISSUE

- How Low Can You Go
- October Quiz Question
- Looks like Bamboo.....Tastes like Salad?
- Up Close and Personal
- Selling With A Bonus
- Provide the Best
- What's the Right Amount to Tip These Days?
- Don't Keep Me a Secret
- Abstract Thinking
- The Dog Scoop
- They Never Gave Up
- The Kid Scoop
- Free Reports
- Did You Know That...
- What's in a Name?

The mom reached over and patted Sophie's shiny curls. *"I would spend more time with the windows rolled down - and less worrying about mussing my hair. I would spend more time having fun - and less being practical. Spend more time finding joy in each moment, spend more time on love and forgiveness- and less on anger and insults. Most of all, given another shot at life, I would seize every minute... look at it and really see it... live it... and never give it back."*

She glanced over and saw that her daughter's eyes were closing on her, but instead of putting her back to bed, she pulled her little girl close and breathed in the moment. The laundry could wait.

Dan

"Success is the ability to go from one failure to another with no loss of enthusiasm."

– Sir Winston Churchill

How Low Can You Go?

A Texas explorer has gone lower than anyone ever before, taking a submersible to a depth of 35,853 feet in the Mariana Trench, according to an article on the *UPI* website. It's a new record, beating the previous by 52 feet.

The team behind the dive believes it has found at least three new aquatic species living under the sea, one of them an amphipod with long appendages.



The explorer, Victor Vescovo, said, "We feel like

we have just created, validated, and opened a powerful door to discover and visit any place, any time, in the ocean - which is 90% unexplored."



October Quiz Question

Q: A "gallybagger" is more commonly known as what?

Everyone who texts, emails or calls in the correct answer by October 22nd will be entered into a drawing for two free Harkin's movie tickets.

(480) 390-5380

danazhomes4sale@hotmail.com

September Quiz Answer

Q: What kind of bulbs have been used as currency?

A: Tulips

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

Looks like Bamboo...Tastes like Salad?

It's drought-resistant and thrives in poor soil conditions. Though it is considered groundcover, it has been known to overtake trees, utility poles, and buildings, and it grows at a rate of a foot a day. What is it? Kudzu.

This non-native plant species first arrived in the U.S. in the 1870s from subtropical regions of Asia. At the time, it was believed that the plant could help farmers prevent soil erosion. People also began growing it on garden structures and even their homes to provide shade and ornamentation. By the 1940s, government subsidies helped farmers plant about 3 million acres of kudzu.

During the years that followed, people began to realize the impact to the ecosystem this transplanted caused. Without native insects and other flora and fauna around, kudzu became impossible to contain. In 1970, the USDA declared Kudzu a weed. Today, it is estimated more than 7 million acres of kudzu are spread across the U.S.

Next year that figure will be higher - but there is hope. Kudzu is edible and the roots, flowers and leaves are all packed with nutrients. Some folks believe you can use the leaves in a salad or cook them like collard greens, as long as the plant hasn't been exposed to any chemicals or herbicides.

UP CLOSE AND PERSONAL

Buckley needed to get a dental cleaning so we scheduled a time for his procedure. I took him in to the vet early that morning and was told they would notify me when he was ready to be picked up. The doctor left me a message that afternoon and said Buckley did well, but they did have to pull one tooth. When I went to pick him up, I paid the bill which seemed sort of high. The lady up front started to go over his care instructions. She said he had some medicine to take and gave me the instructions. Then she said he will need to be on soft food for the rest of his life. I said, "Soft food, really? He just had one tooth pulled out." Then she said, "Oh sorry, these are Bailey's take home instructions, not Buckley's!" I asked if the amount on the bill was correct and she said that it was. She said she would be back with Buckley's take home instructions and went into the back to get them. I then started to look over the breakdown of charges. It showed he had five teeth pulled out, and yes, there was a charge for the four teeth that were still in his mouth. She came back out and apologized and said the bill was also incorrect. I was happy to hear the bill was going to be less and that Buckley could eat regular dog food. So, what's the lesson here? I guess it's something like check your bill and count your teeth.

Have an awesome month!

Dan

Selling With A Bonus

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

After helping Kevin buy his new home, the next step was to get his townhome on the market. Dan and Kevin talked for several weeks about what should be done to his home before selling it. Dan was able to refer a painter, handyman and plumber to Kevin. Kevin spent a lot of time and did a lot of work to get his home ready for sale. Dan expected a lot of showing activity and so wanted to make sure all of the work was complete before listing it for sale. Once Kevin completed the work and moved out, Dan was ready to market his home. Not long after listing it for sale, Dan had four offers for Kevin to review. Dan kept all of the agents informed who had submitted offers on the buyers' behalf to let them know there were multiple offers. This created an auction effect, ultimately getting it sold for several thousand dollars over the listed price. Dan made Kevin well aware that the inflated price was due to the demand and multiple offers and that the home likely would not appraise for the inflated sales price. Kevin was well prepared for a lower appraisal and looked at it as any dollar amount over the sales price would be a bonus. The appraisal ended coming in less than the sales price, but was \$4,000 over the contract price. Kevin was more than happy with the extra \$4000. Dan and Kevin worked together closely to negotiate some of the buyer's requested repairs. Even with doing some repairs, Kevin still had some extra money left over. Preparing your home for sale can make all of the difference in making a successful sale. In Kevin's case, he got a bonus to boot.

If you know someone who could use some help selling their home, just have them call me at 480-390-5380. I would be happy to help them just like I helped Kevin.

Provide the Best

When asked what's "extremely important" for a father to provide, a recent telephone survey of 1,004 American adults resulted in far more than financial support.

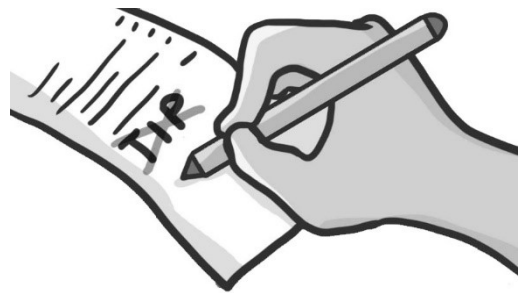
According to a Pew Research Center report:

- 58% Mentioned values and morals.
- 52% Said emotional support.
- 47% Included discipline.
- 41% Mentioned income.

The results follow a very similar trend for mothers, with "values and morals" at the top and "income" coming in last.

What's the Right Amount to Tip These Days?

Waiters and other service staff members depend on tips, so how are they doing? A Harris Poll survey of 2,000 adults conducted for Michelin found that the average of those surveyed claimed to tip 18% for good service. Getting more specific, 70% said they usually left a tip of 15-20% when service was good, and about 1 in 10 tipped 20% or more. Only about 1% confessed to leaving nothing.



Age is a factor in how much people tip, too. Thirty percent of survey participants aged 18-24 admitted they frequently tipped less than 15% even when the service was good, but only 16% of adults 35 and older said the same.

Confusion also plays a role. Many people said they thought the tip was already included in their bill, while others thought there was a required threshold before they had to tip a higher percentage.

Clients of the Month

Congratulations to **Bob and Janet Denhardt** on the purchase of your home.

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

Thank you, John and Connie, for referring them to me.

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.

Abstract Thinking

The key to innovation and creativity is to train yourself to look at questions from different angles. Opening your mind to innovation and creativity by looking at questions from different angles can be hard to do at first, but here are a few practice questions from the book *Warmups for Meeting Leaders*, by Sue Bianchi, Jan Butler and David Richey:



What shape is a wish? What would happiness look like if it were something physical? What color best represents today? What does blue look like?

What does a rainbow feel like? What color is the smell of your favorite dessert? What is the distance of your life so far? What is your favorite sense?

The Dog Scoop

Buckley has an itch twitch. Every time he knows he is going for a walk, he scratches the same spot with his back leg.

They Never Gave Up

Many of the world's biggest successes overcame repeated failures before they succeeded. Consider these examples:

- R.H. Macy failed seven times before his store in New York caught on.
- Novelist John Creasey got 753 rejection slips before he published the first of his 564 books.
- Thomas Edison was thrown out of school in the early grades when the teachers decided he couldn't do the work.
- President Harry S. Truman went broke in the men's clothing store he started.
- When Bob Dylan performed at a high school talent show, his classmates booed him off the stage.
- W. Clement Stone, successful insurance company executive and founder of *Success* magazine, was a high school dropout.

– From IdeaBank

The Kid Scoop

I picked up Ryan (19) from his rental home to take him to his haircut appointment. On the way he asked if I had any money. He got a free haircut and a free lunch.

Brandon (17) has been enjoying his fall break with two weeks and two days off of school. The shorter summer breaks pay off when the school year breaks come around.

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
- 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.

Did You Know That...

- ? Each day we breathe about 23,040 times and move around 438 cubic feet of air?
- ? Researchers have found that stressed rats emit a different odor than non-stressed rats. And in response to the odor of the stressed rats, the unstressed rats have a “physical, analgesic response, so that they will be prepared for pain.” So there is the possibility of “the smell of fear” or the “smell of danger” being a reality.
- ? A human has five million olfactory cells, but a sheepdog has 220 million and can smell 44 times better than a human.
- ? A sneeze travels at 85% the speed of sound.
- ? That humans have about 10,000 taste buds, rabbits have about 17,000 and cows have about 25,000.
- ? When humans taste things it works like this: We taste sweet things on the tips of our tongues, bitter things at the back, sour things on the sides and salty things all over the surface.
- ? Our taste buds wear out every week to 10 days and are replaced, but at a slower pace once we hit our mid-40s.

– Adapted from *The Natural History of the Senses* by Diane Ackerman

What’s in a Name?

Language is constantly in flux. Words change their meanings over time, which can be obvious to anyone reading Shakespeare or Dickens. As a case in point, consider the colonial origins of these common words, as explained in *Words They Lived By: Colonial New England Speech, Then and Now*, by Joan P. Bines:

- **Backlog.** In colonial times, this was the largest log in the fire, placed in the back to provide the most warmth while cooks built smaller fires in front that they could regulate more efficiently. Thus, something held back in reserve.
- **Humble pie.** Long ago, this was a pie made from the entrails of deer, which were called the “humbles” and eaten by servants, not the upper crust.
- **Smug.** This used to mean well-dressed, instead of the current usage signifying obnoxious self-satisfaction.
- **Wallet.** This would have referred to a knapsack big enough to carry clothes and provisions for a trip of several days.

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

Cater says...

"Real estate agents are a dime dozen in the valley and it's hard to set them apart. However, Dan Kilde has been our family realtor for YEARS and we trust him to look out for us at every turn. I bought my first house from him in 2012 and sold it in 2018. I thought he was great even then. Come 2019 I found myself a single mom looking to start out on her own and Dan was there every step of the way. Numerous showings a week for several weeks until I found the right home for my small family. Dan never once complained or showed any signs of losing hope that we would find something within my budget and within a HOT sellers only market. If you want someone who is honest and forthcoming as well as caring then please contact Dan! My parents have known him for years and have trusted him and I too could think of no one better to help find the right home and the right fit. His experience and referral sources speak for themselves. But what really matters is his clients!"

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

Copyright 2019 Dan Kilde. This information is solely advisory and should not be substituted for legal, financial or tax advice. Any and all financial decisions and actions must be done through the advice and counsel of a qualified attorney, financial advisor and/or CPA! I cannot be held responsible for actions you may take without proper financial, legal, or tax advice!



Life Stuff

Dan Kilde

Infinity & Associates Real Estate

2450 S. Arizona Avenue #1

Chandler, AZ 85286

480-390-5380

danazhomes4sale@hotmail.com