

Just 96 Seconds!

Is it best to sell now or wait?

With home inventory being low, home prices are up. And with more buyers than sellers, it's a profitable time to be a seller.

This strong seller's market will eventually change as both interest rates and home inventory go up, and ultimately consumer confidence will go down. It's basic supply and demand economics.

We know interest rates have started going up and will continue to rise this next year. This is what makes NOW such a good time to sell if selling is in your not-too-distant future.

If you know anyone in this situation that might be selling their home, please take 96 seconds to send me your referral (really, I timed it...just 96 seconds!). They may be able to make thousands of dollars more by not waiting and thank you for giving them a nudge.

I promise I'll be short (and friendly) and ask if they'd like more information.

Enthusiastically,

Dan

Please send their information back to me using the address below, call/text me at 480-390-5380, or email danazhomes4sale@hotmail.com.

Ready, set...go... Just 96 seconds! Send to Remax Infinity: Attn: Dan Kilde 2450 S. Arizona Ave. Chandler, AZ 85286

Your Name

Their Name

Their phone/email

How you know them and any other helpful information

Their address (optional)



Life Stuff

News To Help You Save Time And Money

September 2018

An Act of Kindness

At a management training session for a convenience store chain, the instructor conducting the training posed the question, "What made you stay with the company long enough to become a manager?"

A recently promoted woman fielded the question. Her answer was simple: a \$20 baseball glove.

The new manager said she'd taken the job as a clerk with the convenience store only until she could find a better job offer. But on her second day at work, she received a phone call from her nine-year-old son. His Little League baseball team had started their season and he needed a new baseball glove because his old one was just too worn and tattered to get through another year.



The mother explained to her son that she didn't have enough money to buy him a new glove and that it would have to wait until she'd finished paying off her bills. The next day the convenience store manager called her into his office. Since she was a new employee, she was afraid she'd done something wrong.

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Instead, the manager handed her a box and said, "I overheard you talking with your son on the telephone yesterday. I know you have bills to pay, but I also recognize that sometimes kids can't understand that. I realize we can't pay you what you're worth here, but I just wanted you to know that we care."

– Adapted from *Chicken Soup for the Soul at Work* by Jack Canfield, Mark Victor Hansen, Maida Rogerson, Martin Rutte and Tim Clauss

Sometimes, it's the little things that show you care the most.

~ Dan

Staying Up Late Is Bad for Your Health

Benjamin Franklin's advice, "Early to bed and early to rise makes a man healthy, wealthy, and wise," turns out to be true—at least the "healthy" part. A British study of genes and health analyzed surveys of more than 400,000 people and found that night owls have a 10% higher risk of death over a 6.5-year period than early risers, according to an article on the NBC News website.



The negative impact of burning the midnight oil doesn't depend on how much sleep you actually get—both night owls and early risers reported getting the same amount—but on the fact that it throws the body's natural rhythms off track. Also, the study found that people who stay up late are more prone to eat fattier foods and drink more alcohol. In addition, staying up late at night has been shown to increase depression and mood disorders, especially among people 50 and older.

September Quiz Question

Q: *Why do we call a herd of cows 'cattle'?*

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

(480) 390-5380
danazhomes4sale@hotmail.com

August Quiz Answer

Q: *Are there more dogs or cats in the world?*

A: *Dogs.*

This was a tricky one, so all answers were entered. **Monika Kassees** was this month's quiz winner, and she won 2 free Harkin's movie tickets!

5 Big Deal Breakers for Hiring Managers

Among the you-should-know-better-by-now blunders, JazzHR's survey of more than 500 hiring professionals revealed these insights:

- 90% of hiring professionals would disqualify a candidate if they simply touched their phones. Turn your device off and put it away.
- 81% of respondents agree that badmouthing a previous employer or employers is bad news. Stay positive throughout the interview.
- 80% would not hire a candidate with visibly bad hygiene. Bad hygiene tends to give the impression of sloppy work habits.

The Dog Scoop

Buckley was chasing the little red dot around from my laser beam. I don't know if that was very nice to do to him, but it was entertaining.

- 76% would show a candidate the door if they appeared arrogant. Bosses need to know you're humble enough to be willing to learn and take responsibility for mistakes.
- 71% wouldn't hire a person who missed the dress code memo. Look at what others in the company wear and match it, or dress just a bit better for the interview.

UP CLOSE AND PERSONAL

I recently cleaned through my office and found some old paper clips, file folders, sheet protectors and many other things that I really don't use much anymore. With most of my business being done electronically now, there is really not a need for things like paper clips. It's amazing what you can find when you clean through a room. I really wonder why I had kept so many papers and things I didn't need. Part of keeping so much is that it's not the normal daily routine to sort through and organize. It's much easier to just keep things the way they are rather than take the time to "clean house." I have to say, once I got rid of so much stuff, I felt relieved and freer. Oh, and I even found an old scorpion I had wrapped in clear tape from many years ago. If you are wondering why I was keeping that, it was mostly just for fun using it to pull a few pranks every once in a while. It's crazy how such a little thing can make people jump so much. Don't worry, he has been tossed in the trash and will no longer be used for entertainment. If there's cleaning and organizing you have been putting off because it just seems too overwhelming, start with one room. Once you get one room done, I think you'll be pleasantly surprised and energized to do more.

Have an awesome month!

Dan

That's True Love

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

Dan had been in contact with Dick and Ramona Lee for over a decade. Ramona Lee had become very ill and her prognosis was not good. Dick took care of her and was by her side each and every day until she passed away. Shortly after her passing, Dick told Dan it was time for him to downsize. They had a large home with a swimming pool, and the overall maintenance was just too much for Dick. Dick had spent the past several years caring for his wife, so there were things with the house that he was not able to keep up with like he would have liked to. With so much time and effort caring for his wife, he did not have the energy or desire to do anything with the house. Dan suggested some minor changes before selling, and then came up with a marketing strategy to sell his home in "as is" condition. Shortly after getting the home on the market for sale, Dan had 3 offers on Dick's home. Dan sold it for several thousand dollars more than the asking price, and Dan negotiated the home to be sold in "as is" condition. To his surprise, Dick got more money than he ever thought he would have gotten.

If you know someone who would like to get their home sold with a proven strategy, have them call me at 480-390-5380. I would be happy to help them just like I helped Dick.

"Success is going from failure to failure without a loss of enthusiasm." – Winston Churchill

Be an Empathic Friend to Those in Need

Parents grieving over the death of a son or daughter are more likely to experience depression, illness, and marital issues resulting in divorce. Often, friends don't know what to do or say to those coping with such a loss. Here are a few things you can do any time of the year to reach out to a family in mourning.

- Show support. There is no timeline for grief, but the weeks and months following a funeral or memorial service are when your friends will need your love and support most. Holidays and birthdays will be challenging times as well. Volunteer to cook a meal, do the grocery shopping, or handle an errand.



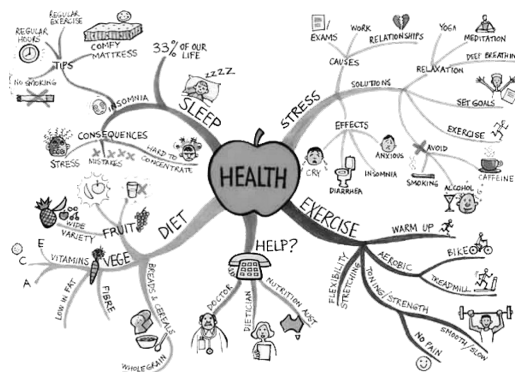
- Share happy memories. Whenever appropriate, help your friends remember the good times by sharing positive memories you have of their loved one.
- Be empathetic. Even if you have experienced a similar loss, grief is a unique experience shaped by the relationship of the parties involved. There is no way you can know what your friends are feeling. Still, people need a safe space to laugh, cry, vent, and make sense of things. Be available to listen without judgment or interjecting your opinion.

In time, the heartache this family is experiencing will not be such an overwhelming force in their lives. Let your love and support give them the strength to believe that better days are ahead.

Draw a Map for Creative Results

Lists are great for organizing your day, setting priorities, and making sure you don't forget important tasks. However, they don't work that well when you're trying to be creative—like when you want to come up with a transformational idea or a game-changing solution.

Instead of a list, try drawing a map. Start at the center of a sheet of paper with your problem, or the situation you want to change. Start writing ideas around the central point. Plant similar thoughts near each other, but at some point, step back and look for connections between separate ideas. Chances are you'll discover links you didn't expect, and by putting them together you'll come up with a new approach that a straight-line strategy wouldn't have produced.



Thank You!

Thank you for your continued support and referrals. I really enjoy serving your friends and family instead of advertising.

You can easily refer someone
to me by calling/texting
480-390-5380 or emailing me at
danazhomes4sale@hotmail.com

5% Makes a Big Difference

If you're overweight, you may be intimidated and overwhelmed by the thought of just how many pounds you have to lose in order to get healthy. How much is enough? Twenty pounds? Thirty?



Good news: According to NBC News' Better website, losing just 5% of your body weight can have significant health benefits. It can decrease your total body fat, including visceral fat that hugs your organs, as well as liver fat. In addition, it can lower

your blood pressure and also increase your insulin sensitivity—all of which can cut your risk of developing type 2 diabetes.

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

No Bones About It

A doctor wanted to instruct his new intern in skeletal anatomy. The intern was sent to collect a new skeleton from the central storehouse. When he returned to the doctor's office, there was a long queue of patients waiting. As the intern wrestled the skeleton through the office door, he became aware of people staring at him. He gave them a smile and said, "I am just bringing him to the doctor." An old lady said impishly, "My dear! Isn't he a bit late for the doctor?"



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
- 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.

Fun Animal Facts

Despite its great strength, the octopus tires easily. The oxygen-carrying component of its blood, hemocyanin, is copper-based and less efficient than the iron-based hemoglobin of humans. Therefore, a struggling octopus will quickly go into oxygen deprivation, and become lethargic.

Despite its hump, a camel has a straight spine

Amphibians see no color; they perceive only black and white.

Insectivores are animals that eat insects. They include shrews, moles and hedgehogs.

Invertebrates are animals that don't have a backbone. Most animals are invertebrates – 98 of every 100 animal species falls into this category.

The Kid Scoop

Brandon (16) and I went on our annual Father-Son campout with our church. We have gone for about the last 13 years.

Ryan (18) has been working very diligently on some animation videos and just launched his YouTube channel.

Lincoln Settles a Problem

The following excerpt is taken from *The Abraham Lincoln Joke Book* by Beatrice Schenk de Regniers. Lincoln told anecdotes and jokes when he needed to prove a point, help him answer a question or cheer up people:

Abraham Lincoln ran a legal practice, but he never encouraged litigation that was unnecessary. One day, as Lincoln was working at his practice, an impassioned man entered the establishment. He pleaded with Lincoln to bring suit against a man who was impoverished and in debt.

The man wanted to sue the debtor for \$2.50. Lincoln tried to reason with the man, but the angry man was set on getting his revenge. When Lincoln saw that he could not talk the man out of bringing the lawsuit against the debtor, he slyly asked for \$10 in legal fees to head up the lawsuit. The man paid the money to Lincoln.

Lincoln then quietly hunted down the debtor and gave him half of the legal fee. The debtor used part of the money to pay off the man who brought the lawsuit against him. In this way, the man who brought the suit was completely satisfied that justice had been done, the debtor got out of debt, and Lincoln probably had a good laugh about it all.



On Love

"Love. What a small word we use for an idea so immense and powerful. It has altered the flow of history, calmed monsters, kindled works of art, cheered the forlorn, turned tough guys to mush, consoled the enslaved, driven strong women mad, glorified the humble, fueled national scandals, bankrupted robber barons, and made mincemeat of kings." – Diane Ackerman

Mary Ann says...

"It was time to sell my rental property of over 40 years. I was wanting it sold before I left town, and Dan did not disappoint me. His perseverance and professional expertise made it happen."

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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Dan Kilde

RE/MAX Infinity

2450 S. Arizona Avenue #1

Chandler, AZ 85286

480-390-5380

danazhomes4sale@hotmail.com