

Life Stuff

News To Help You Save Time And Money

September 2019

Lesson on the Path of Life

There once was a very wealthy king. Known for his mischievous streak, the king would often stave off his boredom with practical jokes. One day, he had a huge boulder placed in the middle of a road. Then, he hid nearby to see if anyone would try to remove the gigantic rock from the road.

The first people to pass by were some of the king's wealthiest merchants and courtiers. Rather than moving the boulder, they simply walked around it and loudly proclaimed that the king must be up to one of his tricks. A few merchants complained that someone ought to be maintaining the roads. Many people just silently walked around the giant rock. Not one of them tried to move the obstacle from the road.

Finally, a peasant came along, carrying a huge basket of flavored oils. He had worked hard to infuse rosemary and sage into the oils, and he planned to sell them to the royal cook. When he got near the boulder, the peasant put down his heavy load and tried to move the stone to the side of the road. It took a lot of effort but he finally succeeded in rolling it out of the way so nobody would get hurt.

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PlanYourArizonaMove.com

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After the peasant hoisted his basket and was ready to go on his way, he saw a pouch lying in the road where the boulder had been. He put the basket back down and opened the pouch. It was stuffed full of gold coins. Attached to the inside was a note from the king stating that the gold was a reward for moving the boulder from the road.

The king showed the peasant what many of us never understand: every obstacle presents an opportunity to improve our condition.



Dan

*"It's hard to beat a person who never gives up."
Babe Ruth*

How to Be Happy at Work

Most jobs aren't perfect, but that doesn't mean you have to be miserable all day. Monster.com offers these tips for making it through the day with a positive outlook:

- **Keep personal problems at home.**

Concentrating on work will help you remember that you're capable and competent, which will improve your mood throughout the day.

- **Build a workplace nest.** Decorate your office or cubicle with some simple things that make you happy like photos of your family, brochures for a vacation you'd like to take, items that motivate you, and the like.

- **Create a workplace support system.** Make friends with co-workers who give off positive vibes. Talk about what you enjoy and focus on tasks that you look forward to completing.

- **Get organized.** Eliminate clutter and plan your day so you can succeed and feel good about it.

- **Move around!** Get up often for a walk around the workplace to get your blood flowing and say a quick hello to co-workers along the way. Take a walk at lunch for some fresh air. Exercise improves your mood as well as your health.

- **Eat right and drink lots of water.** Pack lunches that are high in fruits, vegetables and protein. Drink plenty of water to stay hydrated throughout the day.

- **Don't try to change your co-workers.** Minimize your contact with negative people and learn what makes your co-workers tick. You might make a friend for life!

September Quiz Question

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

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

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August Quiz Answer

Q: *Is it legal to drive barefoot in Arizona?*

A: Yes

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

New Office Name

Our office has changed names to ***Infinity & Associates Real Estate***. Same location, same ownership, same service, and the same contact information. The only thing that has changed is the name. Everything else is the same.

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UP CLOSE AND PERSONAL

Is patience out of fashion? We live in a hurry-up, get it done, yesterday world. We make instant oatmeal, we pace in front of the microwave waiting for our food, and we get an instant answer from Google on any question we ask. Have you heard of the "marshmallow experiment" done at Stanford University back in the 1960's? One at a time, hundreds of four-year olds were brought into a room where they were given their choice of treats, including marshmallows. They were told they could have one treat right away. Or, they could wait longer while the researcher stepped away and then have two treats once the researcher returned. Some could not wait at all, and most held out for an average of 3 minutes. To get the better reward, about 30% of the kids held out for 15 minutes! A dozen years later, when these kids were in high school, lead researcher Walter Mischel tracked them down. He asked their parents, teachers, and academic advisors how well these students were thinking ahead, coping with problems, and getting along with peers. The results were amazing. The kids who could wait had fewer behavior problems, handled stressful situations more successfully, were better able to pay attention, and found it easier to maintain friendships. Their SAT scores were an average of 210 points higher than the others. Clearly, good things come to those who wait. Next time, I think I'll choose the longest line at the grocery store and see what happens 😊.

Have an awesome month! *Dan*

It's Not Always the Highest Bidder

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

Cater was ready to buy a home. After talking with Dan, she knew it would be a challenge to find a home in her price range in the area she wanted to live. Homes were selling very quickly, and many times there were multiple offers. Dan set up a personalized home-search website for Cater. After looking at a few homes, she wrote an offer on one but did not end up getting it accepted. Then she found another home she really liked, but after getting her offer accepted, she ended up cancelling the contract after the home inspection revealed way too many repairs that needed to be done. Then she found another home that she wanted more than anything. It was in the perfect location at just the right price. Dan quickly wrote an offer the first day it was on the market. There ended up being four offers on the home that day, with six more scheduled showings. Even though Cater's offer was not the highest offer, Dan got a call from the listing agent saying they would like to give Cater an opportunity to buy the home. When Dan asked the listing agent why they were giving Cater a chance with better offers on the table, she said Dan's experience showed with a stellar written email along with presenting such a thorough offer package. She had also talked to the escrow agent at the title company who raved about Dan. The listing agent said she just had a feeling it would be a very smooth transaction working with Dan. Not only was it a smooth transaction, but the listing agent was thoroughly impressed with Dan's title company going above and beyond for her out of the country seller. The sale went like clockwork, and Cater is one happy homeowner. She was thrilled her offer was accepted.

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

Dig Deep to Find Success

Most of the advice for success you find is familiar and predictable: work hard, be persistent, network, never stop learning and so forth. Here's some counsel from the *Ladders* website that may surprise you:

- **Know what you want.** This is seemingly simple advice, but to make it work, you've got to ask yourself what you want. The first few answers will be superficial: "I want more money. I want a new car. I want a better job..." Dig deep to get to what you're really looking for: "I want to serve others. I want to make a difference in the world. I want to help people find their inner strength." Follow *that* goal.
- **Look at your crossroads.** We all remember moments when we made a crucial decision that shaped the rest of our lives. Go back to one and explore it. Write down the decision in a few paragraphs, then consider the factors, emotions, events, and concerns that led to that choice. Would you make the same decision today? Why or why not? This will help you make better career and life decisions in the future.
- **Examine your history.** Take a long view of your past. How did you end up where you are now? Who helped you? What activities consumed most of your time and attention? How have your dreams changed? A thorough understanding of where you came from will help guide you on your path to future success.

Interstellar What?

The latest movie previews may feature a flick about the world being struck by an object from deep space, but scientists believe it's already happened— just five years ago. The CNN website reports that two Harvard researchers think a meteor that entered Earth's atmosphere in January 2014 may have come from interstellar space.

The meteor, no bigger than a yard across, burned up over Papua New Guinea after hitting the atmosphere at 37 miles per second. The science team calculated the meteor's trajectory based on its speed and concluded that it originated outside our solar system, perhaps a long time ago in a galaxy far, far away.

The Dog Scoop

Buckley likes to chase and bark at the lizards on the block fence in our backyard. Of course, they are much faster than him.

WELCOME NEW CLIENTS

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

+ **Christian and Jessica Lewis**
(Referred by Mike and Evelyn Lewis)

+ **Drew and Lora Timm**
(3rd time client)

+ **Tim and Barb Edwards**
+ **Glenna Ferrell**
(7th time client)

+ **Kevin Liegel**
(3rd time client)

+ **Gabby Shaul**
(Referred by Diana Colburn)

+ **Cater Lee**
(3rd time client)

Thank you all for your trust and support!

"It is not death that a man should fear, but he should fear never beginning to live." – Marcus Aurelius

Lofty Goals

A helicopter crash left Kirstie Ennis with spinal damage, a traumatic brain injury and a shattered left leg that would eventually be amputated above the knee.

However, Ennis refers to the day of her accident in June 2012 as her Alive Day because, though her life would change in many ways, she was still here to enjoy it. As she recovered from her injuries and began to rebuild her life, she found comfort and purpose in all the things she loved and could do.

She has since snowboarded in the Paralympics, walked across the U.K. in honor of wounded and fallen soldiers and even worked as a stuntwoman in the movie Patriot Day. She then set her sights much higher.

Ennis plans to be the first woman with a knee amputation to summit the highest mountain of each of the seven continents. Since 2017, she has conquered Kilimanjaro in Africa, Carstenz in Oceania, Iliniza Norte in Ecuador and came close to finishing Everest but had to turn back due to a shortage of oxygen.

Ennis believes that you are the only person who can determine your abilities and disabilities.

Tolerance for Caffeine Is in Your Genes

The amount of coffee you drink may be based on your genetic makeup. A study by an international team of researchers, written up in the journal *Scientific Reports*, identified a gene that regulates the expression of other genes connected to caffeine metabolism.

The gene, PDSS2, hampers cells' ability to break caffeine down, which causes it to remain in the body longer. Thus, people with the gene will feel the effects of caffeine longer, reducing their desire for more.

The Kid Scoop

While Kim and I were out of town, we got this text from Brandon...

"Ryan called me 40 times while driving and made me spill his soda because it was so distracting. Who should clean it up?"

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.

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The scientists examined genetic data from two groups of people in Italy, and they asked participants to record how many cups of coffee they drank each day. People with a variation in their PDSS2 gene tended to drink less coffee than those without the variant. The study was replicated in a similar study carried out in the Netherlands.

"Be interested instead of interesting." Anonymous

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.

Good Medicine

"I don't know what it is, doc," the nervous young man said. "I just don't feel good."

The doctor examined him and ran some tests. After consulting with her nurse, she came back into the examination room with three large bottles of different-colored pills.

"OK," the doctor said. "I want you to take one blue pill with a large glass of water every two hours. Also, go ahead and take one green pill with a large glass of water every three hours. Finally, take one of the yellow pills, with a large glass of water, every four hours."

"Geez, that's a lot of pills," the patient said. "What's the matter with me?"

"You're not drinking enough water."

Client of the Month

Congratulations to Kevin Liegel on the sale of your home.

Thank you for your trust in allowing me to help represent you with yet another sale.

Poochie Power



It's a happy day when a lost dog finds its way home, but how does it get back? A New York Times article offers two explanations:



It could be that a dog's hypersensitive sense of smell allows them to create a map of scents around their neighborhood, using gardens or grocery stores and human aroma as markers.



Or, it could be that they are sensitive to magnetic orientation. One study of dozens of canines observed that dogs tend to adopt a north-south orientation when they relieve themselves outside in an open area, but that preference vanished when the magnetic field around them was disturbed.

How's Business...??

PEOPLE ASK ME ALL THE TIME HOW BUSINESS IS GOING. I STRUGGLE WITH THE ANSWER TO THAT QUESTION. MY BUSINESS DOES WELL BECAUSE OF YOUR REFERRALS. **WITHOUT YOUR HELP, MY BUSINESS WILL DIE.** BECAUSE MOST OF MY BUSINESS COMES FROM REFERRALS, I DON'T NEED TO SPEND VALUABLE TIME LOOKING FOR NEW BUSINESS. THIS ALLOWS ME TO SPEND THE NECESSARY TIME WITH YOUR REFERRALS, MAKING SURE THEIR NEEDS ARE BEING MET. **I NEED YOUR HELP.** I HAVE GREAT SYSTEMS IN PLACE TO GIVE YOUR REFERRALS THE WORLD CLASS EXPERIENCE THEY DESERVE. **I CAN'T DO IT WITHOUT YOU.** 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 3 TO 6 MONTHS. 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.

Rachel says...

"Dan is the Man! My mom became ill and had to relocate suddenly from her beloved Mesa, Arizona to be closer to family. Dan handled the sale of her home effortlessly, professionally and with the utmost respect to my mom during a difficult time. He works with integrity and explained the process every step of the way. He is knowledgeable and worked through several home repair issues, always keeping us informed and advised with what to expect next. It was a challenging home sale (due to homes age and wear and tear) and he made the entire process move forward smoothly. His negotiation skills are top notch. He is a master at his craft!! Give Dan a call and put your mind at ease!"

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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