

Life Stuff

The Reward That Keeps on Giving

His name was Fleming and he was a poor Scottish farmer. One day, while trying to eke out a living, he heard a cry from a nearby bog. He dropped his tools and ran to the bog. There, mired to his waist in muck, was a boy, screaming and struggling to free himself. Farmer Fleming saved the lad from what could have been a slow and terrifying death.

The next day, a fancy carriage pulled up to the Scotsman's sparse surroundings. An elegantly dressed nobleman stepped out and introduced himself as the father of the boy that Farmer Fleming had saved.

"I want to repay you," said the nobleman. "You saved my son's life."

"No, I can't accept payment for what I did," the farmer replied, waving off the offer. At that moment, the farmer's own son came to the door of the family hovel.

"Is that your son?" the nobleman asked. "Yes," the farmer replied proudly.

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"I'll make you a deal. Let me take him and give him a good education. If the lad is anything like his father, he'll grow to a man you can be proud of."

And that he did. The farmer's son graduated from St. Mary's Medical School in London, and went on to become the noted Sir Alexander Fleming, the discoverer of Penicillin.

Years afterward, the nobleman's son (the one rescued from the bog) was stricken with pneumonia and was saved by Penicillin. The nobleman's son's name? Sir Winston Churchill.

You never know what effects you'll have on the world tomorrow by your actions today.

Dan

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.
- 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.

September Quiz Question

Q: *What is the hottest planet in the solar system?*

Everyone who texts, emails or calls in the correct answer by September 25th will be entered into a drawing for two free Harkins movie tickets. (current winner eligible after 2 months)

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August Quiz Answer

Q: *What does a funambulist walk on?*

A: *A tightrope*

Congratulations to Alison Quinlivan. Her name was drawn out of all of the correct quiz entrees, and she won two free Harkins movie tickets.

Consumers Prefer a Human Touch

Electronic self-service may be the wave of the future for many organizations, but lots of consumers are bucking the trend. The CRM Buyer website reports that researchers surveyed more than 24,000 consumers in 12 countries about customer interactions, and here's what they found:

- 80% prefer customer service from a human instead of an automated system.
- 83% say that interacting with a customer service rep is important on the phone or in a store.
- 68% believe they're more likely to get a better deal when negotiating in person instead of online.
- 18% say they would renew products or services because of good personal customer service, even if they were more expensive.



UP CLOSE AND PERSONAL

Every once in a while, we go through our home and get rid of things trying to de-clutter. Kim got in de-clutter mode and informed me she was going to go through the house and get rid of things. I thought, "Uh, oh, what do I need to hide so it doesn't disappear." In all fairness, she does consult with me before getting rid of things. One day she wanted to go through all of our music CDs (that was code for going through my CDs because I have several hundred of them). As we started to go through them, I started stacking all the ones I was going to get rid of. Pretty soon I had a stack of over a hundred of them. Then she says, "You don't have to get rid of all those." Well, it was time. My collection started as a kid and I have been hauling them around since then. I'll admit that I have not listened to most of them for a long time, even though we do have a cd player. I figure if I really want to listen to something I give away, I can find it online and listen there or just ask Alexa to play it (if you don't know who Alexa is, just ask one of your grandkids ☺). In the end, I ended up not only getting rid of a bunch of music CDs, but also many old music cassette tapes (if you don't know what a cassette tape is, just ask your grandparents). In total I got rid of about 150 CDs and about 150 cassette tapes. We still have a couple hundred CDs and a few old cassette tapes as a back-up, just in case the internet goes down. I should probably be more concerned about having extra water on hand than music to listen to. Oh well, if it gets to that point, I can always pull out an old blues CD and start singin' the blues.

Have an awesome month!

Dan

Wait for It

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

Doug and Jane were currently renting a home. They wanted to buy their first home and wanted it to be in a specific location near their church. After looking for a couple of months, they were discouraged at what they saw in their price range. Nothing really seemed to fit what they were looking for. Either the location wasn't good or it was just too much money for the condition. Dan kept them informed of any new listings that came on the market. After several more months of looking, Dan showed them a home that sparked an interest. It was a bit of a fixer-upper that needed some paint, new flooring, landscaping, etc... It was in a nice neighborhood, and the price was within their budget. Dan found out some information that the seller was very motivated to sell their home. Dan helped Doug and Jane negotiate a great price, and they bought it for several thousand dollars under market value. Once the home is fixed up, it will be worth even that much more. This goes to show that patience and perseverance can pay off.

If you know someone that is not in a hurry and willing to wait to find a good value, just have them call me at 480-390-5380. I would be happy to help them just like I helped Doug and Jane.

Put Your Money in the Right Charity

You don't have to be rich to spread the wealth. Just be discerning when you give to philanthropic organizations. Ask these questions before you write your check:

- **Do principles match actions?** Does the organization have people who are totally committed to doing good in the world? Organizations and people can give away a lot of money, but if their personal or professional actions don't reflect higher values, it will eventually undermine their causes.
- **Is the organization original and imaginative?** If an idea makes you say, "Wow!" or makes you laugh, then it's probably a good candidate for your support.
- **Does the organization take a long view?** Find organizations that take a strategic view of what they do based on the past and the future.
- **What's the organization's profile?** Some of the best organizations don't get much attention because they're smaller and less likely to be influenced by other groups, or dominated by people who give them big money. They can still do good work, though. Don't let the big organizations get all your donations.

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.

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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Sleeping Too Much?

An article on the *Medical News Today* website notes that six to eight hours of sleep is considered necessary for most adults. Sleep deprivation can contribute to severe health conditions.

However, data from more than 116,000 people participating in the *Prospective Urban Rural Epidemiology* (PURE) study found that people who sleep more than eight hours a night are at advanced risk of cardiovascular disease and premature death.

The risk is 5% higher for those who slept eight to nine hours per night, the study found. For those who slept nine to 10 hours, the risk of heart and blood vessel problems rose to 17%, and those who reported sleeping more than 10 hours were 41% more likely to develop cardiovascular problems and premature death.

"Without ambition, one starts nothing. Without work, one finishes nothing. The prize will not be sent to you. You have to win it." — Ralph Waldo Emerson

Advice for Building Muscle

The key to building lean muscle is strength training. If you've been lifting weights without seeing a transformation to your body composition, you may not be lifting the right amount of weight, or doing enough sets, reps, or a combination of the two. Here's what you need to do to burn fat and build lean muscle mass.



- Split your workout days into heavy, medium, and light to encourage "muscle confusion" and reduce plateaus.
- Heavy weight day: Do three sets, decreasing the amount of reps in each set. Start with 10 reps, decrease to eight reps in your second set, and your final set should be only six reps. Be sure to take one and a half to two minutes rest in between each set. Add one set of a different type of strength training, such as planks or resistance bands.
- Medium weight day: Do three sets of 12 reps, taking 45-60 seconds of rest between sets. Mix in one set of an alternative type of strength training.
- Light weight day: Do three sets of 15 reps with 45-60 seconds of rest in between each set.

Bypass Roadblocks to Success

Developing leadership potential is often a matter of identifying and overcoming common obstacles that prevent people from moving forward. Some are institutional; many are self-inflicted. Keep a look out for these self-defeating behaviors:

Lack of goals. Good leaders have a firm vision of where they want to go and how they expect to get there.

Deceptive self-knowledge. Don't try to fool yourself and others into thinking that you're great at everything. Work on spotting your strengths and weaknesses so you can make plans and delegate accordingly.

Selfishness. If you hoard information, resources, or time from others, they'll learn to do the same, and nobody will be able to achieve important goals.

Muddled ethics. Second-rate leaders think and act as if the world has one set of rules that applies to them and one for everyone else. Be a top leader by holding to high ethical standards at work and throughout life.

The Kid Scoop

Brandon (20) moved into his apartment for his junior year of college and hung a fifty-inch TV on his bedroom wall. The TV was almost larger than the wall.

Ducking responsibility. As a leader, your job is to make decisions. Don't try to avoid taking a stand and being accountable for your actions.

Negative thinking. Concentrate on the positive possibilities. Don't assume the worst of every plan, or focus on people's weaknesses and faults.

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
- ❑ Go to Dan's website at www.PlanYourArizonaMove.com
- ❑ E-mail Dan at danazhomes4sale@hotmail.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.

Going Meatless

Meat isn't automatically on the menu these days, according to the *Lansing State Journal*. A Michigan State University Food Literacy and Engagement poll found that approximately 41% of Americans say they're likely to buy artificially produced forms of meat that look and taste like the real thing. This is up from 33% in 2018.

The survey looked at people's understanding of the relationship between food and climate change. One finding: Fewer than 50% of people surveyed realized that eating plant-based foods can help reduce greenhouse gas emissions.

Meatless meat was originally made from beans, soy, cauliflower, and the like. Newer versions feature plant-like "meat" designed to resemble traditional meat.

Meat grown from cells in labs are a potential future option, though none are commercially available in the U.S. right now. Still, 35% of Americans say they're likely to buy some when it comes out.

The Dog Scoop

Buckley got a growth on his neck removed. While I was talking to the vet in the lobby, Buckley slipped out of his leash and ran into the back room. He must have seen a cat or just wanted to get the procedure over with.

Benefits of Daydreaming

Some people think daydreaming is a waste of time, but it can be a powerful tool for sharpening your creativity. *The Entrepreneur* magazine website spells out why:

- **Motivation.** Daydreaming about something you'd like to do can increase your motivation to go out and do it. It helps you visualize your goals and structure your thoughts.
- **Visualization.** Use your daydreams to go into detail about your goals so you can identify possibilities and options.
- **Problem Solving.** You can't always attack a problem with logic and brute force. Spend some time letting your mind roam. Daydreaming relaxes you and reduces stress, so it might help you spot a solution you'd otherwise miss.
- **Productivity.** This may seem counterintuitive, but daydreams can help you focus. By daydreaming about a problem or opportunity, you give your brain a chance to concentrate on your goal without clutter or pressure.

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 Door
Painter

Drywall
Pest Control
Probate/Estate Planning Attorney
Sunscreens

Pool Service
Air Conditioning
Roofer
Locksmith

Heinz and Uta say...

"We had the best experience when Dan helped us buy our house in Chandler 14 years ago! Dan still is in touch with us! Amazing how organized he is! Dan was very good showing houses that were in the price range we gave him. He takes the time needed, is courteous, organized and was very professional during the entire process. If we ever sell our house, we would contact Dan."

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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Life Stuff

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