

Life Stuff

News To Help You Save Time And Money

August 2018

Old Ways Aren't Always the Best Ways

Our old ways of operating and the patterns we've developed can often obscure new and better ways. For Tricia Goyer, that lesson came from her 20-something son, Nathan.

When he announced plans to write a book, Goyer encouraged her son and promised to edit it once the manuscript was completed. As an author, Goyer had written over 500 magazine articles and published 50 books, so she knew her insights would be beneficial.

As Goyer edited Nathan's rough draft, she realized her son had a talent for writing and decided they should hire a professional editor to review the text. The editor also liked Nathan's work and encouraged him to publish it.

That's when Goyer sat her son down and told him that publishing would be hard. There was much to consider. There would be rejection letters, and he'd have to find a good agent. She tried to set his expectations realistically for the long publishing process ahead.



Nathan told her he'd need time to think and then excused himself. He returned later and announced that he had self-published his work as an ebook. The very next day his novel *Bask* was for sale on Amazon.

Goyer couldn't imagine acting so quickly to get a book published. With her own books, she said she would first share copies with as many as 20 friends and consider their feedback. Next she might attend a workshop or conference to solicit even more feedback and advice before deciding which publishing route to take.

Nathan's mom realized that the publishing world was changing, and that "sometimes we just need to roll up our sleeves and do what we've been afraid to try."

Dan

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The Golf Lesson

A man was taking his first golf lesson from a well-respected pro. Every time the instructor offered advice on how the man could improve his swing, the man countered with a differing opinion and tried another technique. This went on throughout the duration of the lesson.

The instructor remained gracious and encouraged the man to try out his own theories. With each failed attempt the instructor would ask the man what he thought went wrong and how it could be fixed. The man always had an answer and continued to lead his own lesson.

When the lesson was finished, the man thanked the pro, and scheduled another lesson for the following week. "This was very helpful," the man said before he walked away.

Another golfer who witnessed the lesson approached the instructor and said, "I don't get it. You gave that guy solid advice, but he disregarded everything you said."

"Oh, he didn't want my advice," the instructor replied. "He wanted my agreement."

August Quiz Question

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

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

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July Quiz Answer

Q: *How many times can you subtract 10 from 100?*

A: *Once. After that it's 90, then 80, etc...*

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!

Life on Venus? Don't Write It Off Yet

Venus seems an inhospitable spot for life to develop, with its superhot surface and an atmospheric pressure 90 times stronger than Earth at sea level. Yet, a Fox News website article suggests, ruling out the possibility of life on the second planet from the Sun may be premature.

Venus had a more temperate environment billions of years ago, covered by seas for eons, and thus may have been habitable for some organisms for much of its history. Today, its upper atmosphere is much less forbidding and comparable to the pressure and temperature of Earth's surface. Some scientists speculate that ancient life could have risen and migrated to higher altitudes after the dramatic climate change that turned Venus' surface into the barren landscape it is today. Others suggest that microbial life could have arrived on Venus from Earth, borne on rocks hurled into space by meteorite impacts over the last 4.5 billion years.

The opposite could also be true—meaning that Earth could have been "invaded" by Venusian life in the distant past.



"You can't build a reputation on what you are going to do." ~Henry Ford

UP CLOSE AND PERSONAL

This year marks the 50th anniversary of the Kids from Wisconsin, a musical group I toured with playing trumpet as a musical ambassador for the state of Wisconsin in 1985 and 1986. Those were the two best summers of my life. They were the two summers before I started college. We traveled the state of Wisconsin the whole summer performing a 2 hour show most days. The only time we were not traveling was during the 10-day state fair, where we performed three shorter shows daily. In the early years, the KIDS shared the stage with the Carpenters at the state fair. The Carpenters actually opened for the Kids from Wisconsin. The next year the Carpenters were invited back - this time as the headliner, with the plan that the KIDS would open for them. The Carpenters demanded that a separate stage be built for the Kids from Wisconsin because they thought the KIDS were good enough to be a headliner themselves. Since that time, the KIDS have been performing each day at the Wisconsin State Fair on their own stage. What a fun way to spend the summer - traveling the state with others who enjoy performing music as much as you do. After 30 years, I still keep in touch with some of the KIDS I toured with back in 1985 and 1986. If you'd like to get a taste of the show, you can go to www.kidsfromwisconsin.org. Just click the 2017 highlights link at the top right of the page.

Have an awesome month!

Dan

Let's Simplify

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

Ed and Darlene were in town from Nevada trying to get an idea of the different home prices in the Phoenix area. They did a lot of driving around and became frustrated trying to find basic information on homes for sale. Then they found a home Dan had listed for sale and called for more information. Dan gave them the details on the home. Ed and Darlene were about to leave town, so Dan offered to set up a personalized search with homes for sale in their price range with their desired amenities. When Ed and Darlene got home, they had over 30 homes for sale waiting for them to view with pictures and all of the listing details. These were not just homes advertised online, but all the actual homes that were still active for sale and still available for purchase in the MLS. This was very helpful and gave them an idea of what they could expect to pay for a home in the area they were most interested. Ed and Darlene eventually got their home sold in Nevada and were then ready to relocate to the Phoenix area. Dan had kept in touch with them the entire time, notifying them of new listings that had come on the market. Now it was just a matter of looking at the available homes on the market and selecting the right one. Having knowledge of the market ahead of time made the process easier, less stressful, and an all around better experience. Ed and Darlene bought their dream home and have been enjoying it ever since.

If you know someone looking for an easier way to buy a home, just have them call me at 480-390-5380. I would be happy to help them just like I helped Ed and Darlene.

Where Did My Credit Card Numbers Go?

If you've recently received a new credit card, you may gotten one where the numbers are on the back, and there are no longer any raised, embossed numbers--or any numbers--on the front.

It's a trend that has taken off in the past few years. The biggest reason for this innovation might be that

raised numbers are no longer needed for a card to function.

Formerly, the numbers had to be raised on the front of the card so that

when it was run through a card reader, an imprinted image of those numbers would appear on a slip of paper for customers to sign. For some reason, the embossed numbers have persisted, even though the manual method of creating a carbon copy has long passed out of use.

Then came magnetic strips, which added security, but is fairly easy to decrypt, for example, using special cloning devices that thieves can place over the top of magnetic regular card readers. Now with the advent of chips, cardholder information is encrypted into a unique code that is difficult to steal.

And since numbers are no longer needed on the front of the card, they're increasingly being moved to the back, leaving the front of the card free for...you guessed it, branding! Expect credit card issuers to start making their cards more interesting to look at as they strive to capture more market share from an increasingly crowded credit card market.

Left on the Bus

A man was seated on the bus having an aggressive conversation with someone on his phone. He fumed and swore loudly, shouting and making demands. The other passengers were afraid to look at him, and several parents tried to distract their children.

The bus was about to pass through an intersection when the man shouted, "I need to get off here!" The driver pulled over quickly, and the man walked forward and jumped down the stairs. Just as he stepped off the bus, the driver called out to him.

"Excuse me sir," the driver said, "you left something behind."

The man looked confused, as he checked his pockets. He then shouted at the driver, "What are you talking about? What did I leave?"

"A bad impression," the driver replied as he closed the door and drove away.

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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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Big Little Lies

Research by McGill University of Montreal found that by age 3, roughly 40 percent of children begin telling lies—even though they know it is wrong. The good news is that most tots aren't great liars. Studies conducted in the United Kingdom, Japan, China, West Africa, and North America revealed that when pressed for more information, little ones will often betray their own deception with a smile or other facial expressions,



or by uttering the truth. The bad news is that once these children turn 4 years old, 74 percent of them will engage in telling lies and become better at maintaining their falsehoods when questioned.

Researchers believe that children under 4 take their cues on honesty from parental examples. As they grow, their attitude toward truth telling vs. lying is influenced by the consequences attached to the information.

What can parents do? Start addressing the situation when children are young. Share stories that have a moral with little ones, so they have an example that is easy to understand and remember. Use positive reinforcements to stress the value of honesty when they are communicating with you. Finally, be a role model for honesty in your household, because your children are watching everything you do.

He's Leadership Material

A college student sought part-time employment to support himself during the school year. On a Friday, he was offered a stenographer position. He accepted and explained to his new employer he'd be able to start the following Wednesday. The employer agreed, and the young man arrived ready to work on the appointed day.

"I like your promptness and enthusiasm," said the employer when the student arrived that morning. "But I do have one question. Why couldn't you start until today?"

"Well, sir," replied the young man, "I had to find a typewriter and figure out how to use it."

The man was Herbert Hoover, future president of the United States, who later remarked:

"No difficult or simple job ever gets done until someone decides right now to do what it takes to get the job done. Unfortunately, too many people stand by ready to carry the stool when there is a piano to be moved." ~ Herbert Hoover



The Kid Scoop

Brandon (16) has started his Junior year of high school.

Ryan (18) will continue working his job at Raising Cane's during college and transfer to the location near ASU.

Free Reports

- ❑ How to beat other buyers to the best listings
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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.

Sharpen Your Powers of Persuasion

You need other people's help if you want to succeed. Try these two tips to get them on your side:

- **Give to get what you want.** It's the code of reciprocity—people are more likely to go along with your ideas if you give them something first. For example, leaders at the Disabled American Veterans discovered that when they mailed fund-raising letters without a perk, about 18% of their appeals were successful. When they included free personalized address labels, they had a success rate of 35%.



- **Call people to nobler conduct.** If you are seeking agreement on an issue, allow people to contribute. For example, a Chicago restaurant cut its reservation no-show rate from 30% to 10% by asking people to call if their plans changed, rather than telling them to call. In pausing after the question, "Will you please call if you have to change your plans?", restaurant staff found customers more willing to commit to an answer.

The Dog Scoop

Buckley has gained too much weight. After his bath, we noticed that his collar was really tight. I'm surprised he could eat anything with such a tight collar around his neck. Although, when it comes to food, he'll do anything to find a way to eat it!

Diagnosing Illness with a New Laser

Scientists have devised a laser that may help doctors diagnose their patients. Certain diseases produce minuscule amounts of gases (people with diabetes exhale acetone, for instance). The laser, created by physicists at the University of Adelaide, operates in the mid-infrared frequency range, but is able to produce 25 times more light emission than similar lasers, making it more efficient and better at detecting very low concentrations of these gases. In addition to its diagnostic value, the new laser may be useful in detecting methane and ethane in the atmosphere, two gases considered a possible contributor to climate change.

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Sprinkler Repair
Garage Doo
Painter

Drywall
Pest Control
Probate/Estate Planning Attorney
Sunscreens

Pool Service
Air Conditioning
Roofer
Locksmith

"You miss 100% of the shots you don't take" – Wayne Gretzky

Ryan and Cater say...

"Dan made our first home buying experience remarkable in more ways than one. He stuck with us from beginning to end and was up front and honest about all the procedures and documents that needed to be signed. Dan was more than willing to work around our busy lives and put 110% effort towards finding us our dream home. Whether it's your first time buying a home or your 5th time buying a home, Dan is your guy and I would recommend him to anyone seeking to buy or sell a home."

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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