

# Life Stuff

News To Help You Save Time And Money

April 2011

## What's So Special About April 22?

Did you know that April 22 is Earth Day, and has been every year since it was first celebrated in 1970?

Earth Day was the creation of Gaylord Nelson who, as a Wisconsin Senator in the late 1960s, said, "Our soil, our water, and our air are becoming more polluted every day. Our most priceless natural resources – trees, lakes, rivers, wildlife habitats, and scenic landscapes – are being destroyed. How are we going to get the nation to wake up and pay attention to one of the most important challenges the human species faces on the planet?"



Nelson's wake-up call was that first Earth Day, and 20 million people in the U.S., Canada and other countries participated in activities demonstrating their interest in the environment. Today Earth Day is observed in more than 140 countries with rallies, speakers and parades, and individuals or groups planting trees, picking up roadside trash, and conducting programs about recycling and conservation. You can check out activities at [www.epa.gov/earthday](http://www.epa.gov/earthday), and other Web sites, and celebrate Earth Day every day by practicing the five Rs: Reduce, Reuse, Recycle, Replenish and Restore. Here are just a few ideas:

I donate a portion of each commission earned to Children's Miracle Network.

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**Replace your standard light bulbs** with compact fluorescent light bulbs (CFLs).

**Carpool or take public transit** – even once a week will make a difference.

**Call companies** that are sending you unwanted catalogues and cancel them.

**Find out where to recycle** your old electronics – cell phones, computers, MP3s – and set a date to do it.

**Take shorter showers**, and run your dishwasher only when it's full.

**Love your planet on Earth Day – and every day!**

Dan

## Praise Vs. *Effective Praise*

It's likely that you know the benefits of giving praise – whether it's in a work situation, a personal relationship, or even with your pet puppy. Praise makes the recipient feel valued, and encourages the recipient to repeat the behavior you're praising. It makes you feel good, too!

Giving *effective* praise can be tricky, however, so here are three tips to keep in mind the next time you're praising a colleague, family member or friend. (This doesn't work with your puppy but a doggie treat will.)

- Show that you understand the difficulty of what they did.
- Show you understand how they succeeded – the decisions they made, the tools and/or techniques they used, the resourcefulness they displayed.
- Show you understand the value of what they did.

In other words, giving praise can be work. But it's truly worthwhile for both the receiver *and* the giver.

## Time For Retirement Living

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

Alma was ready to move into retirement living and be closer to her son. Her home was just too large and too much to take care of by herself. She called Dan to discuss getting it on the market to sell. Dan met with Alma, and they discussed the necessary details to prepare the home for sale. After Alma was ready, they got the home on the market. Alma was to move into her new apartment in a few short weeks. Dan began to market her home and within three weeks, Dan sold her home. At this point, she had already moved to her new apartment. She relied on Dan to coordinate everything and to meet the inspectors and anyone else needing to get into the house. Everything went like clock work. Alma soon got her money from the sale. It was even a bit more than expected. Alma is really enjoying not having to take care of such a large place, and best of all, she is within ten minutes of her son's home.

If you know someone who is ready for retirement living, just have them call me at 480-355-8011. I would be happy to help them just like I helped Alma.

### See An Interesting Home?

No need to wonder about the price. No need to call a high-pressure sales agent who will just make you feel obligated. My computer 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.**

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) 355-8011**

**danahomes4sale@hotmail.com**

## Cool Off And Save

If you're prone to impulse buying, try this trick to exercise a little financial restraint: Give yourself a spending limit and don't spend more than that limit without taking 48 hours to think about it. For instance, if you see a pair of shoes you'd love to have but cost \$100, pause before you hand over your credit card or cash you really can't spare.

Forcing yourself to think about a purchase will provide you enough of a cooling off period to help you determine whether or not you really need to make the purchase.

### **April Quiz Question**

**A *Litocranius walleri* is better known as what?**

Everyone who emails or calls in the correct answer by April 20th will be entered into a drawing for two free Harkin's movie passes.

**(480) 355-8011**

**danazhomes4sale@hotmail.com**

## Did They Really Ask That?

Here's a "strange but true" from a source you might not expect – your library! Library reference desk workers collected these strange but true questions posed by patrons:

- Do you have books here?
- Do you have a list of all the books written in the English language?
- Do you have a list of all the books I've ever read?
- I'm looking for Robert James Waller's book, *Waltzing Through Grand Rapids*. (Actual title: *Slow Waltz in Cedar Bend*.)
- I was here about three weeks ago looking at a cookbook that cost \$39.95. Do you know which one it is?
- Which outlets in the library are appropriate for my hairdryer?
- Do you have any books with photographs of dinosaurs?
- Can you tell me why so many famous Civil War battles were fought on National Park sites?
- I need a color photograph of George Washington (or Christopher Columbus, King Arthur, Moses, Socrates, etc.).
- I'm looking for a list of laws that I can break that would send me back to jail for a couple of months.



### **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.

## UP CLOSE AND PERSONAL

The boys recently had their Pinewood Derby races again with their Cub Scout Pack. Last year, Brandon took first place and Ryan second for the whole Pack. We had a lot to live up to after that accomplishment. The cars were finished and set to go three days before the races (our earliest time yet). Brandon had a black car with a yellow stripe painted down the center. Ryan also had a black car, but he had an orange arrow painted on it pointing towards the front of the car. The night before the race was the official weigh-in for all of the cars. It was an opportunity to try your car on the track and make any last minute changes before the car got inspected and weighed. Once it's inspected and weighed, it cannot be touched until after the races. I sent their cars down the track along with Brandon's first place winner from last year. They both beat last year's winner, so I knew they would do well. Our goal was to be in the top three for each of their dens. Each of their dens has about 10 scouts. They not only reached their goal but did better! Ryan came in first place for the Pack and Brandon took second place. It was Ryan's last year at the Derby races because he will move on to Boy Scouts next year. It was a fun way for him to end his Cub Scout days. Brandon is excited that he won't have his brother to compete with next year. He said, "I think I'm gonna get first place next year because Ryan won't be racing." Talk about pressure 😊.

Have an awesome month.

*Dan*

## How To Remember A Name

Do you have trouble remembering names after you meet people? If you do, you might want to try the following technique to aid your memory:



**Focus.** You want to send a positive message to the person you're meeting. Pay attention to your pose. Are you leaning in, are you telling the person that this moment is important to you and that he or she has your undivided attention?

**Ask.** Repeat the name back to the person you're meeting. Ask if you've got it right. This makes you an active participant in the meeting and shows that you're paying attention.

**Repeat.** Repeat the person's name in your mind, then cross reference it with something else – a celebrity's name that you're already familiar with, or some other association.

**Employ.** Once you have the name clarified, it's very helpful to introduce your new acquaintance to someone else. This makes you say the name out loud and fixes it in your memory.

## Tax Tip

Worried about a tax audit? Avoid what's called a "red flag." That's something the tax guys always look for. For example, say you have some money left in your bank account after paying taxes. That's a red flag. – *Jay Leno*

## You Are A Key Person

Even though my computer is an old model, it works very well – except for one key. You would think that with all the other keys functioning properly, one key not working would hardly be noticed; but just one key out of whack seems to ruin the whole effort.

So if you ever say to yourself, “Well, I’m only one person. No one will notice if I don’t do my best...”

It does make a difference! Every effort, every family, every organization in the world needs active participation by every one to the best of his or her ability.

So, the next time you think you aren’t important, remember my old computer!

### **March Quiz Answer**

**Question:** Where is the zonule of Zinn found?

**Answer:** In your eye.

**Source:** medical-dictionary.com

**Congratulations** to **Tim Jewart**. His name was selected at random from all of the correct quiz entries, and he received two free Harkin’s Movie Passes.

## Should Baseball Helmets Have Face Guards?

Baseball season is upon us and unfortunately, that means an increase in eye injuries is upon us, as well. Thirty-eight percent of all sports-related eye injuries result from baseball or softball, and nearly half of those injuries require surgery. Safety experts believe that face guards (which can be attached to batting helmets) can prevent a quarter to a half of those injuries because they protect the face when it’s struck by a ball or bat.

A face guard is a small investment to protect something irreplaceable – your, or your children’s, eyes.

## 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 Doors  
Painter

Financial Planner  
Pest Control  
Roofer  
Sunscreens

Pool Service  
Air Conditioning  
CPA  
Locksmith

## 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 Order:

- Call Dan at 480-355-8011
- Go to Dan's website at [www.PlanYourArizonaMove.com](http://www.PlanYourArizonaMove.com)
- Fax to Dan at 480-355-9026
- Email Dan at [danazhomes4sale@hotmail.com](mailto:danazhomes4sale@hotmail.com)

# Hunger Pangs Or Snack Cravings?

Many of us eat more than we need to. Often it's because we think we're hungry when instead we're anxious, depressed, bored, or just tempted by the plate of brownies a coworker brought in this morning.

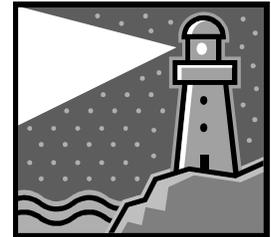
Although you shouldn't wait until you're faint with hunger to eat, it's good to pay attention to the signals your body is sending you. These are the typical symptoms of real hunger:

- Growling, gurgling, or rumbling in the stomach
- Irritability
- Headache
- Dizziness
- Difficulty concentrating
- Nausea

Not sure whether you're really hungry? Ask yourself if something healthy, like an apple or an orange, would make you feel better. If not – if you think you really, really *need* that chocolate chip cookie – then chances are you're having a craving, not a real hunger pang.

## Seek The Light

As children, we were afraid of the dark. Now as adults, we are afraid of the light. We are afraid to step out. We are afraid to become more. But how can we lead others to a destination we have not reached? Keep searching, son. I am urging you to seek the light that seems so far in the distance. It will be worth the journey. You will become a lighthouse of personal growth and power, and by your example and leadership, you will prevent many a worthy man from crashing his life upon the rocks of mediocrity. – From *The Traveler's Gift* by Andy Andrews



## The Kid Scoop

Ryan (11) said, "The Pinewood Derby is a racing event and a humongous play date."

Brandon (8) showed me how he twists up the swing at school and then lets go and spins around really fast. He said, "You feel like you're gonna die and then throw up."

*"The hardest thing to understand in the world is the income tax."*  
– Albert Einstein

# Find A Cheap Foreclosure At

[www.PlanYourArizonaMove.com](http://www.PlanYourArizonaMove.com)

480-355-8011

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