

# Life Stuff

News To Help You Save Time And Money

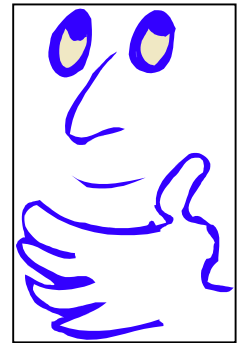
July 2011

## In All Things, Be Reasonable

What, in fact, does it mean to be reasonable? What does it mean to be unreasonable? And what does it mean to reason?

According to James Allen in *As a Man Thinketh*, when we declare someone as being *unreasonable*, we usually mean that he or she is violating the ideal of thinking about something and arriving at the “truth” of a situation by using intellect.

So it follows that people who are dubbed *reasonable* in situations are looked upon as using their higher powers of intellect to make a decision and in ways that are likely considered gentle and compassionate.



Now, we've all been unreasonable at one time or another – that is, we've lost touch with our higher selves and resorted to our lower faculties during which we behaved in ways that were likely considered unthinking and selfish. Most people feel unhappy or undone when they abandon reason for something more akin to animal behavior. But how does a person remain reasonable throughout some of the stressful situations that seem to be just around each corner in life? Here are some tips for trying to maintain your equilibrium in life's trials:

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- Stop before you speak or act. Think about what you are about to say or do. Is it unkind? Is it vengeful? Is it self-centered? If so, you may have just thrown off the cloak of reason and donned unreasonableness.
- Is what you're considering saying or doing sweet and forgiving? Is it gently persuasive?
- Is what you're about to do or say based on any type of prejudice?
- Are you trying to prove or disprove something?
- Have you carefully weighed and considered everything important about the situation?
- Is what you're about to do or say kind, moderate and just?

***Just the simple act of stopping and thinking before we start speaking can make such a difference.....Dan***

## Happy Accidents

Some well-known products and inventions weren't the result of careful research and planning – they were accidents that someone with a creative mind spotted some potential in:

**Potato chips.** In 1853, a chef named George Crum in Saratoga Springs, NY, grew frustrated by a diner who kept sending his potato crisps back, complaining they were soft and soggy. Crum sliced some potatoes as thin as he could, fried them in oil, and sent them out. The customer loved them – and a new snack food was born.

**The Slinky.** A naval engineer named Richard James was looking for a way to hold navigation instruments steady while a ship was in motion. He began experimenting with springs, hoping to use them as shock absorbers, but when he saw one of his prototypes drop gracefully from a shelf onto a table, he had a different idea. Introduced as a toy in 1945, the Slinky (named by James' wife) became a best-seller.

**Corn flakes.** The Kellogg brothers were searching for healthy foods to feed patients at the Battle Creek Sanitarium in Michigan. They inadvertently left some boiled grain on the stove for a few days, but decided to try putting the stale remains through rollers to make dough. It turned into flakes instead, and they decided to try toasting them. After a bit of development, they came up with a tasty food that patients enjoyed, and in 1906 one of the brothers, Will Keith Kellogg, founded the Kellogg's food company.

## Ever Sit On the Beach and Wonder?

- When you're sitting on the sand looking at the horizon, it's about 3 miles (4.8 km) away.
- The world's oceans contain nearly 20 million tons (18.1 mt) of gold.
- The High Seas -- areas of the ocean beyond national jurisdiction -- cover almost 50 per cent of the earth's surface.
- An average beach pail, roughly a quart, holds about 3.5 million grains of sand.
- High waves pull sand out into the ocean; small waves bring sand onto the beach and deposit it.
- The little black specks that stick to your skin on some beaches are grains of the mineral magnetite, which is magnetic. Animals have more magnetite in their bodies than humans do, which helps them feel when an earthquake is coming.

### July Quiz Question

#### Who conquered the Persian Empire?

Everyone who emails or calls in the correct answer by July 20<sup>th</sup> will be entered into a drawing for two free Harkin's Movie passes.

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## The Kid Scoop

Ryan (11) and Brandon (9) are having a good summer. They have attended tennis camp, flag football camp and Vacation Bible School (VBS). Because Ryan was actually too old to attend VBS this year, he was a volunteer with mom. He gave his time back and volunteered for all of the years he got to participate.

# Buy When It's On Sale

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

Craig contacted Dan on a home Dan had listed for sale. That home was already sold, but Craig and his wife, Lauren, were interested in buying some investment real estate. Though they live in California, they wanted to take advantage of the cheap (on sale) prices of real estate in Arizona. Dan created a customized website for them that was specific to their search criteria. This way, they could keep an eye on the market and know exactly what was for sale in their area of interest and price range. Eventually, Craig planned a trip to Arizona to see some of these homes in person. After doing some looking, Craig found the perfect home. It was a four-bedroom cul-de-sac home on the golf course. When it came time to write an offer, Craig was not the only one interested in the home. There was also another buyer making an offer. Fortunately, Craig and Lauren put a good enough offer together that allowed them to buy the home. Dan was able to refer a good property manager to them that would handle all of the rental details. This way, Craig and Lauren won't need to worry about the day-to-day issues of being a landlord.

If you know someone wanting to take advantage of the "on sale" prices of Phoenix real estate, just have them call me at 480-355-8011. I would be happy to help them just like I helped Craig and Lauren.

## Don't Use These Passwords

"Password" used to be a game show. Now it's a defensive precaution against hackers and identity theft. Don't make it easy for someone else to invade your privacy online.

A study of more than 32 million exposed passwords (conducted by Internet security firm Imperva) revealed the 10 most common. Don't use these:

- 123456
- 12345
- 123456789
- Password
- iloveyou
- princess
- rockyou
- 1234567
- 12345678
- abc123

### 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 computers can send you the information quickly and easily for any house, listed or sold, anywhere in town.

**Just ask me! Its 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**  
**danazhomes4sale@hotmail.com**

## UP CLOSE AND PERSONAL

Do you ever need a service provider but are leery to call anyone for fear of being taken advantage of? Inviting someone you don't know over to your house can be a stressful experience. Over the years, I have come up with a pretty good list of different service providers that are fair and do quality work. One I have always struggled with is a good landscaping company. For me, it's always been a challenge to find someone who will show up and do good work. Well, the search is over. Let me introduce you to Usher and Son's Lawn Care. Kim and I have known John and his wife, Anita, for years. John and his sons have been doing landscape service for a few years now. They have recently done a few jobs for clients of mine, and the service was outstanding. They actually showed up when they said they were going to, gave an estimate, completed the work, and even took before and after pictures so I could see the results. The pictures were very helpful to show my out of state clients, so they could see how it looked before and after the work was done. So, whether you need a sprinkler repair, trees or bushes trimmed, general yard clean-up, trash to be hauled away, or even regular maintenance...give Usher and Son's Lawn Care a call at 480-220-8800. Just let John know I told you to call. There is no doubt in my mind that you will receive an honest estimate. And, should you hire them for the job, you can rest assured the work will be completed in a professional manner the first time.

Have an awesome month.

Dan

## The Now

There is only the moment. The *now*. Only what you are experiencing at this second is real. This does not mean you live *for* the moment. It means you *live* the moment.

– Leo Buscaglia

## Backup Plans Are Good

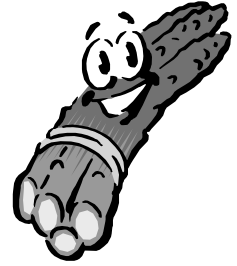
Even if what you're planning seems like a sure thing, it's always good to have a backup plan. In the early 1950s, HP founders Bill Hewlett and Dave Packard needed an additional manufacturing plant to keep up with the company's growth. However, they approached the venture with caution. They chose a general design that, in the event of a company failure or hard times, could easily double as a supermarket space they could lease.

## How To Inspire Your Child's Imagination

Want to have a little fun with your child that's imaginative and inexpensive? Try this. Buy a colorful children's play rug for your child and play "Magic Carpet." Pretend your child can go anywhere and see anything. You'll probably be impressed with your child's imagination, and you'll exercise their mind – without them even knowing. If your child needs a little encouragement, don't hesitate to help in suggesting places to visit.

# All About Asparagus

Summer is the prime season for asparagus. A member of the lily family (along with onions, leeks, and garlic), the vegetable got its name from the Greek “asparagos,” which means a sprout or shoot. It comes in several colors: green, the most common variety; white, which is grown without exposure to sunlight; and purple, which has a fruitier flavor than green or white asparagus.



Asparagus is a nutrient-dense food, high in folate (which helps produce and maintain new cells), and a good source of potassium, fiber, vitamin B6, vitamins A and C, and thiamin. It has no fat or cholesterol, and is low in sodium.

When you're shopping for asparagus, look for stalks that are rounded rather than fat or twisted; firm, thin stems with deep green or purplish closed tips; and the cut ends should not be too woody, although a little woodiness at the base prevents the stalk from drying out. Store asparagus in the refrigerator with the ends wrapped in a damp paper towel, and place it in the back of the refrigerator away from any light, since folate is destroyed by exposure to air, heat or light. Use within a day or two after purchasing for the best flavor.

## A Lesson In Persistence

According to legend, the 14<sup>th</sup> century Scottish king, Robert the Bruce, was once hiding out from English pursuers on a remote island. Defeated and without hope, he noticed a spider trying painfully to fix its web onto a wooden beam. The spider tried again and again, only to fail each time. But it wouldn't quit. And, after many, many tries, it succeeded. Inspired by this example of persistence, Robert the Bruce organized a new band of followers and, against great odds, drove the English out of Scotland.

– Adapted from IdeaBank

### 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.

## 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)
- E-mail Dan at [danazhomes4sale@hotmail.com](mailto:danazhomes4sale@hotmail.com)
- Fax to Dan at 480-355-9026

## Sales Tactics

A shopkeeper was dismayed when a brand-new business much like his own opened up next door and erected a huge sign that read, “**BEST DEALS.**”

He was horrified when another competitor opened up on his right, and announced its arrival with an even larger sign that read, “**LOWEST PRICES.**”

The shopkeeper panicked, until he got an idea. He put the biggest sign of all over his own shop. It read: “**MAIN ENTRANCE.**”

### *Client of the Month*

Congratulations to my Clients of the Month, Craig Weintraub and Lauren Palmer.

Congratulations on the purchase of your investment home.

It was an honor for me to serve you.

## Was It A Goodyear? No - The Worst

Did you know that nearly 40 years after Charles Goodyear died in 1860, his brother-in-law went on to found and name the Goodyear Tire and Rubber Company in his honor? And that’s basically all Charles received for his hard work.

Long considered the inventor of the rubber tire that now bears his name – an innovation that would later have a major impact on the future of the world economy – Charles only made a measly \$50,000 from it. Though he invented the method which manufactured rubber tires, it was Thomas Hancock who took all the glory in Great Britain in 1844.

Charles, it turns out, made an unfortunate mistake: He revealed his secret invention to Thomas, hoping the two could work together. Instead, Hancock, who ran a rubber-manufacturing company in Britain, stole Goodyear’s idea, filed for a patent and used it in Europe. That left Goodyear high and dry, and he eventually sold the American patent to his brother-in-law for \$50,000.



### *June Quiz Answer*

**Question:** Who invented chocolate chip cookies?

**Answer:** Ruth Wakefield

**Source:** www.Wikipedia

**Congratulations** to **Reata Fanshaw**. Her name was selected at random from all of the correct quiz entries and she received two free Harkin’s movie passes.

Charles later wrote in 1850, “The history of invention proves that whoever attempts by inventions to improve the conditions of others, usually impairs his own, except so far as he may add to his happiness from the satisfaction of having done good to others.”

– Adapted from *Forbes*

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### *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.*



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

480-355-8011

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Thank You!

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