

# Life Stuff

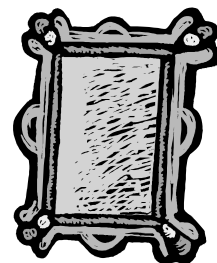
News To Help You Save Time And Money

March 2011

## The House Of 1,000 Mirrors

Long ago in a faraway village, there was place known as the House of 1,000 Mirrors.

A happy little dog learned of this place and decided to visit. When he arrived, he bounced happily up the stairs to the doorway of the house. He looked through the doorway with his ears lifted high and his tail wagging as fast as it could. To his great surprise, he found himself staring at 1,000 other happy little dogs with their tails wagging just as fast as his. He smiled a great smile, and was answered with 1,000 great smiles just as warm and friendly. As he left the house, he thought to himself, "This is a wonderful place. I will come back and visit it often."



Another little dog, who was not happy like the first one, decided to visit the House. He slowly climbed the stairs, his head hung low as he looked through the doorway. When he saw the 1,000 unfriendly looking dogs staring back at him, he growled at them, and was horrified to see 1,000 little dogs growling back at him. As he quickly backed away from the door, he thought to himself, "This a horrible place, and I will never go back there again."

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**All the faces in the world are mirrors. What reflections do we see in the faces of the people we meet?**

*Dan*

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## Help For The Terminally Tardy

Are you always running late? Maybe you're legitimately busy, but sometimes chronic lateness springs from other factors. The danger is that being late all the time will give you a reputation for being undependable and/or careless.

Take better control of your time by considering these psychological causes for being constantly behind schedule:

**Adrenalin.** For some people, rushing to every meeting and event provides excitement. If you're enjoying the chase too much, look for other activities to fill your need for thrills. Skydiving, maybe?

**Control.** Making other people wait for you – instead of the other way around – is one way to feel you're the one in control. The problem is, important people like family, friends, customers and the boss don't like it. Remind yourself that other people's time is important, too.

**Validation.** Being busy can be one measure of success: "Look at all my customers/projects/places to go/people to see!" But if you overextend yourself, you'll burn out. Could you consider measuring "success" by standards other than how "busy" you are?

**Anger.** Sometimes we "punish" people by forcing them to waste time waiting for us. This rarely solves any problems and may exacerbate them. If you've got an issue, talk it out openly. You'll both save a lot of time.

## **WELCOME NEW CLIENTS**

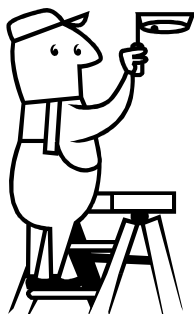
Here are some of the new clients who recently became members of my "Real Estate Family." I'd like to welcome you and wish you all the best!

+ Sunil and Sumi Patel  
(Referred by Yogi and Jeni Mistry)  
+ Tim Jerwart  
(Referred by Tim's Mom, Monika)  
+ Steve and Marisa Micio  
(Referred by Hertha Chellevoid)  
+ Faye Ross  
(Referred by Carol Jensen)  
+ Carole Schmidt  
(Referred by Tom and Roberta)  
+ Patrick Pierre and Mary Lou Francis  
(Referred by Jan Thompson)  
+ Mark and Cindy Fox

*I love giving recognition to my new friends and my wonderful existing clients who are kind enough to refer their friends, family & neighbors to me.*

## **Don't Become A Smoke Detector Statistic**

Are you checking your smoke detector at least once every six months, if not more frequently? Although the average life of a smoke detector can span as long as 10 to 15 years, the devices can go on the blink, and you wouldn't know it. About 30 percent of smoke detectors fail after 10 years, according to a recent report, and about 50 percent of them shut down after 15 years. Though your smoke detectors might emit a sound when you test them, that doesn't necessarily mean the devices are working and will alert you to smoke or fire.



And if your smoke detectors aren't battery operated or don't have a battery backup – replace them. Detectors hard-wired into your electrical system won't work during a power outage, and we all know that can happen anytime.

Taking just a few minutes to test your smoke detectors and replace the batteries will help prevent you from becoming one of these statistics: 40 percent of home fire deaths happen in homes with no smoke detectors, and another 23 percent happen in homes with detectors that don't work.

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*"When one door of happiness closes, another opens; but often we look so long at the closed door that we do not see the one which has opened for us." – Helen Keller*

# Bullying: What Parents Can Do

Bullying can be a serious problem for children. But often it's not obvious to their parents, and even when it becomes clear, stopping it isn't easy. Here's what to look for, and what to do about it:

## What To Look For:

- Decline in school performance.
- Reluctance to go to school.
- Unexplained bruises or torn clothing.
- Difficulty sleeping.
- Complaints of headaches, stomach aches, or other physical problems.
- Excessive moodiness or depression.
- Lack of friends or social activities.

## What To Do:

**First, talk to your child.** Maintain open lines of communication by asking what happened at school that day and showing interest in his or her activities. Encourage your child to open up when something seems wrong. Listen attentively, and don't downplay real concerns. Ask for details – what happened, who was involved, who else saw it, and so on.

**Talk to the school.** Contact your child's teacher and principal if you believe bullying is going on. Because bullying frequently takes place out of adults' sight, they may not know what's happening. Explain the situation and ask for their help. In many cases they'll be able to help resolve things.

**Teach children how to respond.** Don't suggest retaliation, but do talk over some coping strategies, such as telling the bully "I don't like this," and walking away, or yelling "No!" or "Stop!" and then going to an adult for help. Role-play some of the most common scenarios with your child to help him or her get comfortable with the response.

**Do what you can to boost your child's self-confidence.** That might mean giving them the opportunity to join a club or sports team outside of school; taking lessons in something they really enjoy and want to excel at, like painting or skateboarding; and reminding your child that you're in their corner. Being more confident can help a child avoid being chosen as a victim.

## The Kid Scoop

Ryan (11) wants to play a trumpet solo for his spring band concert, so I wrote him an arrangement of "Young Man With A Horn." He is making good progress on it.

Brandon (8) loves to bounce and catch the little super ball he has. He runs and bounces it on the tile floor and then flies through the air landing on the carpet trying to catch the ball. That little ball has been responsible for hours of fun.

## UP CLOSE AND PERSONAL

We took our annual “trip to the snow” to Flagstaff. We plan our trip far in advance and always wonder if there will be snow when we actually go. We take the kids so they can go sledding and just have some fun in the snow. The conditions were good, and the hill was full of hard, ice packed snow, which is good for speed. After going down the smaller hill one time, Brandon was ready to head for the biggest one. He wanted me to go with him, so I tried keeping up with him as he ran to the top of the hill with the sled. Once we got there, I sat on the back of the sled and Brandon sat in front of me. Down the hill we went. Brandon got up and said, “Let’s go again.” Ryan wanted to go too. So, I switched off and took turns with each of them. Ryan is a bit more cautious, holding on tight and making sure we avoid any bumps on the way down. Brandon, on the other hand, looks for the bumps and holds his arms up in the air screaming like he is on a roller coaster. After doing that for a while, we made our way over to some fresh fluffy snow and had a snowball fight. It was Kim and I against Ryan and Brandon. Not sure who won, but we all came out of it alive and had a fun time. We waited for some new snow the whole weekend, and finally when we woke up on Sunday morning there was about 6-8 inches of new snow on the ground. As much fun as we had, it was time to head back to some warmer and dryer weather.

Have an awesome month.

*Dan*

## A Sweeping Success

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

At 104 years old, Betty’s mom made the move from her condo (where she lived alone) to an assisted living care home. She did amazingly well living alone. She would sweep the sidewalk out in front of her place, as well as some of her neighbors’ sidewalks also. As time went by, it was time for her to move where she could get some additional care. When Dan talked with Betty and her husband, Gene, they were pleasantly surprised at the price Dan told them they could get if they sold the condo. Dan proceeded to get her mom’s condo on the market, and within a couple days had an offer that Betty and Gene were thrilled about. Not only were they surprised at how quickly it sold, but Dan also arranged for the sale to be complete a week early. They are happy that things went so smooth, but now Gene has to remember not to go down to check on the condo each morning.

If you know someone who could use some help selling their home in a quick and efficient manner, have them call me at 480-355-8011. I would be happy to help them just like I helped Betty and Gene.



# How To Work Through Conflict

Conflicts in your business and personal life can get out of hand when people stop listening to each other and instead concentrate on defending their positions. When you sense that a simple disagreement is about to spiral out of control, follow these steps:

**Be quiet.** Once you realize you're not saying anything constructive, stop talking. Let the other person continue until he or she realizes you've disengaged from the power struggle.

**Listen and ask questions.** Pay attention to the other person's words, and try to figure out what he or she really wants. The real issue behind your disagreement may be hidden. Ask questions that will test your theories and draw the other person out: "Do you think I'm questioning your judgment?"

**Respond to what you hear.** Keep probing and paraphrasing until the person calms down and no longer feels threatened or defensive. Once people realize that you're genuinely interested in understanding what they have to say, they'll get back to discussing the situation rationally.

## Overhead Overload

A flight attendant watched as a passenger who was overloaded with bags tried to jam his belongings in the overhead bin of the plane. Finally, she informed him that he would have to check the over-sized luggage.

"When I fly other airlines," he said irritably, "I don't have this problem."

The flight attendant smiled sweetly and said, "When you fly other airlines, I don't have this problem, either."

### March Quiz Question

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

Everyone who emails or calls in the correct answer by March 20th will be entered into a drawing for two free Harkin's Movie Passes!

**danazhomes4sale@hotmail.com  
(480) 355-8011**

### February Quiz Answer

**Question:** Which one of the following countries is **not** in South America? (a) Suriname (b) Ecuador (c) Nicaragua (d) Guyana

**Answer:** (c) Nicaragua

**Source:** www.worldatlas.com

**Congratulations to Jan Goist.**

Her name was selected at random from all of the correct quiz entries, and she received two free Harkin's Movie Passes!

## Oops!

"So we went to Atari and said, 'Hey, we've got this amazing thing, even built with some of your parts, and what do you think about funding us? Or we'll give it to you. We just want to do it. Pay our salary, we'll come work for you.' And they said, 'No.' So then we went to Hewlett-Packard, and they said, 'Hey, we don't need you. You haven't even got through college yet.'"

— *Apple Computer Inc. founder Steve Jobs on attempts to get Atari and HP interested in his and Steve Wozniak's personal computer.*

## 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)

## March 17:

### St. Patrick's Day Sillies

Q: What do you call fake stone in Ireland?

A: A sham rock.

Q: What do you get if you cross poison ivy with a four-leaf clover?

A: A rash of good luck.

Q: How can you tell if an Irishman is having a good time?

A: He's Dublin over with laughter!

Q: What kind of music does a leprechaun band play?

A: Shamrock 'n' roll.

### Clients Of The Month

Congratulations to my Clients Of The Month, **Patrick Pierre and Mary Lou Francis.**

Thank you for your trust and allowing me to help you buy your first home in Phoenix.

I am looking forward to many more over the years.



## A Small Way To Stay Positive At Work

Staying positive can be hard in today's world, but here's one small way to work a little positivism in your daily routine:

Each day, as soon as you sit down to work, take a piece of paper and write down a nice thought about someone you work with. Later, when you see that person, work your positive thought into your conversation. It's a small way of making the world a little nicer, and it takes just a minute to plan and a short time to deliver.

## 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.

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