

# Life Stuff

## The Mustard Seed

Long ago a young mother lost her only son to a fatal illness. She was so distraught that she began asking her friends to somehow restore her child to life, and refused to accept their insistence that nothing could be done.

Finally, they sent her to a wise man for guidance. The master saw her tears and listened to her story. Finally, he said he would help her, but she had to bring him some special ingredients for a medicine. The most important item: a mustard seed from a house where no family member had ever died.

The grieving mother went from house to house searching for the mustard seed needed for the medicine. Every person she spoke to very gladly offered a seed in the hope that it would save the child's life. But every time the mother asked whether anyone had died in the house, she found that every single family had suffered just such a loss. At the first house she stopped at, it was the husband who had died. At the second house she stopped at, it was a daughter who had died. And at the third, it was an old grandmother. She could not find one household that had escaped suffering.

Feeling very sad, the mother returned to the wise man and said, "I understand now what you and the others were trying to tell me."

He nodded. "You thought you were alone in your pain, but it is the nature of life that no one can escape the suffering of impermanence."

**A hard but true lesson to learn.....Dan**

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

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*"Anyone can count the seeds in an apple, but only God can count the number of apples in a seed." — Robert H. Schuller*

## April Round-Up

**April Fool's Day, April 1.** Look! Your shoe's untied!

**World Autism Awareness Day, April 2.** Autism organizations around the world recognize this day with unique fundraising and awareness-raising events.

**National Burrito Day, April 7th.** Extra guacamole, please!

**Earth Day, April 22.** On Earth Day's 45th anniversary, the theme is "It's our turn to lead."

**International Jazz Day, April 30.** International Jazz Day, as designated by UNESCO, celebrates the historical, cultural, and educational contributions of this popular genre of music.

## Dealing with Spring Fever

Spring fever's symptoms usually appear during the onset of the vernal equinox. In the northern hemisphere, people begin to feel more energetic, enthusiastic, and amorous because of chemical changes in the body, produced by increased exposure to daylight.

Scientists cite a number of factors that contribute to spring fever. It starts with increased light that sends signals to the brain's pineal gland, which then reduces its production of melatonin, a hormone that regulates our body clock and controls our mood and energy levels.

As the days grow longer, the chemical disappears and leaves people feeling more energized and confident. Increased light also affects the hypothalamus, the section of the brain that regulates eating and sleeping.

Our other senses—sight, smell, and hearing—also wake up as blossoms and spring breezes assault them. Such stimuli can trigger strong emotions, from euphoria to sadness.

### The Kid Scoop

Brandon scored an internship with Dillard's this summer. That will be a good experience and a nice addition to his resume.

### April Quiz Question

**Q:** Which American state borders just one other state?

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

**(480) 390-5380**

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### March Quiz Answer

**Q:** What is the smallest country in the world?

**A:** Vatican City

**Congratulations to Steve Izer.** His name was drawn out of all of the correct quiz entrees, and he won two free Harkins movie tickets.

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*"Success is the doing, not the getting. In the trying, not the triumph. Success is a personal standard, reaching for the highest that is in us, becoming all that we can be. If we do our best, we are a success."*

—Zig Ziglar

## UP CLOSE AND PERSONAL

Do you ever try to make sense of your dreams? I recently had a dream that I was driving to a work meeting. It was at a location I had never been to before. I was running late and driving fast. I ended up missing the turn for the parking lot so I had to make a u-turn. As I was making a reckless u-turn, I noticed a police officer. He started to follow (chase) me with his siren and lights turned on. The next thing I remember is the police officer and I were standing in line at a crowded restaurant waiting for a table. I was trying to think how I was going to avoid getting a ticket. So, I asked him if he knew other police officers that I knew. I said, "Do you know Rick from Phoenix?" How about Cary, do you know Cary? And as soon as I mentioned Cary, in walked Cary and his wife. I ran up to Cary and gave him a big hug and then said to the other police officer, "This is the guy I was talking about." It's at that point that I woke up. I'm not exactly sure what happened after that in my dream, but I'm going to assume that Cary got me out of a ticket. I was sure to allow a little extra time and leave early for my appointments the rest of the day.

Have an awesome month! *Dan*

## The Money Is in the Waiting

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

Justin and Jenny had Dan sell their home nearly two years ago. Their plan was to stay with family and save up some money until they found another home to purchase. They were interested in buying a new build, but the builders had many more buyers interested than lots they could sell. Some builders were doing a lottery approach and some had all interested buyers on a waiting list. After exploring various new home communities, they were able to get on a waiting list with about 15 other buyers ahead of them. When a new lot opened up to sell, the builder would call down the list in order. Some buyers were thrilled to take the lot and others were no longer interested. About six weeks later, Justin and Jenny got a call from the builder with an available lot. They set up a time with Dan and went to visit the builder to get more details. Justin and Jenny ended up signing an agreement to start the process of building their new home! The builder said to expect the home to take 7-9 months to complete. Justin and Jenny were super excited and not in a rush as it would give them more time to save for a bigger down payment before closing on their new home. Well, with the pandemic dragging on with no end in sight, the builders were experiencing major delays with supply chain issues. Nearly 18 months later, Justin and Jenny's home was completed. It was a long time coming, but with home prices soaring during that time, they had over 100k of equity in their home the day they moved in! Now it was time to unpack and enjoy what they had waited for so long, to become owners of their very own brand-new home.

If you know someone who is planning a move, just have them call me at 480-390-5380. I would be happy to help them just like I helped Justin and Jenny.

# How to Cure a Picky Eater

Most parents deal with picky eaters when their children are young. Here's how to encourage them to eat a healthy diet, from the *Times News* website:

- **Be a role model.** When you eat meals together, make a point of trying new and different foods yourself. This can teach kids that variety is enjoyable.
- **Be persistent.** When they reject something new, keep offering it to them. Give them time to get used to the idea of trying something different. When they get used to seeing it, they'll eventually try it and may decide they like it.
- **Involve your children.** Include your kids in planning and preparing meals. If they're actively engaged in the process, they'll be more likely to pick foods they'll eat and try foods they haven't.

## Clients of the Month

Congratulations to Justin and Jenny Higgins.

Thank you for allowing me to help you in the process of building your new home.

## The Professor

A professor was taking a boat across a wide river. The boatman, humming a happy tune as he rowed, was clearly no scholar, so the professor decided to test him.

"My man, can you read?" he asked.

"Nope." The boatman shook his head. "Never had time to learn."

"Is that so? Then you've lost one quarter of your life. Can you write?"

The boatman said, "No, sir. Too busy making a living."

"Then you've lost another quarter of your life. Can you do arithmetic?"

"No. Never saw much use for it on the river."

"Pity, now you've lost another year of your life."

A silence fell between the two men for several moments until the boatman said, "Sir, may I ask you a question?"

"Certainly, my man."

"Can you swim?"

The professor smirked, and chuckled. "No friend. In my learned profession, there was never any need for that."

"Well, that's too bad because this boat's leaking and we're going to sink."



# Healthy Tips for Spring

How about some spring cleaning for your health? Follow these tips from the *Everyday Health* website for cleaning up your health habits as the weather turns warmer:

- **Eat Well.** Fresh fruits and veggies start coming into season during the springtime months. Visit your local farmer's market when it reopens and look for organic produce in your grocery store. Mushrooms, bell peppers, zucchini, berries and more will become more plentiful as the year goes on.
- **Stay Hydrated.** As temperatures grow warmer you may be outside more - exercising, running errands, and doing chores. You can easily sweat away moisture from your body without realizing it, so make sure to drink plenty of water throughout the day to ward off the fatigue, headaches, and low energy that can result from dehydration.
- **Get Moving.** Take advantage of the milder weather to get outside and get your blood pumping. Even light exercise can do your body good after a sedentary winter. Take a walk or do home gardening to improve your muscle and bone health.
- **Enjoy the Sun.** Sunshine boosts your skin's production of vitamin D, which is good for bone health and increases serotonin levels, which elevates your mood. Just remember to protect your skin from UV radiation by using sunscreen when needed.
- **Watch for Allergens.** Unfortunately, springtime is allergy season for many people. Aside from pollen outdoors, many allergens can be found indoors, like dust and mold. A thorough spring cleaning of your house can eradicate many of them.
- **Get a Spring Checkup.** Schedule an exam with your doctor. An annual physical can alert you to potential problems before they grow out of control. Review your medications and overall health history to make sure you're on the right track for good health throughout the year.

## 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.

**(480) 390-5380**  
**danahomes4sale@hotmail.com**

## The Dog Scoop

Buckley has been turning his nose up and not eating his breakfast at times. Maybe he's sick of eating the same food every day and wanting a change.

Happy

Spring

# 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](http://www.PlanYourArizonaMove.com)
- ❑ E-mail Dan at [danazhomes4sale@hotmail.com](mailto:danazhomes4sale@hotmail.com)

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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.*

# Could You Save a Life?

Many people know what to do when somebody sprains an ankle or nicks himself with a razor or knife. But First Aid is not just knowing about bandages and CPR; it's about knowing *when* to do *what*. Here are answers to frequently asked questions about First Aid:

When do you call an ambulance? When there's even the slightest doubt, call 9-1-1. It's better to be safe than sorry. Until help arrives, stay calm and reassure the victim. If the victim has not hurt his back, neck or doesn't have a broken bone, reposition him so he can keep an open airway for breathing.



Learn the procedure to dislodge an item caught in somebody's throat, otherwise known as the Heimlich maneuver.

If your child has drunk something poisonous, call the Poison Control Center and describe the product that was swallowed. Do not induce vomiting. Some poisons, like abrasive cleaners, can actually do more harm than good to the victim during vomiting. If you have to induce vomiting, use ipecac syrup. It often helps.

For a cut, apply pressure to the wound with a clean, thick cloth and elevate the wounded area above the victim's heart.

Treat a burn by running cool water over the injured skin until the area is pain-free both in and out of water. Wash minor first- and second-degree burns with mild soap and apply antibiotic ointment.

– Adapted from the National Safety Council Website

## 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.**

Drew says...

*"I've bought and sold many homes in my time and never experienced this level of dedication, commitment, communication, service and negotiation skills.... until I met Dan. He is an amazing Realtor to team up with and I couldn't be happier to have met him! If you're on the fence about choosing a Realtor to work with, then the time has come to give him a call. He truly is a gift from the world of real estate!"*

See over 100 more rave reviews from actual clients at [www.PlanYourArizonaMove.com](http://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](mailto:danazhomes4sale@hotmail.com)

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