

Life Stuff

“Crunch, Crunch” Or “Knock, Knock”?

Crunch. Crunch. That was the sound of Joe Markham’s problem. The three-year-old German Shepherd he’d adopted, Fritz, loved to chew rocks. So much, in fact, that his teeth were one-third their normal size.



In every other way, Fritz was a wonderful and loving companion. But Markham knew the dog’s one bad habit was endangering his health. So Markham, a partner in a motorcycle/auto repair shop, encouraged Fritz to try softer substitutes: radiator hoses and motorcycle tires. But the dog didn’t favor either of these items enough for it to become a rock replacement.

One day, Fritz stretched under a workbench, pulled out a part from a car, trotted over to Markham, and dropped the part on Markham’s foot. With this rubber-knobbed gizmo it was love at first bite. Fritz forgot his beloved rocks. His new obsession had customers asking what kind of toy was making the dog so joyful.

That’s when Markham speculated that if his dog loved this type of rubber so much, other dogs would too. And so began a long journey of prototypes, rejections, manufacturing woes, ridicule, and late-night commercial slots. But Markham persevered because he knew his *real* customers – the furry, four-legged ones – would prove him right.

Today Markham’s toy, the KONG, has sold 50+ million worldwide, and according to the company’s Web site, “Millions and millions of dogs have confirmed that KONG is the world’s best dog toy!”

Is that “crunch, crunch” of a problem really the “knock, knock” of opportunity?

Dan

Get Some Tips At:
PlanYourArizonaMove.com

INSIDE THIS ISSUE

- April Roundup
- Welcome New Clients
- Pets Keep You Smart and Happy
- The Kid Scoop
- Up Close and Personal
- Back Home Again
- Boost Brain Function
- April Quiz Question
- Characteristics of Grief
- Are Successful People Just Lucky?
- Free Reports
- Flowers Know When to Bloom
- The Dog Scoop

April Roundup

April Fools' Day, April 1. Prank or be pranked on all jokester's favorite holiday!

World Autism Awareness Day, April 2.
Established to increase understanding and acceptance of people with autism and foster worldwide support.

National Sibling Day, April 10. A day to appreciate and cherish your brothers and sisters.

National Jelly Bean Day, April 22. Indulge in your favorite Jelly Bean flavor - and why not share them with your friends and coworkers?

WELCOME NEW CLIENTS

Here are some new clients who recently became members of my "Real Estate Family." Welcome to you all!

+ Andrew Knoblach

(Referred by Conni Knoblach)

+ Dave and Tara O'Connor

(2nd time client)

+ Patrick and Lindsey Conner

(Referred by David and Tiffany Jones)

Thank you all for your trust and support and allowing me to be able to work by referral instead of advertising.

Pets Keep You Smart and Happy

Pets may be more than just companions - they could help keep your mental acuity sharp! A recent study from the *American Academy of Neurology* has shown that pet owners are likely to have sharper minds and lead generally happier lives.

The study used data on more than 1,300 adults who participated in the University of Michigan's Health and Retirement Study and found that long-term pet ownership was the most beneficial, according to CNN. The key to reaping the highest benefits: ownership of five years or more.

Animal companions don't necessarily have to be of the fluffy variety, either. While dogs and cats were the more prevalent pets in the study, people who owned birds, fish, and reptiles also saw these benefits.

The study's authors say that they could only confirm an association, and more research is needed to establish a cause-and-effect relationship between pet ownership and better cognitive health. But the relationship between pet ownership and stress reduction has been well-established in numerous studies. Researchers believe that the physiological benefits of pet ownership, such as reduced blood pressure and lower cortisol levels, could impact cognitive health.

The Kid Scoop

Brandon (20) was home over spring break. It might be his last one ☺ if he graduates this December.

The study joins a growing body of evidence that supports what animal lovers have known all along: Pets just make life better!

"Most of us know how to say nothing; few of us know when."

– Anonymous

UP CLOSE AND PERSONAL

Napoleon Hill said, "Whatever the mind can conceive and believe, the mind can achieve." In the 1940's, Gunder Hagg (of Sweden) ran a mile in just over four minutes. He first ran one in 4:06, then 4:04, and then 4:01. Everyone said it was impossible to run a mile under four minutes. The 40's came and went and no one had beaten it. Gunder's record stuck for nine years. The experts were sure that the human body had reached its limit. Then Roger Bannister came along. He visualized and believed that he could run a mile in under four minutes. In 1954, while practicing medicine and studying for an advanced degree at Oxford, Bannister ran a mile in 3:59.4 seconds and instantly became a legend. His record lasted only 46 days! Then ten years later, high school students were breaking the four-minute mile barrier. And, the world record today is 3:43.13 seconds. Since Bannister broke the four-minute barrier, over 2,000 people have run under four minutes in competition. Is there something in your life you've been wanting to achieve but thought it might not be possible to do so? What's holding you back? Go ahead and break the barrier. If you can just believe it, chances are good you can achieve it.

Have a barrier breaking month! *Dan*

Back Home Again

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

Dave and Tara moved out of the valley a few years ago to North Carolina. But after being away from Arizona, they realized that's where they wanted to come back to live. They started by renting for a year in Gilbert to explore different locations. After looking around at different areas, nothing seemed to beat the quaint, quiet pace of Fountain Hills. That's where they were when they left Arizona, and that's where they wanted to be again. With so many amazing views in Fountain Hills, they wanted to find a home to relax in and enjoy some of those views in the privacy of their own backyard. Dan had his work cut out for him and created a personalized home-search portal for Dave and Tara. After looking at some homes, they found one with gorgeous mountain views, so Dan wrote an offer for them and got it accepted. But, after their home inspection was done, there were too many repair issues found. In addition to the repairs, they wanted to build a pool, but the expense was getting to be too much. So, they cancelled the contract and kept looking. Ahhh, but the next one was a real gem. Not only did it have a private pool, but the expansive backyard mountain views were incredible. They were competing with another offer but ended up writing an offer that the seller accepted. Dave and Tara are happy to be back in Fountain Hills, and they are really looking forward to spending time relaxing in their backyard amongst those breathtaking views.

If you know someone who would like to find the perfect home, just have them call me at 480-390-5380. I would be happy to help them just like I helped Dave and Tara.

Boost Brain Function

Brightly colored fruits and vegetables get their color from flavanols, which is also found in tea and cocoa.

A small study, reported in *Scientific Reports* in November 2020, suggests that flavanols increase both blood flow to the brain and oxygen uptake that boosts the ability to solve problems.

In fact, the results are fairly quick. In the study, people who had faster brain oxygenation after consuming high amounts of flavanols scored higher on cognitive tests and solved problems 11% faster, just two hours after consuming the flavanols!

Characteristics of Grief

The death of a loved one sets off profound grief that can affect every part of someone's life. According to Memorial Sloan Kettering Cancer Center, grieving people often feel overwhelmed and unable to cope with their feelings. Here are seven things that bereaved people, and those close to them, should know:

- **It will get better.** Some studies say there is a 2-year grief cycle before life really begins to resemble something normal.
- **You can handle the grief.** Move through the pain by making space for it. Take breaks, go for a walk, stretch or sit quietly.
- **Nap, sleep more and drink water.** Grief is exhausting, so be kind to yourself. Try to avoid alcohol, since it may make grief feel worse.
- **When grief hits, think about it as a loop.** Your calm may suddenly give way to sadness and crying, but that's not the end. The calm place will come again, and you will come back to serenity.
- **It's not just sadness.** Grief can be a collection of many emotions: anger, regret, relief, fear, grief, sadness, loss, and/or guilt. All these feelings are normal.
- **Look for the meaning.** Some have said grief itself seems useless; just suffering that seems to have no point. But you may also find room for a sense of peace, or it may realign your priorities. Be open to meaning.
- **Proceed gently.** Take a bath, avoid emotional TV shows or movies, but do enjoy old favorites. Try not to make huge, impulsive changes in your life or lifestyle. Maybe quitting your job shouldn't happen right now.

April Quiz Question

Q: *What is the most expensive spice in the world?*

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

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March Quiz Answer

Q: *Who was the first woman to win a Nobel Peace Prize??*

A: *Marie Skłodowska-Curie, a Polish-French physicist and chemist.*

Congratulations to Helen Jobe. Her name was drawn out of all of the correct quiz entrees, and she won 2 free Harkin's movie tickets!

Are Successful People Just Lucky?

You hear it all the time: That person was 'lucky' in business. Or those people are 'more fortunate' than others. But what role does 'luck' really play in success? Psychologists at Stanford University say certain attitudes seem to lead to 'good luck' and success in life.

- **An open mind.** Think of life as a garden of possibilities. Be curious.
- **Persistence.** Everyone has ups and downs in work and life. If you persistently follow your goals and deal with disappointment, you will do well.
- **Flexibility.** Though you have a specific goal in mind, be open to variations and new ideas.
- **Positive thinking.** Look at a painful experience and, instead of focusing on what you lost, calculate what you gained.
- **Risk taking.** Whether it's in your personal life or at work, taking risks will make you more resilient.

Clients of the Month

Congratulations to **Patrick and Lindsay Conner** on the purchase of your new home! Thank you for your trust in having me help.

Thank you, David and Tiffany, for referring them to me.

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.

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Meanwhile, certain values also play a role in a person's 'luck.' A recent survey by Robert Half Staffing shows that honesty may be the most valuable asset in creating opportunities.

Employers told interviewers that honesty was the top requirement for new hires. The same is true for those seeking a better job within an organization.

Of the employers interviewed, 58% said the qualities that impress them most, aside from ability and willingness to do the job, are honesty and integrity. That is an increase of 26% compared to five years ago.

"The rule in carving holds good as to criticism: Never cut with a knife what you can cut with a spoon.

– Charles Buxton

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
- 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*

Flowers Know When to Bloom

Scientists have known since the 1930s that plants sense the length of the days and, somehow, use that information to decide when to flower. Russian scientists back then speculated that a mysterious substance must be transported from leaves to shoot tips, stimulating the formation of flower buds. They called the mystery chemical “florigen.”

In 2005, a trio of new studies revealed how it works, including why flowers spring forth in certain spots on a plant. The findings were reported by the journal *Science*.

“We have now shown that a gene called FT, which is active in the leaf and whose activity is regulated by day length, produces a messenger molecule that is transported to the shoot tip,” said Ove Nilsson at the Umea Plant Science Center at the Swedish University of Agricultural Sciences.

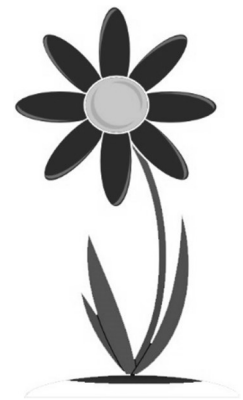
Separate research revealed how the messenger molecule works to activate the “gene programs” that lead to the formation of floral buds. In short, proteins are formed and they talk to other proteins that exist only at the future locations of buds, and flowers are born at just the right time in a preprogrammed location. And why does all this matter to scientists?

Daffodils bloom in spring as the days get longer. Roses wait until summer. Rice, on the other hand, flowers in the fall as the days shorten. Nature does fine, of course, but humans sometimes want to fool her.

“It is interesting to speculate that this finding could be used to make early flowering rice,” Nilsson said. “Since many of the high yielding varieties are late flowering this could in certain parts of the world allow the production of more than one harvest per year.”

The Dog Scoop

There was a poster at our park about a missing cat. It said "Do not chase." I showed it to Buckley and he looked at me like he didn't really care and just ran off.



Please Don't Keep Me a Secret

Please take a moment and think about the next person you know who is most likely to buy or sell a home in the next six months. I need your help.

I have great systems in place to give your referrals the world-class experience they deserve. Working by referral allows me to spend the necessary time needed with my clients, as opposed to using that time looking for new business. I can't do it without you! I promise to never pressure your referrals or make them feel obligated. You can call me at 480-390-5380 or email me their name at danazhomes4sale@hotmail.com.

Alan and Carol say...

"Dan Kilde found our dream house for us. He saw to it that everything went smoothly, from start to finish. Dan Consistently arrived early for every meeting that was scheduled with us. He provided excellent local resources whenever a need arose. Dan was enthusiastic and patient throughout the entire process, from searching for the perfect home, to the closing of the home. Dan exceeded our expectations, and we highly recommend his services."

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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Life Stuff

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