

Life Stuff

News To Help You Save Time And Money

August 2020

The Canvas

One day a professor asked his students to prepare for a surprise extra credit test he said he would be emailing them at home. The class was surprised because the summer session was almost over, and final grades were already pretty well established.

That evening, each student received a photograph of a large yellow canvas with one gray dot painted in the middle, along with instructions to write an essay on the painting.

When the professor received the answers back, all of the students with no exceptions described the gray dot, trying to explain its position, the contrast, and so on. After reading all the answers, the professor sent a follow-up email out to all the students:

"I am not going to grade you on this test; I just wanted to give you something to think about. No one wrote about the yellow section of the canvas. Everyone focused on the gray dot and the same happens in our lives. We have a whole canvas in front of us, but we are so busy focusing on the dark spot in the middle. Life is friends, livelihood, love, family, and the miracles we see every day.

I want you all to realize the dark spots in our lives are just one thing on a very large, bright personal canvas.

Take your eyes away from the apparent spots in your life and enjoy each one of your blessings and each moment that life gives you. I wish you the best!"

What a great story and analogy. ~ Dan

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PlanYourArizonaMove.com

INSIDE THIS ISSUE

- Save Your Eyes
- August Quiz Question
- The Kid Scoop
- Up Close and Personal
- After 23 Years
- A World of Help
- Client of the Month
- Master These ASAP
- Enjoy Your Workday
- The Dog Scoop
- Fail Well
- Frame Your Goals
- Free Reports
- Responding to Adversity

Save Your Eyes

August is Cataract Awareness Month, and that is a good time for everyone to get acquainted with the dangers that a cataract can pose. A cataract is a clouding of the lens in the eye. Because the lens focuses light onto your retina, any blockage or distortion can result in diminished eyesight.

Cataracts develop gradually and usually (but not always) in older people. Congenital defects, inflammation, exposure to certain kinds of radiation, diabetes, and smoking can also contribute to cataract formation earlier in a person's life.

The standard treatment is surgery to dissolve the clouded lens and then remove the fragments from the eye; doctors then insert an artificial lens to replace the old one. Because cataracts develop slowly and without pain, symptoms may not be obvious.

Check with your eye doctor if you start to notice these changes in your vision:

- Vision that is cloudy, blurry or dim.
- More difficulty seeing at night.
- Heightened sensitivity to light.
- Seeing halos around lights.
- Colors seem faded, or yellowish.
- Double vision in one eye.

Take care of your peepers!

August Quiz Question

Q: *What famous car was first produced in August 1908?*

Everyone who texts, emails or calls in the correct answer by August 25th will be entered into a drawing for a box of microwave popcorn.

(480) 390-5380

danazhomes4sale@hotmail.com

July Quiz Answer

Q: *What was the ancient Roman name for July?*

A: Quintilis

Congratulations to **Bonnie March**. Her name was drawn out of all of the correct quiz entrees, and she won a free box of microwave popcorn!



The Kid Scoop

Ryan's (20) lease on the home he was renting ended, so he is back home until he figures out his next move.

Brandon's (18) frozen yogurt job never opened back up due to COVID-19, so he got a job stocking shelves at Walmart. He went from an easy job to one that involves work.

UP CLOSE AND PERSONAL

Kim, Brandon and I took a quick trip to Prescott for the day to get some relief from the heat. It would be our last little getaway before Brandon headed off to college. We stopped at a park when we got to town and had lunch that we packed beforehand. Just being able to eat outside in some cooler weather was a nice change. We then went to Goldwater Lake and each rented a kayak. It was a nice way to get some relaxation. There's something about being on the water. It reminded me a little bit like being in Wisconsin with the tall pine trees surrounding the lake. It wasn't a real hot day, but I still found some areas of shade along the edges near the trees. We all enjoyed the peaceful serenity and exploring different areas of the lake. After leaving the lake, we went out to dinner and sat outside on a restaurant patio. The weather was even better at this point. It was well into the evening by the time we left and got back home. It seemed strange to think that we were only gone for a day. It was a nice getaway and helped to refresh us and break up our usual quarantine routine. Kim and I said we should take more of those little trips. So once Brandon gets into college, we might hit the road more often.

Have an awesome month!

Dan

After 23 Years

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

Dan and Anne were ready to move. It had been 23 years since Dan (their agent) helped them find their current home they own. It was a similar situation back then with a shortage of homes for sale. They still remember when Dan (their agent) called around the neighborhood looking for someone wanting to sell their home. Dan and Anne's current home was a result of those phone calls back in 1997 when Dan (their agent) found a seller willing to sell their home. That was the home Dan and Anne ended up buying. This time there was no need for Dan to make calls to find Dan and Anne their dream home. Dan (their agent) set up a personalized home search website with direct access to all listed homes for sale. After looking at some homes, they found one they absolutely loved. It was just listed on the market, and the challenge was going to be competing with multiple offers. The home was perfect in every way. Dan (their agent) helped guide them in making the best offer possible. The listing agent called Dan (their agent) on a Sunday evening asking some questions about the buyers' loan, as there were multiple offers on the home. Dan made a call to his lender (who Dan and Anne were using for their loan) on a Sunday night and asked him to talk to the listing agent to ensure there would be no better offer to consider than Dan and Anne's offer. That conversation led to an accepted offer on the spot. The first step in writing a successful offer is knowing the market and presenting a complete offer package with all of the details addressed. And, when the listing agent and seller are reviewing offers, regardless of the day or time, being available to answer any questions quickly can sometimes be the difference. In this case, it made all the difference for Dan and Anne. Soon after, their home purchase became a reality, and they were proud owners of the home they had been dreaming of for years.

If you know someone who is searching for their dream home, just have them call me at 480-390-5380. I would be happy to help them just like I helped Dan and Anne.

A World of Help

August has some pretty amazing holidays dedicated to animals all over the world. Here are a few worth celebrating, internationally and here at home.

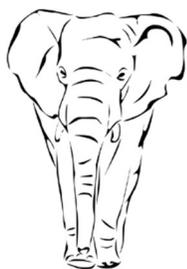
International Assistance Dog Week, August 2 - 8

International Assistance Dog Week (IADW) was created to recognize all the devoted, hardworking assistance dogs helping individuals mitigate their disability related limitations. According to the *IADW* website, International Assistance Dog Week was established due to the efforts of Marcie Davis, a paraplegic for over 35 years and the author of *Working Like Dogs: The Service Dog Guidebook*.

International Homeless Animals Day, August 15

Every year on the third Saturday in August, International Homeless Animals Day celebrates taking care of our pets and spreading awareness of pet overpopulation. Consider volunteering or helping to sponsor a spay and neuter clinic, adopt-a-thon or microchip clinic in your neighborhood.

World Elephant Day, Wednesday August 12



Launched in 2012 to bring attention to the urgent plight of Asian and African elephants, World Elephant Day asks you to help conserve and protect elephants from the numerous threats they face. *Worlddelephantday.com* has some great information on supporting better protection for wild elephants, improving enforcement policies to prevent the illegal poaching and trade of ivory, conserving elephant habitats, better treatment for captive elephants and, when appropriate, reintroducing captive elephants into natural, protected sanctuaries.

Client of the Month

Congratulations to **Kyle Allen** on the purchase of your new home.

Thank you for trusting me to help, and thank you Cheryl, for referring Kyle to me.

Master These ASAP

These acronyms aren't new, but they are worth revisiting:

ALF (Always Listen First): Used in training sessions and counseling, this is simply a polite thing to do.

BRAN (Benefits, Risks, Alternatives, Nothing): Useful for deciding on a proposed course of action in business. What are the benefits, potential risks, and alternative courses of action?

GROW (Goals, Reality, Options, Will): Often used in life coaching sessions, these are factors involved in self-improvement.

IDEA (Identify, Design, Execute, Augment): A planning strategy to first identify the relevant issues, then design a course of action, execute the plan, and adjust or add to it as necessary.

"One's destination is never a place, but a new way of seeing things." ~ Henry Miller

Enjoy Your Workday

Do you often feel as if your workday will never end? An article on the *Market-Watch* website offers a simple technique for feeling more energized and engaged, and getting more done.

It's called "reattachment to work," and it can take many forms. You might start your day by talking with your spouse or partner about what you're going to do today, or cycling through your to-do list first thing in the morning, or giving yourself three concrete goals to accomplish as soon as you get to work.

This kind of planning can jump-start your brain and help you focus on activities and goals that make your day go faster. It will give you a feeling of energy and engagement that can make work feel more satisfying throughout the day.

The Dog Scoop

Buckley comes home from his morning walk in the heat and lays down until I take his leash off. Panting heavily, he gets up, takes a couple of steps, and then lays back down again.

Fail Well

Success is about failure. At least, it's about learning how to fail without letting it stop you from moving forward. As personal and business coach Jane Herman writes:

"You have heard the expression, 'Anything worth doing is worth doing well.' Here's your new motto: 'Anything worth doing is worth being willing to do badly.' If something is important to you, then you have got to be willing to try it, even knowing that you may fail. If you have the attitude that you can't do something unless you can do it well or perfectly, then you will never take a step. Be willing to take the step."

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
danazhomes4sale@hotmail.com

Frame Your Goals

Deciding what you want is an important first step toward success—personal or professional. But it's not enough to simply know your goal. You've got to know how you're going to achieve it.

Frame your goals in terms of tasks and performance, not just outcomes. What actions do you need to take, today and tomorrow and in the future to get closer to your objective?

Assign specific tasks to yourself. Knowing how you'll measure the outcome of each activity does more than bring you closer to your goal. It gives you a sense of control over what happens to you. You're not just wishing for success, but working steadily toward it. Regular accomplishments will keep you motivated and moving forward.

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.

Responding to Adversity

One day after school, a daughter complained to her dad that she was tired of struggling with her dyslexia - she had to work twice as hard as her classmates.

Her father held back his tears and led his daughter to the kitchen, then repeated an old lesson. He filled three pots with water and heated them on the stovetop. Once the water began to boil, he placed a small potato in one pot, an egg in the second pot, and some ground coffee in the third pot.

After 20 minutes, he turned off the stove, put the cooked potato in a bowl and had the daughter poke it with her finger. He peeled the egg, then held the third pot out so she could sniff the coffee. She smiled at the familiar scent of her dad's morning coffee.

"The potato, the egg, and the coffee beans all faced the same adversity: boiling water," her father explained. "But each one reacted differently. The potato went in strong but came out soft and weak. The egg was fragile but grew hard. However, the ground coffee beans were unique. They changed the water and created something new.

So - which are you?" he asked his daughter. "Are you a potato, an egg, or the coffee? Sweetheart, challenging things happen to us, but the only thing that truly matters is what happens *within* us."

The teen smiled, gave her dad a huge hug, grabbed the hard-boiled egg as a snack and left to go do her homework. As she left, her father blew an invisible kiss that landed on his beloved daughter.

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.

Jacqueline says...

"I'd like to thank Dan for the determination and professionalism that was displayed during the sale of my home. I first put my home on the market with a small realty company and was fed up with the lack of response on the part of the Realtor. I terminated my contract with my existing Realtor and immediately called another company. Dan visited my home and was eagerly at work. He seemed to do everything the other Realtor neglected; home appearance, helpful hints, and continuous communication. Thanks again to Dan for the great service and customer satisfaction he takes to heart."

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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Dan Kilde

Infinity & Associates Real Estate

2450 S. Arizona Avenue #1

Chandler, AZ 85286

480-390-5380

danazhomes4sale@hotmail.com