

Life Stuff

News To Help You Save Time And Money

February 2020

How Do I Love Thee?

Robert was an unknown writer. One day, he ran across a volume of poetry that moved him so much, he wrote to the author: "I love your verses with all my heart, dear..."

The author of the poetry, Elizabeth, was flattered, but let him know she had survived a childhood disease that left her unable to breathe correctly. She spent most of her time at home, and her strict father did not want her in a relationship. She had plenty of money, but no love in her life.

Although Elizabeth remained distant, she fell in love through Robert's poetry. He painted a picture of the two of them on long walks; he described their home, their children. Letter by letter, he created a relationship with her through his writing.

One winter afternoon, Elizabeth sat at the window seat, reading her dear friend's love letters yet again when she glanced outside. It was a cold day, but sunny, with a snap in the air. Without a second thought, she pulled on her boots, grabbed her coat, and walked straight outside.

She continued down the road, and as she walked, she recited her beloved's poetry, long since learned by heart. The walk changed her life.

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When she got home, she wrote to Robert that she was ready to take action and within the year, they had a small wedding, then left for Italy on a honeymoon that never ended. Although they called each other husband and wife, we know them as the famous poets Elizabeth Barrett Browning and Robert Browning.

For the next 15 years, they worked together and produced some of the most romantic poetry ever written. Truly, love conquers all.

~ Dan

.....
"Grow old with me! The best is yet to be." - Robert Browning

Fight the Good Fight

Have you ever gotten into a fight, and then wondered whether it was worth the bother? Being an adult means choosing your battles carefully. One of the hardest aspects of maintaining healthy relationships is deciding when to fight about something and when to simply let things go.

There are many times that letting go of something is the right thing to do - for everyone involved. However, if someone is violating your space or assaulting your integrity, you need to defend your territory. Listen to your anger without giving in to it.

Psychotherapist Paula Hall gives these tips on the *BBC* Web site for keeping the peace and fighting fairly:

- **Develop your self-awareness.** Be ready to assume responsibility for that which is rightfully yours. Check your conscience for reasons you might be fighting and be honest with yourself. Make sure you're just not protecting your pride.
- **Believe the best about the other person...** until you have a real reason not to. Giving your opponent the benefit of the doubt is the right thing to do.
- **Consider the effect of other influences.** Are you stressed, tired, sick, or hungry? How much do you believe these factors have to do with the fight?
- **Stay calm.** Don't fall into the trap of sulking, blaming, or being overly critical.
- **Truly listen to what the other person is saying.** Admit when the other person has a valid point.

Have a Tactful Valentine's Day

When most people think of Valentine's Day, they probably aren't worried about appropriate etiquette for the office. But etiquette expert Lizzie Post of the Emily Post Institute says the subject deserves a little loving care. Her advice: Don't flaunt your plans – either before or after they've happened – when chatting with coworkers or friends.

Valentine's Day can make people who are not part of a couple feel bad, Post says. Don't even talk about your plans unless you're asked to. Try to use the day to celebrate compassion, she advises, to give a little attention to those who might not be feeling as fortunate as you do. While people are probably genuinely delighted about your happiness, being modest in what you share is the most thoughtful approach.

February Quiz Question

Q: *Major League Baseball began (as the National League) in February of what year?*

Everyone who texts, emails or calls in the correct answer by February 25th will be entered into a drawing for two free Harkin's movie tickets.

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January Quiz Answer

Q: *What is the world's biggest island?*

A: Greenland

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

UP CLOSE AND PERSONAL

Have you ever thought about the increased health risks from all of the radiation from your (and others) smart phone, wifi router, smart meter, computer, tablet, nearby cell towers, Bluetooth, and other electronic gadgets? In a documentary called Generation Zapped, a PhD Associate professor in Neuroscience asks if you know how much more radiation penetrates your body than it did ten years ago. He says a quintillion times more. That's 1,000,000,000,000,000,000 more!! Well that explains where all my hair went. Even if he's half right, that's a lot! I began doing some research and learning more about the negative effects of radiation, which can cause sleep problems, headaches, tinnitus (ringing in ears), eye problems, leg cramps, vertigo, cancer, stress, anxiety, depression, seizures, arthritis, body pain, nausea, sinus problems, nose bleeds, skin rashes, thyroid disorders, diabetes, and more. It's been said that if health studies would have been done on cell phones, they would have never made it into the market. Cell phone safety guidelines were last updated in 1996. Cell phones give off an incredible amount of radiation, which I can now see with an EMF meter I bought that tests three different types of radiation. I have made a few lifestyle changes and am still learning. One change was moving our wifi router out of our bedroom into another less used room as well as turning it off at night while we sleep. If you are interested in learning more about the effects of radiation and some simple ways to reduce your exposure, here are a few sites I have visited...emfacademy.com, nontinfoilemf.com, radiationhealthrisks.com, and electricsense.com.

Have a reduced radiation month. *Dan*

Say What!

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

Karen referred her sister Janet to Dan to help with the sale of their mom's home after she passed away. Janet was the executor of the estate. Karen had worked with Dan on several real estate transactions over the years, so Janet was comfortable using Dan to help. The home had some room additions and it was not clear if city permits were ever obtained for the work. Janet decided to have an appraisal done before listing the home for sale, and the value came in about where Dan suggested for a price. When it came time to list it for sale, Dan recommended listing it over the appraised price as a new appraisal would need to be done with the buyer's lender anyway. A buyer came along that loved the home and ended up writing a contract over the listed price. That was great news until the lender's appraisal came in far less than the appraisal that was done before listing it for sale. The appraiser did not give any value for the room additions that were done. Dan knew this was a bad appraisal, but contesting an appraisal generally leads nowhere. After weeks of working with the lender and moving up the chain at the appraisal management company, an appraisal review was done. The review appraiser consulted with Dan and ended up doing an entirely new appraisal. The new appraisal value was more than the original appraisal that Janet had done before listing the home for sale. The home finally closed at a great price. A little knowledge of the process along with some persistence can pay off. In this case it paid \$19,000 worth.

If you know someone who could use some help with selling their home in 2020, just have them call me at 480-390-5380. I would be happy to help them just like I helped Karen and Janet.

Tell a Story, See Results

One of the greatest conversational storytellers of all time was Abraham Lincoln. He once explained to a friend why he so often fell to storytelling while holding conversations: "They say I tell a great many stories. I reckon I do; but I have learned from long experience that most people, take them as they run, are more easily influenced through the medium of a broad and humorous illustration than in any other way..."

Likewise, when you want to get your point across to someone, often the best way to do it is to tell a story. Think about when you meet with your friends over a long dinner or catch up at a warm coffee shop, what is it you enjoy? Likely the answer is the stories and the anecdotes about your lives that you share.

Think of that same storytelling scenario the next time you need to explain something in a business situation. That same approach can work in different settings.

Client of the Month

Congratulations to **Bill Epperlein** on the sale of your two plots of land.

I appreciate you thinking of me and was happy to find such a great land agent who could help you get them sold.

Communication 101

The I's have it - when you're talking about a touchy subject, it's usually a good idea to use the word "I" instead of "you."

For example, if your co-worker Tom frequently uses the copy machine and does not refill the empty paper tray, instead of saying, "*Tom, you always leave the copy machine empty,*" you might try the following, "*Tom, I get annoyed that I often have to interrupt my workflow to fill the copy machine with paper.*" Chances are, it will divert accusation.

It's also a good idea to stay away from all-encompassing words - "*Tom, I always have to fill the copy machine.*" He's likely put paper in the machine at least once, and because of that, he will be able to throw the example out and dampen the credibility of your observation.

Don't Keep Me A Secret

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 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. 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.

Chores Work

Kids usually hate doing chores, but it's an important part of growing up. That's what Julie Lythcott-Haims, author of *How to Raise an Adult* and former dean of freshmen at Stanford University, said in an interview that was reviewed on the *People* magazine website.

Tech Insider also says that children who do chores grow up to be more independent at work. In particular, they're good at spotting when their co-workers are dealing with tasks that are challenging.

"By making them do chores - taking out the garbage, doing their own laundry - they realize 'I have to do the work of life in order to be part of life,'" Lythcott-Haims says.

"If kids aren't doing the dishes, it means someone else is doing that for them," says Lythcott-Haims. "...they're absolved of not only the work, but of learning that work has to be done and that each one of us must contribute for the sake of the whole."

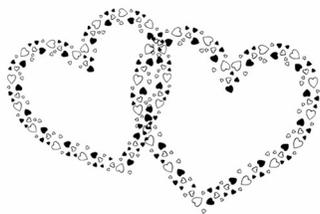


Be Your Own Friend

Callie Khouri, the screenwriter of the classic hit film *Thelma and Louise*, suggests this reality check to see if you are being too hard on yourself.

In a commencement speech she gave at Sweet Briar College, she had this to say: *"Would you say to a friend the kind of things that you say to yourself? For instance, let's say you, like I, perpetually misplace your keys... Do you, when looking for your keys, find yourself saying things to yourself like, 'Why can't you just figure out how to put them in one place? I can't believe how STUPID you are!'"*

Or do you say, 'Now, let's see, where would someone who's got something important on her mind leave her keys?'"



See what I'm getting at? Don't listen to things from yourself that you wouldn't accept from a friend. You wouldn't want a friend who wasn't supportive, so don't accept any less from yourself. You're only human, so learn to forgive yourself the little things, and do the best you can on the big things. No one is perfect and expecting perfection from yourself or anyone else is a waste of time."

The Kid Scoop

Brandon (17) is on the home stretch in his senior year of high school. One more semester.

Ryan (20) is no longer a teenager, as he turns twenty this month. Since he was born in the year 2000, he will always enter a new decade with each new decade!

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.

Post Haste

The ubiquitous Post-it note can be mighty persuasive, according to a study by psychology professor Randy Garner at Sam Houston University in Texas.

Participants were given a survey; some of the packets handed out had a handwritten note on the cover of the survey, and some packets had Post-it notes with a handwritten note written on it. Garner found that participants were more likely to comply and fill out the survey if there was a handwritten note on a Post-it.

Not only that, but participants also returned the materials more promptly, and they gave higher quality responses. The research points to the conclusion that requests made on Post-its are interpreted as a request for a personal favor, and people are therefore more likely to comply with requests written on them, even if the person making the request is a total stranger.

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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Secrets of a Groundhog

Groundhog Day is February 2, and tradition has it that the groundhog is supposed to awaken on this day and come up out of his burrow. If he sees his shadow, he'll return to the burrow for six more weeks of winter. If he doesn't see his shadow, he remains outside and starts his year, because he knows that spring has arrived early. But – what *is* a groundhog?

The groundhog, also known as the woodchuck and the whistlepig, is a rodent belonging to the group of large ground squirrels called *marmots*. Most marmots live in rocky and mountainous areas, but the groundhog is a lowland creature.

The average groundhog is 20 inches long, weighs 12 to 15 pounds, and has small, round ears, brown and gray fur, and a black tail and feet. They are excellent burrowers, using burrows for sleeping, rearing young, and hibernating during the winter. The burrows generally have two exits, and for safety's sake, the groundhog rarely ventures far from one of them. While

The Dog Scoop

We got a new floor rug in our living room. It took Buckley a while to go on it, as he would just walk around it. Now he lays on it like he owns it (I guess he sorta does).

preferring to flee from would-be predators, the groundhog is known to viciously defend its burrow when invaded by predators such as skunks, foxes, weasels or domestic dogs. It can inflict quite a bit of damage with its two large incisors and front claws, especially if the predator was foolish enough to invade the groundhog's burrow. While the groundhog doesn't have the allure of the large or exotic mammals, keep this in mind – he's the *only* mammal to have a day named in his honor!

Glenn and Dwan say...

"You have truly been our real estate consultant for life, helping us with both the buying and selling of our homes. It is so important to us to have found someone we can trust, represent our needs, and who is an expert in their knowledge of the real estate market. Dan is truly our dependable and reliable real estate consultant for life, thanks Dan!"

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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