

Life Stuff

News To Help You Save Time And Money

February 2021

Stay Sharp

Once upon a time, a young chef was hired to work at a high-end restaurant. The job was entry level, prepping vegetables, but it was the first step in his chosen career, and he was determined to do his best.

The first day, he gracefully sliced up ten catering pans of potatoes, all perfectly cut to the same size and shape.

"Excellent work!" the sous chef said as he passed the pans to the saucier.

On the second day, he jumped into work as he had the day before, but he only cut nine pans of potatoes.

Determined to make up for the slower second day on the job, he tried to outdo himself on the third day, but he somehow sliced up only seven pans of potatoes. He stopped by the sous chef's station on his way out and apologized and honestly claimed he did not understand what was going on.

Get Some Tips At:
PlanYourArizonaMove.com

INSIDE THIS ISSUE

- Playing Double Time
- February Quiz Question
- Up Close and Personal
- Let's Move on to New
- Zooming to Success
- Bear with the Joke
- The Kid Scoop
- Spice up Valentine's Day
- Free Reports
- Senior Outreach
- Welcome New Clients
- Don't Forget
- The Dog Scoop

"When was the last time you sharpened your knives?" the older chef asked.

"Sharpen?" the young man asked.

"I had no time to hone my knives. I have been too busy trying to cut potatoes."

The moral of the story: Sometimes working hard alone is not enough to achieve success. You have to work smarter, too!



~ Dan

Playing Double Time

What could you achieve if you didn't place any limitations on yourself? Jazz pianist Art Tatum— called “the eighth wonder of the world” by Count Basie— is a perfect example of a man who knew no boundaries.

Though blind, Tatum expressed an interest in the piano as a youngster. He listened to the musical stylings of Fats Waller and Lee Sims on the radio for hours, hoping that someday he would be able to perform as well as they did. Of course, that meant he'd have to learn to play, but unfortunately, like many families in the 1920s, his had few resources to spend on music lessons.

As Tatum neared adolescence, he devised his own method for learning the instrument. He persuaded friends to escort him to a jazz club, where he was given permission to sit at the player piano.

As the music played, Tatum kept his fingers hovering lightly over the falling keys, feeling his way through the songs. He practiced late into the night, as often as he could, in spite of his age, his schoolwork, and his part-time job.

Learning to play piano in this manner was difficult, but not just because he was blind. What Tatum didn't realize was that player piano rolls of that era were the result of two pianists playing together. He was learning to play with two hands what normally took four. As a result, he developed an incredible dexterity that enabled him to master the piano.

Art Tatum's strong will overshadowed any real or imagined challenges that could have prevented him from learning to play the piano.

At the age of 17, Tatum began playing professionally in a career that spanned decades. What began as a desire to sound like Fats Waller developed into a four-handed playing style that would astonish Waller and fellow musicians throughout the 20th century.



WELCOME NEW CLIENTS

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

+ Ross and Debbie Vogt

(Referred by Bill Drummey)

+ Alec Heikkala

(Referred by Leti Meyer)

+ Jodi Decker

(Referred by Ralph Nasch)

+ Natasha Conway

(Referred by John and Martha Conway)

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

“We're all a little weird, and life's a little weird. And when we find someone whose weirdness is compatible with ours, we join up with them and fall in mutual weirdness and call it love.” - Dr. Seuss

UP CLOSE AND PERSONAL

I've mentioned before that I was a trumpet player and musical ambassador for the state of Wisconsin in 1985 and 1986 with a touring group called Kids From Wisconsin. We were a Broadway style show traveling around the state all summer performing about 70 shows each summer. During the pandemic, the Kids From Wisconsin alumni site has been hosting Wednesday night watch parties. Each week they highlight and replay the show from a particular year. They started with the 2019 season and went back a year each week until reaching the 1969 season when the troop originated. It was a real treat watching the show from each of the two years I toured with them in '85 and '86. As I watched the show online, I could see who else was online watching and anyone could comment via chat as the show was in progress. After the show, there was a zoom party for members who were in the Kids that particular year that was just viewed. I was able to reconnect with one of the other trumpet players from the 1985 troop! It had been 35 years since we had last talked, and it turns out he lives about 45 minutes from me! I've always said those were the two best summers of my life (except for all the summers with my wife since then 😊). As a 17 and 18 year-old kid, I could not have had more fun traveling around all summer performing with others who loved what they did as much as I did. The music and memories are still in my head, and to this day I keep in touch with more than a few "Kids" from those two memorable summers.

Have an awesome month!

Dan

Let's Move on to New

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

Kyle and Kathryn were referred to Dan by Kyle's mom, Cheryl, and were excited to buy their first home. After Dan got some details that they wanted in a home, he set up a personal home-search website for them. That way they would be kept up to date every time a new listing came on the market that met their criteria. They found one home they were interested in buying, and so Dan wrote their offer, which was accepted by the seller. After doing a home inspection, they discovered that the home needed many repairs. There were too many major issues that they were uncomfortable with, so they decided to cancel the contract. They then changed their direction and wanted to consider having a new home built, so Dan showed them some new home communities. They found their dream home in a great location within their price range. They were going to have their own home built and would be able to choose their own colors and upgrades to customize it to their liking. The best part is that it would be a brand new, never lived in, home that would not need any major repairs like the previous resale home. Kyle and Kathryn kept a close eye on the building process until their new home was complete. Now, they are moved in and enjoying the home that was made especially for them.

If you know someone who is interested in buying a new home, just have them call me at 480-390-5380. I would be happy to help them just like I helped Kyle and Kathryn.

Zooming to Success

As working from home becomes the norm, encouraging employees to participate actively in online meetings isn't always easy. The secret is providing the kind of leadership that's crucial to getting everyone to join in. Consider these tips:

- Break larger meetings into smaller ones with a focused topic. Assign each group a topic to discuss, then have one person serve as spokesperson in a larger meeting to keep things streamlined.
- Open with a very safe agenda topic. Stay away from problematic issues until people are warmed up and ready to speak freely.
- Don't change gears too suddenly. You can't turn discussions on and off instantly. Don't get everyone talking, then silence them for a long speech in the middle of the meeting, as discussion isn't likely to quickly start up again. By the same token, don't wait until you really need participation before encouraging it. Provide breaks and clear transitions, so employees know what to do.
- Use the right language. "Meeting" can sound dull and passive. Call it a "working session" or a seminar. Think of and refer to people in the room as participants, not employees or audience members.

Bear with the Joke

A bear walked into an ice cream parlor, handed a \$10 bill to the clerk, and asked for a hot fudge sundae.

Though the clerk thought this scenario was completely surreal, he also wondered if the bear truly knew the value of money or if he was simply mimicking human behavior. To test out this theory, he handed over a \$1 bill as change when he served the bear his ice cream.

"You know, we don't get many bears around here buying sundaes," said the clerk.

"Ya think?" replied the bear. *"Since when do sundaes cost \$9?"*



Client of the Month

Congratulations to
Alec Heikkala!

Congratulations on the purchase of your home. I appreciate your trust in having me help you.

Thank you, Leti, for referring Alec to me 😊.

The Kid Scoop

Ryan turns 21 this month. He is officially graduating from The Kid Scoop. Although, he may make an appearance from time to time.

Brandon (18) is back for his second semester of college at ASU.

Spice up Valentine's Day

Did you know? Turmeric, a key ingredient in curry, is known for anti-inflammatory and antioxidant powers that might enhance the body's natural immune system. Although it has acquired something of a hipster reputation, the first curry recipe was actually published in a British cookbook in 1747. Here's a modern, delicate vegan version you can make for your Valentine:

Ingredients:

- 4 cloves garlic, minced
- 1 tablespoon grated, fresh ginger
- 1 teaspoon fresh turmeric, grated
(or ½ teaspoon ground turmeric)
- 1– 2 tablespoons olive oil
- 1 extra large tomato, finely diced, with juices
- 13.5 ounces coconut milk
- 1 tablespoon lime juice
- 1 teaspoon brown sugar
- ½ teaspoon salt, more to taste
- ¼ teaspoon cayenne, more to taste
- fresh cracked pepper

Prepare the yummy sauce:

Sauté the garlic and ginger in olive oil over medium heat, until just golden, stirring often to prevent scorching. Add the turmeric and sauté one more minute. Add the diced tomato and sauté until most of the juices evaporate, about 5-8 minutes. Stir in the coconut milk, lime, brown sugar, salt, cayenne and pepper. Add a pinch of salt - season to taste. Bring the curry to a simmer, then turn off heat until ready to serve over rice or vegetables.



“Love doesn't make the world go round. Love is what makes the ride worthwhile.”

~ Franklin P. Jones

February Quiz Question

Q: Where does the movie *Groundhog Day* take place?

Everyone who texts, emails or calls in the correct answer by February 25th will be entered into a drawing for a \$15 DQ gift card.

(480) 390-5380
danazhomes4sale@hotmail.com

January Quiz Answer

Q: *January is officially donate _____ month*

A: *Blood*

Congratulations to Helen Jobe. Her name was drawn out of all of the correct quiz entrees, and she won a free \$15 DQ gift card!

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*

Senior Outreach

We worry about our children and other youngsters in our lives, but that doesn't mean we should forget our older loved ones. Many are isolated for safety, as the pandemic is of particular concern to older adults. The resulting potential loneliness can lead to depression and other health problems. Here's what *NPR* recommends to keep their spirits up:

- **Stay in touch.** Call as often as possible. Talk about what you're doing, what makes you happy or sad, and what they're up to. Ask for their advice so they remember they are valued.
- **Have a virtual dinner.** Schedule a shared meal via Zoom or another app that allows you to virtually gather. Cooking and eating together, even watching a TV show together from different houses, can create a feeling of togetherness despite living in completely different locations.
- **Connect to their interests.** Find out what they like to do and share that hobby with them. If an older loved one with fading eyesight likes reading, offer to read a book aloud. You can also arrange for audio books that they can access and enjoy at any time.
- **Ask for help.** Just because people are older doesn't mean they're helpless. Often they have useful skills acquired over a lifetime. Ask for favorite recipes. Encourage them to pass down a skill to the next generation.

Don't Forget

February is National Time Management Month. Set up each day from the start by planning ahead in the way that works best for you. When you reach a good stopping point around midday, do a quick audit to assess whether you're using your time wisely.

The Dog Scoop

On his walk, Buckley continues to try to pee on all the bushes after there's no pee left. It must just be for show.

Come up with a plan to ensure everything you do is moving you in the direction of your goals, and limit the distractions that have popped up since morning so you can finish the day strong and end with every to-do item crossed off your list.

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

Carolyn says...

"Dan is the agent to work with, especially if you are an out-of-town buyer or owner, as I was. He runs his business with care to a client's needs, makes himself very accessible and lives the Golden Rule. Dan made his extensive network of reliable tradesmen, contractors and craftsmen available; even stepping in to make calls and be on site for times I wasn't available. They all reflected the ethical, thoughtful service that Dan provides his clients. While the listing was active, Dan made a point of keeping in constant contact about offers coming in, the activity in the neighborhood and providing education on Arizona real estate. This is a good man that works with like-minded people. You will never be thought of as a sale or a commission. You will be treated as a person; with understanding and respect."

Copyright 2021 Dan Kilde. This information is solely advisory and should not be substituted for legal, financial or tax advice. Any and all financial decisions and actions must be done through the advice and counsel of a qualified attorney, financial advisor and/or CPA! I cannot be held responsible for actions you may take without proper financial, legal, or tax advice!



Life Stuff

Dan Kilde

Infinity & Associates Real Estate

2450 S. Arizona Avenue #1

Chandler, AZ 85286

480-390-5380

danazhomes4sale@hotmail.com