

Life Stuff

News To Help You Save Time And Money

February 2023

Someone Who Understands

Amanda's golden retriever had a litter of puppies that were now old enough to go to new homes. Since retrievers make great family pets, Amanda figured she'd be able to sell them pretty quickly to her neighbors. So one day, she posted a "For Sale" sign on her fence and brought the puppies out into the yard.

Her first customer was a small boy from the neighborhood who observed the dogs carefully from a distance. He walked over to the fence and said to Amanda, "I'd like to buy one of your puppies." The boy was holding a jar brimming with every type of coin imaginable and had his eyes fixed on a puppy sitting across the yard from its siblings. The puppy was the runt of the litter and the boy had noticed that it had difficulty running and walking. "I want that one!" he exclaimed.



Amanda looked at the runt. She knew it wouldn't be fair for her to sell

the boy that puppy. She politely shook her head and said, "To be honest, I don't think that one will be much fun for a boy like you. He'll never be able to play like a normal dog – there's something wrong with his back leg."

The youngster thought about what Amanda had said. After a few minutes, he looked at Amanda and replied, "He just needs to be with someone who understands." Then the boy moved away from the fence and raised the right leg of his pants, revealing a metal brace supporting his knee. "He's just right for me."

– Adapted from *Bits & Pieces*

What a great story.....Dan

Get Some Tips At:

PlanYourArizonaMove.com

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Loose Gas Cap Wastes Fuel

Nearly 20 percent of cars on the road have a loose gas cap. *The Car Council* says an unsealed cap allows gasoline to vaporize, reducing your mileage by up to two miles a gallon. That's as bad as under-inflated tires, dirty air filters and worn spark plugs. Always twist the gas cap until you hear it click.

On older vehicles, check for a tight seal. Driving 55 mph saves gas, but as long as you keep your speed at 65 or under, you will save fuel on a trip, according to *Edmunds.com*.

On dry roads, use cruise control to maintain a steady speed. On frozen roads, don't use cruise control because you'll want to speed up and slow down as conditions and traffic allow.

Exercise Helps Prevent Decline

Pumping iron is no longer just an activity for young men. Women in their seventies and eighties have taken it up to maintain or increase their strength and fight cognitive decline. The weights they use are determined, at first, by what they can lift and how often. According to Tufts University, both aerobic activity and resistance training helped prevent a decline in thinking.

Tufts reports research in which 86 women—ages 70-85— were divided into three exercise groups. One group trained twice a week with machines and free weights. The second group was assigned to aerobic exercise, which was mainly an outdoor walking program. The third group performed only balance and stretching exercises. They were all give the Stroop Test which measures mental performance for selective attention and the ability to deal with conflicting information. The test also involved problem solving, visual attention and task switching.

After six months on the program, the aerobics group and stretching group became physically fitter and had improved balance. Those who lifted weights and did resistance training significantly improved their average performance on the Stroop Test and tests of associative memory.

If these findings nudge you to get started with strength training, then check out Growing Stronger, a step-by-step program developed by Tufts experts.

February Quiz Question

Q: *Which flower is the world-acclaimed symbol of friendship?*

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

(480) 390-5380
danazhomes4sale@hotmail.com

January Quiz Answer

Q: *What is the longest-running Broadway show?*

A: *The Phantom of the Opera*

Congratulations to **Peter and Michelle Munguia**. Their names were drawn out of all of the correct quiz entrees, and they won 2 free Harkin's movie tickets!

UP CLOSE AND PERSONAL

A new year means new resolutions for many. The gyms are packed, for now. Ninety two percent of New Year's resolutions are not kept. I'm not trying to discourage you, but you don't have to make a New Year's resolution to try something new or re-commit to something you've tried in the past. Just the fact of turning the page to another year can give new motivation to begin again without thinking of something as a yearlong goal. Just trying something different can be fun. I got a crossword puzzle book - the same one I got my mom as a gift. I've never really done crossword puzzles, but my mom has done them for years. So I thought it might be fun to work on the same book she got (plus, when I get stuck, I know where to find the right answers ☺). Maybe you want to re-start a hobby you did years ago or learn something new. Don't worry about having to commit for a year. Just start something and see where it leads. Take a class, read a book, start writing again, or pick up that instrument you used to play. I got a new pair of speakers for Christmas and connected them to my old stereo system from high school. It's been fun playing my old record albums and CD's. In fact, right now there's some old jazz and blues music playing behind me as I write this. Who knows, maybe you'll get inspired to do something you've been putting off for years. If so, let me know what it is so I can continue to encourage you.

Have an awesome month!

Dan

Top Price with No Big Repairs

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

Tim's sister passed away, and Tim was the executor for her estate. She had a home to sell, so Tim called Dan to help. Being the only sibling in town, Tim cared for his sister up until her death. He would also be the one who would need to watch after the house, keeping up the maintenance, mowing the lawn, paying the bills, etc...Tim was tired and wanted to get the home sold quickly. After doing some research on home values in the area, Dan met with Tim to give him a realistic expectation of how much the home would sell for. The home was older and needed some work, but Dan suggested waiting on doing any major repairs. Once a buyer wrote a contract on the home, they would pay to have a home inspection done. At that time, Dan would help negotiate any repairs. Tim liked Dan's marketing approach, and hired him to sell the home. Nine days later, Dan had a buyer. To top it off, Tim did not end up doing any of the major repairs. The home sold quickly, for a good price, with no major repairs needing to be done. In a market where buyers tend to demand a great price as well as repairs to be completed, Tim came out pretty well.

If you know someone who would like to sell a home, just have them call me at 480-390-5380. I would be happy to help them just like I helped Tim.

Prevent House Fires This Winter

Heating equipment is the second leading cause of house fires in North America. But during the winter, it is the leading cause, according to the National Fire Protection Association. To avoid home-heating fires, remember these rules:

Portable heaters fueled by gas, kerosene, wood, or coal: All heaters must be at least 36 inches away from anything that can burn. Never leave them on when you are not in the room or when you go to sleep. And never leave dry clothes on a heater.

Kerosene heaters: Use only the fuel recommended by the manufacturer - never use gasoline! When refueling, turn off the heater and let it cool before adding fuel, and be sure to wipe up spills promptly. Store kerosene away from heat or open flame in an approved container.

Fireplaces: Have the chimney inspected prior to the start of the heating season and cleaned, if necessary. Creosote builds up in chimneys and causes chimney fires. Always use a sturdy screen when the fireplace is in use. Remember to only burn wood (never burn paper or pine boughs) and never use flammable liquids in a fireplace.

Wood stoves: Be sure the stove meets local fire codes and is properly installed and maintained. Chimney connections should be inspected at the beginning of each heating season. Follow the same safety rules for wood stoves as for space heaters.

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

Want to Easily Find Other Local Businesses That Give Outstanding Customer Service?

Call me anytime for a referral to these services and/or any other you may need:

Handyman
Sprinkler Repair
Garage Door
Painter

Drywall
Pest Control
Probate/Estate Planning Attorney
Sunscreens

Pool Service
Air Conditioning
Roofer
Locksmith

A Beautiful Success

“I cried more than I ate. There was constant work, constant attention to detail, lost hours of sleep, worries, heartaches.”

These are the words of Estee Lauder, whose cosmetics empire has made her one of the richest women in the world, with a net worth of \$5.2 billion. She was born Esther Mentzer on July 1, 1908. As a child she lived above a hardware store in Queens, where she learned about entrepreneurship and retail at a young age. When she was six, during World War I, her uncle John Schotz paid the family a visit. He was a chemist who specialized in his own secret-formula skin creams. “Uncle John loved me,” she would later write. “I loved him, and my future was being written in a jar of snow cream.”

Eventually, Lauder, who said “confidence breeds beauty,” became obsessed with clear, glowing skin. Everywhere she went, she sold her uncle’s skin creams. At her high school, she noted there wasn’t one friend who wasn’t “slathered in our creams.” As she became more successful, she introduced the “free gift with purchase,” a promotion now popular in department stores across the country. It started with lipstick, which was given away to the Depression-era women who purchased her skin cream. She often said, “Whatever we give away, God will give back to us.” She proved herself correct.

– Adapted from *Profiles of Female Genius* by Gene Landrum

Have a Great Escape – At Home

If you’re feeling like you just need to get away from it all, but you can’t, try the following suggestions to create a “great escape” at home:

- Create your own personal space in your home. Something that feels simple, clean and uncluttered will feel most relaxing. To complete the mood, play your favorite CD or fill the space with wonderful smells using aromatherapy products.
- Hire a massage therapist to come to your home to pamper you. Make sure you have a relaxed, unhurried session to get the ultimate benefits.
- Call a few friends and ask them over for dinner – and ask them each to bring a dish. Ask everyone to help and then bask in the happiness of the communal experience.
- Let people who might worry about you know that you are shutting off your cell phone and won’t be answering e-mail for an entire day. Take a break from the world. Then sit back and enjoy the silence.

– Adapted from *Balanced Living*

The Dog Scoop

Buckley has found a new little dog friend on his walk. When we walk by, Buckley puts his paws up on the fence to see if his new friend can say hi.

The Kid Scoop

Brandon (20) has ditched his glasses and is now wearing contacts.

Ryan (22) has surpassed 700k subscribers on his YouTube channel.

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*

Is Your Brain Playing Tricks?

Could your own brain be playing a trick on you that causes you to walk around a few pounds heavier than you would be otherwise? That's exactly what Brian Wansink of the University of Illinois at Urbana-Champaign thinks is happening. Wansink, a professor of both nutritional science and marketing, got results in his study by rigging bowls of soup so that they replenished themselves, getting participants to eat two-week old popcorn, and putting bowls of jelly beans and M&Ms under people's noses. Here's what he found:

- If you have a lot of variety on your dinner plate, you will likely consume more food.
- If food is easy to get, you'll likely eat more.
- If you think there is more to eat, you'll probably eat more – even if it's as unappetizing as stale popcorn.

The study seems to point to sets of “hidden persuaders” that are really powerful for human beings. So, for instance, if you go out with your friends and the group orders a lot of pizza, you will probably eat more merely because more is available.

One thing the study turned up was the fact that something as simple as the color of a food can be a powerful persuader. Wansink found that people ate a lot more M&Ms and jelly beans if they were offered them in many colors rather than just one. When the researchers placed the candy in bowls in which the same colors were kept together, as opposed to mixing colors together in one bowl, participants ate 69% less. When the colors were mixed together, people seemed to perceive more variety and that compelled them to eat a lot more. When researchers offered people 10 different colors of M&Ms rather than seven, the people who were offered 10 colors ate 43% more.

“Anytime we see more variety, we anticipate we are going to enjoy it more. Since we anticipate we are going to enjoy it more, we end up taking more,” Wansink says.

The researcher also designed bowls that refilled automatically and so slowly that the study participants didn't notice. When they were later asked to estimate how much soup they had eaten, the estimates between those who had refillable bowls and those who didn't were not much different. That probably tells us that we're not very adept at estimating how much we've eaten, another contributor to overeating.

Finally, Wansink gave out different sized amounts of terrible-tasting 14-day old popcorn, some in medium buckets, and some in large buckets. The ones who got large buckets ended up eating 31% more.

Ready for your own experiment? Try eating off of a smaller plate and not loading a lot of different items onto the plate simply because they're available. You just may see those extra pounds start melting away.

– *Adapted from abcnews.com*

Joel says...

"Dan was a pleasure to work with and during my three years of looking for a new home he was extremely patient and never pushy. Anytime I had a question he responded in a timely manner and still does two years later. I will definitely work with him again."

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