

Life Stuff

News To Help You Save Time And Money

February 2024

“The Power of Dreams”

She was born in 1940 to a poor family in rural Tennessee, the 20th of 22 children. She was premature and frail, weighing just 4½ pounds at birth, and went on to suffer a series of illnesses: scarlet fever, pneumonia, and then polio, which left her in leg braces.

The little girl’s mother told her that despite the braces, she could do whatever she wanted to do with her life. As a grown woman she’d recall, “My doctors told me I would never walk again. My mother told me I would. I believed my mother.” At age nine the little girl took off the leg braces, and with great effort, by age 12 was walking normally. She became a basketball star in high school, and began sprinting with a team from Tennessee State University.

She won a spot on the USA relay team in the 1956 Olympic Games in Melbourne, Australia, and earned a bronze medal.



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PlanYourArizonaMove.com

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Four years later at the 1960 Olympic Games in Rome, Wilma Rudolph earned three gold medals, for the woman’s 100- and 200-meter races, and anchoring the 4 x 100 relay team. She was the first female runner to win three gold medals at one Olympic Games.

Wilma Rudolph’s triumphs at the 1960 Olympics brought her the James E. Sullivan Award as top amateur athlete; later induction into the Black Athletes Hall of Fame; and in 1974 inclusion in the National Track and Field Hall of Fame. Later in life the little girl whom doctors told would never walk said, “Never underestimate the power of dreams and the influence of the human spirit. We are all the same in this notion. The potential for greatness lives within each of us.”

Wilma also said, “Believe me, the reward is not so great without the struggle.” What an inspiration!

Dan

Valentine's Day Menu for Two

This Valentine's Day, create a special evening at home with an easy, yet delicious dinner menu designed for two. Whether you're a kitchen novice or a culinary enthusiast, these straightforward recipes will set the mood. Tie on your apron and enjoy a night of culinary bonding with your loved one!

Starter: Caprese Salad

Ingredients: Fresh mozzarella slices, ripe tomatoes, fresh basil leaves, extra-virgin olive oil, balsamic glaze, salt, and pepper.

Preparation: Alternate slices of tomato and mozzarella on a plate. Tuck basil leaves between them. Drizzle with olive oil and balsamic glaze. Season with salt and pepper.

Main Course: Garlic Butter Shrimp Pasta

Ingredients: Pasta (like linguine or spaghetti), shrimp (peeled and deveined), garlic cloves, butter, olive oil, dried chili flakes (optional), parsley, lemon juice, salt, and pepper.

Preparation: Cook pasta according to package instructions. In a pan, sauté garlic in olive oil and butter. Add shrimp, chili flakes, salt, and pepper. Cook until shrimp are pink. Toss in cooked pasta, a squeeze of lemon, and chopped parsley.

Dessert: Chocolate-Dipped Strawberries

Ingredients: Fresh strawberries, dark or milk chocolate chips, and white chocolate for drizzling (optional).

Preparation: Melt chocolate chips in a microwave or double boiler. Dip strawberries into the melted chocolate, place on a parchment-lined tray, and let them set. Optionally, drizzle with melted white chocolate for a decorative effect.

Beverage: Easy Raspberry Mocktail

Ingredients: Fresh raspberries, lemonade, sparkling water, and a lemon.

Preparation: Muddle a few raspberries at the bottom of two glasses. Fill the glasses with ice. Pour over lemonade and top off with sparkling water. Garnish with a lemon slice and a few whole Raspberries. This menu, which offers a mix of freshness and simplicity, and a touch of indulgence, is ideal for a cozy and romantic Valentine's Day dinner.

January Quiz Answer

Q: *When was the first ball dropped in Times Square?*

A: *December 31, 1907*

Congratulations to Teresa Munguia.

Her name was drawn out of all of the correct quiz entrees, and she won two free Harkins movie tickets!



Up Close and Personal

If you ever wonder if this column is written by AI (artificial intelligence), I can assure you it never has been nor ever will be. This isn't the place for me to write some fancy story with big words. It's just me telling it like it is from the heart. It's generally drafted with a pen and yellow note pad, and then typed into the computer. But, if I were back in school, I'm sure I'd be taking advantage of AI like the kids do today. Back in my school days, it was a good ole fashion set of the Britanica Encyclopedia, 1976 edition. That was sort of like AI today, except we had to copy write all the words from the encyclopedia onto a piece of paper instead of just asking the computer a question and having it type it all out like it does today. It doesn't seem that long ago when we drove to the library when doing research to use the card catalog to locate a book to help with a particular subject. Or, if we were out and about and needed to make a phone call, we'd look for a phone booth and hopefully had 25 cents to put into the phone so we could make a call. And if we needed to look up someone's phone number, we'd use the handy dandy phone book and look them up using their last name. If they had a common name, hopefully we had an idea of the name of their street so we didn't have to spend multiple quarters trying to figure out which number was theirs. Remember the old street maps, where we looked on paper for the route to get to our destination? Or, if you were a member of AAA and were going to take a long trip, you could stop by and they would give you a map and highlight the entire route in yellow marker. With cell phones, computers, and Google, that all seems sort of silly now. Probably so does a hand written column written by some real estate guy. Oh, well. You get what you pay for. There are never any expectations of you getting anything out of this other than some fun reading.

Have an awesome month. *Dan*

A \$20,000 Decision

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

Dan and Rachel had talked many times over the years. Rachel's daughter, Ruth, called Dan after Rachel passed away. Ruth lived in Alaska, but would be making a trip to Phoenix to get her mom's house ready to sell. Ruth's brother and sister would also be coming to Phoenix to help. Dan met with the three siblings to discuss the sale of their mom's home. After the preparations were done, Dan listed the home for sale. There was a tremendous amount of showing activity in the first couple of weeks, which led to a sale. Everything was going very smooth until the appraisal came in \$22,500 below the sales price! Uh, oh...now what?? The buyer wanted the seller to lower the sales price to the appraised value or they would cancel the deal. Dan felt the appraisal was not accurate and recommended that the seller not lower the price and resell the home to another buyer. That is exactly what the seller chose to do. The seller accepted the next offer at \$2,500 less than the previous one, and the appraisal came in \$1,000 over the sales price. Based on Dan's advice, the seller walked away \$20,000 richer. Sometimes a little experience can help to make the right decision.

If you know someone who would like experienced representation when selling their home, have them call me at 480-390-5380. I would be happy to help them just like I helped Ruth.

Word Game: Strange Tongues

In this game, try to identify the word from the clue given, being mindful that the answer must be one of two strange words—one with no vowels or one with no consonants.

1. Cold noise _____
2. Thoughtful musing _____
3. Dog threat _____
4. Secret sound _____
5. Sting alert! _____
6. Record playing guy _____
7. Not he, she, we, they, or you _____
8. Yummy _____

(See the last page for the answer key!)

Celebrating 30 Years!

Whew! I've completed 30 years in real estate. Throughout the year I will be highlighting 30 different client celebration pictures (for 30 years) on my Facebook page with a few words from each client based on their own personal experience. If you want to take a peek, just go to my Facebook page, or better yet, send me a "friends" request and we can stay connected that way too. Thank all of you who have supported my business these past 30 years, whether I have personally helped you with a sale or by serving someone else you have referred to me.

It's Always a Great Time to Take a Class

Maybe you're worried that your professional skills are falling behind. Or perhaps you've wanted to learn woodworking, knitting, or conversational Japanese and have no idea of where to start. Or maybe you're recently retired and considering ways to keep your mind and body active while you make new friends. The solution can be simple: Take a class. Here are a few ways to return to the classroom, whether virtually or in person.

Check your local craft store. Big chains, such as *Michaels* or *JOANN Fabric*, usually have single-session and multisession crafting and sewing classes available. Mom-and-pop quilting and sewing shops might provide advanced instruction or even blocks of unstructured time to socialize while you work on your own project.

Visit your public library. Most public libraries offer activities and classes for people of all ages. Your library card also might provide access to online courses and webinars for everything from business to languages to university-style STEM classes.

Research community colleges. If you want a more-traditional academic experience or want to work on a degree or certificate, then research community colleges near you. Several states have drastically reduced or eliminated community college tuition to make it more accessible. Check with your state's education agency for more information and eligibility requirements.

Go virtual at your own pace. Although such eLearning platforms as Udemy, Skillshare, Coursera, and LinkedIn Learning don't offer accredited degrees or certificates, they can be great and cost-effective ways to pick up new skills at your own pace. Course quality can sometimes vary, so read reviews and research the instructors before you select a class and dive in.

Keep Cut Flowers Looking Fresh

Florists say cut flowers will use water faster and wilt faster if they are placed in bright sunlight or in drafty locations. The cooler they are kept, the longer they will last, which is why florists keep flowers in a refrigerator.

Misting cut flowers also helps to prolong their life.

Flowers often wilt because air bubbles trapped in the stem won't let them absorb water. Trimming stems under water will keep this from happening.

Stems can also get plugged with bacteria. Changing the water each day helps. Before ever placing flowers in a vase, remove the lower leaves to prevent bacterial overgrowth.

If the flowers have been out of water for a while, cut off the bottom inch of the stem for a cleaner cut. Cut at an angle so the stem won't stand flat in the vase.

Sometimes you can revive wilted flowers. Wrap them in newspaper so the stems are straight. Put the stem and paper in a vase of water until the stem stands up again.

The Dog Scoop

Buckley is like the rest of his family and likes to sleep in a little extra when the weather is cold and rainy.

Love Day Humor

Why did the banana go out with the prune on Valentine's Day?
Because it couldn't find a date!

What did the stamp say to the envelope on Valentine's Day?
I'm stuck on you!

What do you call two birds in love?
Tweethearts!

What did the light bulb say to the switch on Valentine's Day?
You turn me on!

What did the paper clip say to the magnet on Valentine's Day?
I find you very attractive!

Perspective!

From 1971 to present, the highest average mortgage rate ever recorded was **18.63%** in October 1981. Mortgage rates held steady above 18% in the two-month span between Sept. 10 and Nov. 12, 1981.

What's your current interest rate?

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*

Shop Savvy at the Grocery Store

Everyone wants to stretch their food dollars, and the grocery store is a great place to do it. Here are some tips for savvier shopping:

Don't assume those items stacked at the end of the aisles – like sodas and chips – are on sale. This is a trick to make them seem like they're marked down. More often than not, they're marked at the regular price.

Know that you pay for convenience. Skinless chicken breasts cost more than those packaged with skin. The same applies to pre-cleaned and cut carrot and celery sticks. Quality may not vary. It's just a matter of deciding whether you want to put a little extra work into it.

Try the store brands. If you compare the contents and nutritional value of name-brand versus no-brand items, you'll discover that they're often identical. In fact, they're often made in the same plant in the same way.

Use coupons. How often have you clipped coupons only to allow them to expire? Develop a system that will ensure their use.

Avoid grocery stores on the weekend. The stress of crowded stores and long lines makes you more susceptible to speed buying. Try to shop during weekdays, first thing in the morning or later at night.



Influence Others With Your Professional Maturity

Being a good employee means setting an example of maturity for others. Show your managers that you're a grown-up by practicing these important leadership behaviors:

- **Support organizational policies.** Don't gripe about your organization's rules and procedures in front of others, even if you disagree with them. If necessary, work for change from the inside.
- **Help your peers.** Pitch in and help whenever you can—for the other person's good, and for the good of your organization.
- **Champion change.** All organizations need to innovate and grow to survive. Be the person leading the charge, not the malcontent resisting it.
- **Control your temper.** Remain professional no matter how frustrated you feel. People naturally respect and emulate others with self-control.



Keeping the Trust

A referral is sending someone you care about to someone you can trust. I appreciate your trust in me to serve your referrals.

Answer Key from page 4: 1-brrrr, 2-hmmm, 3-grrr, 4-psst, 5-bzzz, 6-dj, 7-l, 8-mmm.

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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