

Life Stuff

We Get Back What We Put Out

It was a very cold day in January, the kind of cold that seeps into your bones until your toes are numb. However, the cold outside did not stop customers from passing through the corner store to pick up the usual random items that require quick stops on the way home: milk, a bundle of firewood, or a snack to hold them over until dinnertime.

Lora, the clerk, realized she was short on change in the till with several hours left until closing time, so she hurriedly walked across the street to trade some bills for change at the bank before it closed for the evening. As she dashed back across to her little store, Lora felt something at her ankles and looked down to see a scraggly little cat. She felt guilty, but had to shoo the cat away.

Later, counting out the till, she realized she was short a \$20 bill. Lora realized she likely dropped the cash outside and with a deep sigh, added her own last \$20 bill to the till so her employer wouldn't dock her pay for the mistake.

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PlanYourArizonaMove.com

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Reluctantly, she put back the groceries she had planned on purchasing and closed the shop. Suddenly, she heard a meow— it was the scruffy little street cat from earlier. This time, he was curled up against the wall, barely out of the wind.

Lora decided it wouldn't hurt to bring him home for one warm night and scooped him up before she could change her mind. As she did so, the \$20 bill fluttered down the street toward her. In that instant, Lora understood an age-old lesson: we get back what we put out. She decided to use the \$20 to purchase dinner for herself... and her new pet cat.

~ Dan

Sleepyhead Skills

You might be surprised to notice some of your most creative thoughts come to you when you're comfortably relaxing in bed. A *Microsoft* survey of 2,000 people revealed many of our best ideas tend to pop up as we're dozing off, in the middle of the night, or when we first wake up in the morning.

Take a minute to concisely put thought into challenging situations as you're drifting off to sleep and write down any ideas and solutions that come to you— farfetched as they might seem. Try to roll through problems first thing as you wake up, without dwelling or fretting over them. You might discover some unique ideas and creative solutions to situations that nag at you during normal waking hours.

January Quiz Question

Q: January is officially donate _____ month?

Everyone who texts, emails or calls in the correct answer by January 25th will be entered into a drawing for a \$15 Dairy Queen gift card!

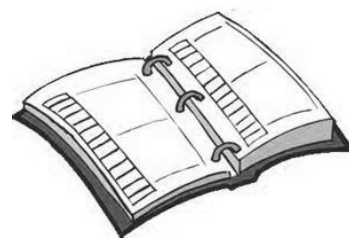
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Daily Productivity Habits

Success is based on how you use the time available to you every day. To make the most of every minute, follow these simple rules:

- **Use a day planner.** Whether you rely on technology or old-fashioned pencil and paper, plan every day for maximum efficiency. Start with a daily to-do list for both short- and long-term projects, carry over unfinished business to the next day, and check your list frequently so nothing important drops off your radar.
- **Set priorities.** Don't just work on tasks randomly. Identify your most important goals, your secondary objectives, and routine items that you can't ignore. Plan your day around the work that supports your top goals, moving on to other projects when time permits. Always ask yourself, "What's the most important and productive task I could be working on right now?"
- **Eliminate procrastination.** This can be tough, but it separates the truly successful people from the rest: Don't waste time on nonessentials. Plan your work, but don't over-prepare. Decide what you need to accomplish, and then do it. Even if you don't enjoy certain tasks, think of how relieved you'll feel once you're finished.



The Dog Scoop

Buckley was standing by the back door wanting to come inside. I opened up the door a couple of inches and said, "What's the password?" He just looked at me like, "Why aren't you letting me in?"

"Laughing together is as close as you can get to a hug without touching."

--Gina Barreca

UP CLOSE AND PERSONAL

Have you ever used the 5 second rule? Kim asked me to go to the store for a few things. One item on the list were some bolillo rolls (large oval rolls). They are in a case where you use the plastic tongs to take out however many you want. I got three of them. Before I could seal up the bag, I accidentally dropped it and one roll slid out onto the floor. I quickly looked around to see if anyone was looking, and then slid it back into the bag (less than 5 seconds). I wondered what to do next. Should I get a new one and throw this one away? Which one was it that fell on the floor? They all sorta looked the same in the bag. I then wondered: can you get COVID from the floor? Can you get sick from the floor? Are there really that many germs on the floor? No one really walks on this part of the floor under the case where it fell, right? I reluctantly kept the bag of rolls and continued on with the rest of my shopping and went home. Now, the next question was: do I say anything or just serve the rolls? I wouldn't feel right if someone got sick from this little mishap. So, I told Kim I dropped a roll on the floor and then put it back in the bag. I tried to sell it like it was no big deal and that it was only on the floor for a VERY SHORT while. Guess how many of us ate the rolls with dinner? Just me. I had as many rolls as I wanted, all to myself. And, just for the record, the 5 second rule worked just fine. I didn't get sick at all. In fact, I think I felt better than usual after eating those rolls, even if one fell on the floor. I generally recommend only eating food that has not been dropped on the floor. But there are always exceptions 😊.

Dan

Play Ball!

On January 29, 1936, the U.S. Baseball Hall of Fame elected the very first members: Ty Cobb, Babe Ruth, Honus Wagner, Christy Mathewson and Walter Johnson. It was actually the Baseball Writers' Association of America who were tasked with choosing the five greatest superstars of the game as the inaugural 1939 inductees.



According to a *History.com* article, the Hall of Fame actually had its beginnings in 1935, when plans were made to build a museum devoted to baseball and its 100-year history. A private organization based in Cooperstown, called the Clark Foundation, thought establishing the Baseball Hall of Fame in their city would help build back the area through tourism, as the nation emerged from the Great Depression.

Today, the Hall of Fame, located in Cooperstown, New York, continues to be the hub of all things baseball and receives approximately 350,000 visitors per year.

Written Instructions from Dad

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

Dan got a call from Jodi, the daughter of Ralph, who Dan had been in touch with for many years. Jodi called to let Dan know that her dad had passed away. She said he left a note in his important papers that read, "Dan Kilde, Realtor; call him." Jodi was the executor for her dad's estate. Although Jodi had never met or talked with Dan, she said she trusted her dad instinctively, and if he said to use Dan, that is what she was going to do. Dan met with Jodi to discuss the value of the home and give her some ideas of what could be done to make the home more marketable. When Jodi was ready to get it listed for sale, she called Dan. It was just before Christmas when it went on the market (December 19th). Jodi said it would be nice to have it sold by the end of the year, but knew that was not real practical. After Dan started marketing the home, there were several low cash offers from investors ranging from 19k to 102k below the asking price. The investors were wanting to update and remodel the home so they could resell it at a profit. As Dan was negotiating one of the investor's offers, another buyer looked at the home with their real estate agent. That buyer was wanting to purchase the home to live in as their personal residence. When they heard there were other cash offers, they immediately wrote a cash offer themselves. Not only a cash offer, but a \$1,000 over the asking price cash offer! They did not want to lose the sale to any of the other cash offers that were on the table. The buyer who paid over the asking price did so based on this principle...the fear of loss is a greater motivator than the opportunity to gain. In other words, they did not want to risk losing the home by offering a lower price. Not only did Jodi get her wish, which was to have it sold by the end of the year, but the sale was finalized before the end of the year. It closed on December 31st. Now, that was a nice way to end 2020!

If you know someone who would like to take advantage of this hot seller's market, just have them call me at 480-390-5380. I would be happy to help them just like I helped Jodi.

January Is...

National Mentoring Month. You can make a fundamental difference in the life of a young person. Establish a path based on what you have learned first-hand in your own life, regardless of where you are in your career. Or you can answer the call for mentors nationwide through a system like the one at the *mentoring.org* website. Your commitment and guidance can be the driving force to your mentee's future success, and to their willingness to reach back and help someone else. You might even find that helping a young person find their way has the echoing effect of helping you strive for more, as you begin a new year with new goals.

Client of the Month

Congratulations to
Jodi Decker!

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

Music for Life



By now, many of us have heard of at least one study confirming that children who play a musical instrument tend to have a higher intelligence quotient (IQ) and ultimately score better on standardized tests. Additionally, research suggests that learning a musical instrument engages the same areas of the brain used for doing math and science.

If you want to introduce music to your child, be prepared for a lifelong commitment. First, start with a few conversations to figure out if your child has a genuine interest in picking up an instrument. If so, you can support them by providing the foundation for a lifetime love of music.

- Pay attention to what type of music they most enjoy. Do you have a country kiddo who likes the sound of a fiddle and guitar, or are they more interested in the bass line of the latest pop beat? Set them up so there are future opportunities to play the music they love.
- Help them choose their first instrument. Find out if your local music store lends or rents instruments, and let them try out a few different instruments so you can gauge their level of engagement and ability.
- If your child decides after just a few lessons they want to try a different instrument, let them. They might find the one they most enjoy, or gravitate back to their original one after realizing all music takes work.
- Find age-appropriate activities for them to enjoy music that have nothing to do with their own instrument. For example, give a piano player a mental break by letting them have an impromptu afternoon where they simply rattle on a tambourine or sing at top volume to a few favorite songs. They'll return to their instrument at the next practice session feeling refreshed.
- Stay involved. Your commitment is just as important as your child's. Help them stay motivated to practice daily by having them play something for you, which gives them a chance to show off what they are learning. You'll be their biggest fan and mentor. Spend time listening to music together, and expose them to artists they might not know about.
- Most of all, remember to keep things upbeat and fun!

The Kid Scoop

Ryan (20) moved to Texas in November but made it back home for Christmas.

Brandon (18) completed his first semester of college and started a job at Potbelly Sandwich Shop.

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.

Set and Tally

Should you buy a new car? Reconsider your living space? What does the year ahead hold for you? This timeless list process will help you find clarity and get started on your next steps in an organized fashion.

1. **Make two lists.** On one list, write down all the benefits of making this choice. On the other, compile the many reasons you'd rather not. Write down the worst thing that could happen and your other fears and concerns. It doesn't matter if both lists are the same length, but try to write out at least 10 reasons on each list.
2. **Consider your feelings.** Look over both lists. Take note of your initial reaction to each one. Are you drawn to one more than the other? Does either list inspire positive or negative feelings? These feelings may be an indication of the outcome you're leaning toward.
3. **Delete any false statements.** Statements influenced by fear that might exaggerate a more negative outcome should be the first to go. Don't let fear rule your process.
4. **Make connections with your core values.** Think about the things that matter most to you— family, integrity, lifestyle, or something else. Place a check mark next to the items on your lists that correspond to these values.
5. **Highlight areas of concern.** Sometimes what prevents you from making decisions are certain risks associated with that choice, especially if things don't work out. Highlight any of the statements on your lists associated with these risks.
6. **Tally your results.** Count only those items you checked off, and compare their number to any items that were highlighted. Hopefully, the number of results on one list are longer than the other, suggesting a clear indication of the choice you should make. In the event of a tie, give more weight to the list that feels most authentic to your values.

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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"You've got to get up every morning with determination if you're going to go to bed with satisfaction." -- George Lorimer

David says...

"Thank you so much for your help in finding a new home. I absolutely love the house! Your constant meticulous attention to detail and follow-up with the numerous items involved with the home buying process and keeping them on track was very professional. Your service was first class, and I will highly recommend you to others."

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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