

Life Stuff

News To Help You Save Time And Money

January 2022

It's About Time

Imagine there is a bank which credits your account each morning with \$86,400, carries over no balance from day to day, allows you to keep no cash balance, and every evening cancels whatever part of the amount you didn't use during the day. What would you do? Draw out every penny every day, of course!



Well, everyone has such a bank. Its name is *Time*.

Every morning, it credits you with 86,400 seconds. Every night it

writes off, as lost, whatever of this you've neglected to invest to good purpose. It carries over no balance. It allows no overdraft. Each day it opens a new account for you. Each night it burns the records of the day. If you fail to use the day's deposit, the loss is yours. There is no going back, and there is no drawing against "tomorrow."

There is never "not enough" time or "too much" time. There is exactly the same amount of time in every day – and it's our decision how to spend it.

For 2022, let's resolve to make the most of all 86,400 seconds – every day!

Dan

Get Some Tips At:
PlanYourArizonaMove.com

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How Gen Z is Buying Homes

Generation Z is starting to look at home buying, and they have their own way of doing it, according to the AZ Big Media website:

- **Buying online** - Sixty-seven percent would consider buying a home through an online service or app, compared to 39% of millennials.
- **Spending less** - The median price of an existing home is \$360,000+, but Gen Z says it's only willing to spend \$150–\$250,000.
- **Changing lifestyles** - The No. 1 reason Gen Z would choose to buy a home is a lifestyle change, with 46% citing a new job, a growing family, or a relocation.
- **Less money down** - Younger generations are putting less money down on a purchase, with 57% of Gen Z buyers willing to put down 3-5% on a home, 53% of millennials are willing to put down less than 15% and 27% of millennials are planning less than 10%.

January Quiz Question

Q: *What globally broadcast parade takes place in Pasadena, California every January?*

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. (Current winner eligible after 2 months)

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November Quiz Answer

Q: *Pumpkins originated in what Country?*

A: Mexico

Congratulations to Frances Escobedo. Her name was drawn out of all of the correct quiz entrees, and she won a \$15 Dairy Queen gift card.

Beware: Hotel Scam

Here's one tip to remember when staying in a hotel: Beware of phone calls pretending to come from the front desk.

The Amo Mama website reports on a scam in which someone calls to tell a traveler that the front desk has lost their credit card information, or that the card has been declined.

If that happens, don't automatically read your credit card number to the caller. Instead, hang up and go down to the front desk. If it's legitimate, you'll know right away. Otherwise, you'll protect yourself from a credit card thief.

The Kid Scoop

Ryan (21) and Brandon (19) were both home over Christmas and enjoyed spending some time with Grandma and Grandpa on their visit from Wisconsin.

UP CLOSE AND PERSONAL

Do you ever feel like you're going over the speed limit of life? Are you running from one thing to another feeling like your to-do list never gets done? I think all of us feel this way at times. But before we can change, we have to first realize that things are out of control. Life is not a race. This is an easy concept to understand, but we continue to rush around. If we continue to view life as a race, then every step backwards or sideways will seem like a waste of time and that it doesn't belong. Nothing could be further from the truth. Every step we take is a part of life which means that there's life in every step. Life is more like a dance than it is a race. Each step we take, whether it be forward, backward, or to the side, is a part of the dance of life. You might take a step backwards when you lose a job, but then take two steps forward with a better job. Or maybe you take a step sideways with a sickness, and then learn something during that down time which enables you to take multiple steps forward with a fresh outlook and attitude towards life. The greatest dancers are never in a hurry and make the most out of each step they take. Slowing down will improve most all areas of your life. Give it a try. Make a point to slow down and enjoy the dance of life.

Have an awesome, slower than usual, month!

Dan

Money in the Bank

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

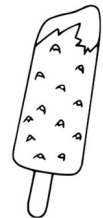
John was referred to Dan by Mary. Dan had sold a couple of homes for Mary over the years with the most recent being when she moved to a senior living center. Mary and John met at the senior living center, where Mary told John of her positive home selling experiences with Dan. On a side note, Mary liked to tell the story of how her picture, along with Dan's, made the front page of the newspaper years ago when Dan sold their home in just three days. John was excited to receive a trusted referral from Mary. John contacted Dan right away, and after looking at his home, Dan was able to give some recommendations on a few things to do before putting it on the market. Dan's suggested list price was much more than John was expecting. John liked the idea of getting more money, but also wanted a fairly quick sale (no pressure, right ☺). Dan suggested listing the home on Friday, and then reviewing offers in the next couple of days. John chuckled and agreed. Two days later, Dan met with John to sign a cash offer for over the asking price. Nine days later, John's home had successfully closed. Dan delivered John's check and drove him to his bank, where he made the deposit with a smile on his face.

If you know someone who might be selling their home in 2022, have them give me a call at 480-390-5380. I'd be happy to help them just like I helped John.

Young Ideas

Children are naturally creative and inventive because they don't know what's impossible. Try checking out these inventions created by kids across the years:

- **Trampoline.** Sixteen-year-old George Nissen was captivated by the sight of trapeze artists dropping into nets at the finish of their shows in the 1930s. In his parents' garage he developed the "bouncing rig," a metal frame with canvas stretched over it. Years later he switched out the canvas for nylon and came up with a new name—a "trampoline," adding the letter 'e' to the Spanish word for *diving board*.
- **Earmuffs.** At age 15, Chester Greenwood's ears grew painfully cold while ice skating. A scarf around his head didn't help, so he went home, built a wire frame, and asked his grandmother to sew some beaver skin pads to it. Greenwood patented his earmuffs in 1877 and eventually sold them, and they were used by soldiers fighting in World War I.
- **Popsicle.** One cold night in San Francisco in 1905, 11-year-old Frank Epperson mixed up a concoction of soda water powder and water and left it outside all night. In the morning he looked at the frozen mixture with the stirring stick still inside and realized it might be fun to eat. He began giving out them out as treats, and as an adult, he patented the product with the name "Eppsicle," later changing it to "Popsicle" - after his own children started calling it by that name.



Words of Wisdom

Here are some random observations about life:

- The older I get, the earlier it gets late.
- It's the start of a brand-new day, and I'm off—like a herd of turtles.
- I finally got eight hours of sleep. It took me three days.
- When you lose a sock in the dryer, it comes back as a Tupperware lid that doesn't fit any of your containers.

"Our imagination is stretched to the utmost, not, as in fiction, to imagine things which are not really there, but just to comprehend those things which are there." —Richard Feynman

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
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Mindset for Success

Nurturing the right mindset is crucial to long-term success in any occupation or industry. The *Tampa Bay Times* advises adopting attitudes like these:

Learning from mentors. The right mentor can share invaluable experience and advice to guide you in your career. Analyze his or her approach to people, challenges, and opportunities. Ask lots of questions, and listen to your mentor's advice.

Being a good team member. You don't get ahead all by yourself. You'll advance in your career by committing yourself to the goals of your team and organization. You'll be offered opportunities to do more if you show you're willing to support the big picture.

Finding a healthy balance. Don't devote yourself single-mindedly to work, or you'll burn yourself out. Make time for family and friends, exercise and eat healthy, and give yourself regular down time.



Examining your beliefs. From time to time, look at the values and rules that guide your life. Are they still working for you? Don't be reluctant to make changes that fit your circumstances better as you progress in your life and career.

Giving back. Wherever you are in your career, be ready to help people. Volunteer, share your expertise, mentor others, and demonstrate that you're not just looking out for yourself.

Driverless Cars Coming to a Street near You?

Drivers can't wait for self-driving cars, according to a survey by Bosch Mobility Solutions. Out of 1,000 U.S.-based new car buyers 18 years or older, 52% said they expect to own a self-driving vehicle within the next 10 years. Only 14% said they'd never buy a self-driving car, and 14% were undecided.

Although 72% of survey participants expressed worries about lack of control in a vehicle they don't drive themselves, 61% said they believe self-driving cars could lead to a decrease in traffic accidents, and 55% highlighted more free time and less stress as a benefit to driverless cars.



Client of the Month

Congratulations to **Jim Haynes** on the purchase of your home.

Thank you for your trust in allowing me to help represent you with another purchase.

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.

Relax With a Nice Warm Bath

What's more relaxing than a long hot bath? Jacuzzi Luxury Bath commissioned a survey to explore people's bathing habits, and found that 38% of us take baths at least once a week. Frequent bathers take an average of 3.3 baths weekly, for an average of 28 minutes. Among other results:

- **Timing.** The most popular times for taking a bath are weekend evenings and Monday mornings.
- **Demographics.** Bathing breaks down 50-50 between men and women. Younger people are more likely to be frequent bathers: 48% of people age 25-44 said they bathe on a regular basis.



- **Benefits.** Women tend to take baths because it helps them relax, while men feel baths lead to better mental acuity. Bathers age 18-44 said baths make them feel more alert.
- **Exercise.** Baths are popular for relieving soreness and fatigue caused by exercise. Forty-three percent of runners or joggers take a bath to recover after their workout, along with 34% who take exercise classes and 33% of weightlifters, followed by basketball players, bikers, and swimmers.

The Dog Scoop

Buckley got a new bowl for Christmas. The outside of his bowl says "Happy Hour" and the inside bottom says, "More Please."

How's Business...??

PEOPLE ASK ME ALL THE TIME HOW BUSINESS IS GOING. I STRUGGLE WITH THE ANSWER TO THAT QUESTION. MY BUSINESS DOES WELL BECAUSE OF YOUR REFERRALS. **WITHOUT YOUR HELP, MY BUSINESS WILL DIE.** BECAUSE MOST OF MY BUSINESS COMES FROM REFERRALS, I DON'T NEED TO SPEND VALUABLE TIME LOOKING FOR NEW BUSINESS. THIS ALLOWS ME TO SPEND THE NECESSARY TIME WITH YOUR REFERRALS, MAKING SURE THEIR NEEDS ARE BEING MET. **I NEED YOUR HELP.** I HAVE GREAT SYSTEMS IN PLACE TO GIVE YOUR REFERRALS THE WORLD CLASS EXPERIENCE THEY DESERVE. **I CAN'T DO IT WITHOUT YOU.** 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 3 TO 6 MONTHS. 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.

Jim says...

"I recently approached Dan about finding a condo in the Scottsdale area. He immediately identified several options and helped me find the "one". This is the second time I have worked with Dan, and I have found him to be incredibly responsive, and very professional. I would certainly use him again and highly recommend 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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