

Life Stuff

Include Family in Your New Year's Resolutions

Setting goals is a great way to nurture your growth. That's why it's important to make New Year's resolutions for family if you want your family life to change and improve. Consider including these goals this year:

Pare down activities. Families are busier than ever, so it's important to make room for consistent togetherness time. For example, think about cutting back on activities so everyone can eat dinner together most nights.

Build confidence in children's strengths. Parents spend a lot of time pointing out kids' weaknesses. Yet successful people become that way because they focus on their strengths. Do the same for your kids. It will give them the confidence to tackle their weaknesses.

Consider establishing regular family meetings. These times should be used to discuss schedules and goals and even grievances. In essence, family meetings are important to help everyone in the family reconnect. Don't schedule family meetings during meal times.

Get Some Tips At:
PlanYourArizonaMove.com

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Make personal resolutions a family affair. If you've decided that you want to do more charitable work, for example, consider making your personal goal a family goal. Volunteering as a family is a powerful way to build self-esteem and establish a sense of community in yourself and your children.

Work on a parenting weakness. There are many resources that can help you improve your parenting skills. Head to the library or start surfing the Web.

Happy New Year! Dan

Wear Sunscreen Even in the Winter

Cold weather is no reason to ease up on your sunscreen routine, according to the Skin Cancer Foundation. UVB rays, which are the primary cause of sunburn, are weaker in the winter. However, UVA rays, which contribute to premature skin aging, remain steady year-round and can penetrate clouds, fog and windows.

On a snowy day, UVA rays can be worse: Snow reflects up to 80 percent of UV light, so the rays hit you twice.

The best protection is an even coat of broad-spectrum sunscreen over all exposed skin, even the tops of your ears and around your hairline. A moisturizing sunscreen can do double duty, protecting you from the sun and harsh winter air.



Capture Those Fleeting Ideas

People get new ideas in common settings. For some, the three B's are especially productive: bed, bath, and bus. Others have reported the three S's produce creative ideas—swimming pool, sauna and sleep.

Ideas are fleeting things that streak across our minds. If not captured, they might be lost forever. The main thing that distinguishes "creative" people from others, say experts writing in *Psychology Today*, is that creative people have learned ways to be attentive to and preserve some of the ideas that occur to them. They have "idea-capturing" skills.

Scientist Otto Loewi struggled for years with a problem in cell biology. One night, a new approach occurred to him during his sleep, and he wrote it down in the dark. He went to his lab immediately in the morning to act on it. He won a Nobel Prize for the work he began that night. People who want to capture their ideas develop methods of doing it. Artists have sketchpads, writers carry notebooks, and inventors make notes on napkins and candy wrappers.

Develop your own idea-capturing techniques and you will discover that you are more creative than you think.

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 you to 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.

Up Close and Personal

Here we go again! No, not another 2024, but another new year. Like every other year, the gyms will be filled for a few weeks until normalcy returns for many of us. It's been said that we lose our way when we lose our why. So, if we spend some time discovering our "why," it's more likely that our resolutions will last throughout the year. Why is that? (ha ha). That's only for you to figure out. If you really want to lose weight, focus less on the scale and more on the "why." Start off with a cup of coffee (for me it would be mountain dew) and list all of your reasons for wanting to lose weight. As an example, your list might include feeling better, looking better, having more energy, being more productive, or spending less money by eating healthier. Then when it comes time to head to the gym or go for a run, revisit your "why" by reviewing your list for inspiration. You can post your "why" list on your fridge or bathroom mirror so you see it often. We all have changes we'd like to make. The important part is to make sure it's your "why" and not someone else telling you what your "why" should be. It's when you discover your why to something you really want that your success rate will skyrocket. Make January a month of asking yourself "why." Then the rest of the year will be full of the changes you want to make.

Have a "why" filled month.

Dan

Checking All the Boxes

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

Kevin was referred to Dan to purchase a home. Kevin was excited to buy his first home, but wanted to make sure he did not overpay for it. He wanted to stay within his budget and not purchase something too expensive. Because of his busy work schedule, he also wanted to find something that he could just move into and didn't need a lot of work. After looking at several homes, Kevin found the perfect home. It was in a good location and was in very nice condition. Dan helped Kevin negotiate an offer several thousand dollars below the listed price, asking the seller to pay all of his closing costs and a one-year home warranty. The seller accepted the offer. It was at that time that another buyer that had seen the house three times wanted to make an offer. They were willing to pay the seller full price to get the house. Too late. The seller had already signed Kevin's offer. After doing the home inspection, Dan also negotiated to have all of Kevin's requested repairs completed by the seller. Homebuyers like to find deals, and Kevin found himself a deal.

If you know someone who is searching for a deal on a home, have them call me at 480-390-5380. I would be happy to help them just like I helped Kevin.

Unique Ways to Boost Your Well-Being

Diet and exercise often take center stage when we think about health. However, the quest for well-being extends beyond the plate and the treadmill. Here are some lesser-known, yet scientifically backed, approaches to enhance your overall health:

- **Forest Bathing:** Originating in Japan as "Shinrin-yoku," forest bathing involves immersing oneself in a forest environment. This mindful exploration can reduce stress levels, improve mood, and might boost the immune system.
- **Laughter:** Laughter releases endorphins, and can be a mood enhancer. Plus, it's a fantastic way to connect with others in a joyful manner.
- **Earthing:** Walking barefoot on natural surfaces, such as grass or sand, is called "earthing" or "grounding," and is believed to neutralize negative ions, reduce inflammation, and improve sleep.
- **Music Therapy:** Listening to or engaging with music can stimulate emotions, which can result in a stress-relief response. Music therapy has also been found effective in managing conditions like depression and anxiety.
- **Digital Detox:** In our hyper-connected age, occasionally unplugging and taking a break from screens can help reduce eye strain, improve sleep quality, and enhance real-world social connections.

While these techniques might not replace a balanced diet or regular exercise, integrating these alternative practices can offer a refreshing boost to your health journey.

Remember, health is holistic, and sometimes thinking outside the box can lead to the most profound wellness revelations.

January Quiz Question

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

Everyone who texts, emails or calls in the correct answer by January 25th will be entered into a drawing for two free Harkins movie tickets.

(480) 390-5380

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Finding the Right Agent

Remember that Dan can help find a trustworthy real estate agent anywhere in the country, and even the world. If you know someone wanting to buy or sell a home who does not have a connection to a real estate agent, Dan is happy to find someone that can help or even to just provide another opinion. Dan has connected people all over the country (and out of the country) who have successfully helped people find a home to buy, sell a home or vacant land, and even purchase a McDonald's franchise. Call Dan at 480-390-5380 or danazhomes4sale@hotmail.com

Daily Productive 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.
- **Eliminate procrastination.** This can be tough, but it separates the truly successful people from the also-rans: Don't waste time on nonessentials. Plan your work, but don't over-prepare. Decide what you need to accomplish, and then do it.

The Dog Scoop

Buckley loved unwrapping his bone for Christmas. Every time there are wrapped gifts, he thinks they are for him 🐾.

January 15: Martin Luther King, Jr. Day

Martin Luther King, Jr. was a Baptist minister and social activist who led the civil rights movement in the United States from the mid-1950s until his assassination at age 39 in 1968. An eloquent and widely quoted speaker, King is perhaps most often remembered for the "I Have A Dream" speech he gave in 1963 in Washington, DC, which is credited with mobilizing supporters of desegregation and prompting the 1964 Civil Rights Act.

If You Want Happiness...

If you want happiness for an hour, take a nap.
If you want happiness for a day, go fishing.
If you want happiness for a year, inherit a fortune.
If you want happiness for a lifetime, help someone else.
– Chinese proverb



New Year's Eve: The Midnight Kiss

According to some cultural historians, the tradition of kissing at the stroke of midnight on New Year's Eve dates back to old English and German folklore that held that the first person you encounter in the New Year is indicative of the luck that awaits you in the year ahead. Over time, this evolved to people ensuring that their loved ones were nearby, and the shared kiss came to symbolize the hope that love will last throughout the year. But others contend that the kiss came about at masked balls held on New Year's Eve. The masks represented evil spirits of the old year. At midnight the masks were removed, and revelers kissed as a way to purify the New Year.

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*

Should You Trust Your Gut?

You have a big decision to make immediately. Your stomach is in knots, and you feel nauseous. Is your gut telling you something? Maybe. There is a direct link between the brain and the gut. *The Harvard Business Review* says 100 million neurons line your digestive tract, which is more than your spinal cord contains. The gut processes about 95% of serotonin and 50% of the body's dopamine; therefore, the gut plays a significant role in the body's chemistry.

Thus, you might want to listen to your gut—your intuition—what is it telling you?

Ask yourself whether you are feeling fearful. Fear pushes you to avoid threats or punishment and might trigger the impulse to flee or escape. Fear can also distort the messages of the environment. If you aren't fearful, then are you feeling pulled toward something, even if it is a risk? Do you feel excitement or anticipation? Or maybe you feel comfortable and at ease.

Be aware of your physical gut reactions at important moments. You might be able to determine how these hints can help you make decisions.

Low Tire Pressure Can Be Dangerous

Taking proper care of the tires on your car not only saves money, it could save your life. Here's some advice from the Rubber Manufacturers' Association:

- Inflate tires properly. Under-inflation makes it more likely that you will lose control or skid. Yet most cars have underinflated tires. Tire pressure can be low without tires looking flat.
- Check the label on the door, in the glove compartment, or on the fuel door for air pressure guides. Some makers recommend different pressures for front and rear tires, especially for SUVs.
- It's best to test pressure when tires are cold. Check every couple of weeks and before leaving on a trip.
- Avoid fast starts and stops, don't bump the curb when parking, and don't overload the

Who Do You Know?

Who do you know who recently became empty-nesters and might want to downsize? I am happy to talk with them and answer any questions about their options. Just have them call me at 480-390-5380 or email at danazhomes4sale@hotmail.com

Up or Down?

Are interest rates up or down? Are home prices up or down? Are you waiting for rates to drop so you'll have a lower monthly payment? What if while waiting, home prices jump up and you lose thousands of dollars in home equity regardless of interest rates? Confused what to do? Give me a call at 480-390-5380 and we can discuss what makes sense in your situation. Or email me at danazhomes4sale@hotmail.com

car.

Casey and Amy say...

“Our experience with Dan was outstanding! One thing that was exceptional about your service was your attentiveness. It always seemed like you had the time to answer whatever questions we had, and did so quickly. You made us feel like we were your only client.”

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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Life Stuff

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