

# Life Stuff

News To Help You Save Time And Money

July 2022

## When Sufficiently Motivated

Two warring tribes lived in the Andes, one in the lowlands and the other high in the mountains. One day the mountain people invaded the lowlanders and, as part of their plunder, they kidnapped a baby from one of the lowlander families and took the infant with them back up into the mountains.

The lowlanders didn't know how to climb the mountain. They didn't know any of the trails that the mountain people used, and they didn't know where to find the mountain people or how to track them in the steep terrain. Even so, they sent out their best fighting men to climb the mountain and bring the baby home.

The men tried one method of climbing and then another. They tried one trail and then another. After several days of effort, however, they had climbed only a few hundred feet.

Feeling hopeless and helpless, the lowlander men decided that the cause was lost, and they prepared to return to their village below.

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### **INSIDE THIS ISSUE**

- How Lost Dogs Find Home
- July Quiz Question
- Keep Stress Down During Vacation
- Up Close and Personal
- Moving On
- A Growth Mindset
- Fascinating Facts!
- The Kid Scoop
- Save On You're A/C Costs
- Client of the Month
- A Morning Routine Is Key
- Free Reports
- Mental Health During Summer
- The Dog Scoop

As they were packing their gear for the descent, they saw the baby's mother scrambling down the mountain toward them. She had gone higher than they had!

Then they saw that she had the baby strapped to her back. How could that be?

One man greeted her and said, "We couldn't climb this mountain. How did you do this when we, the strongest and most able men in the village, couldn't do it?"

She shrugged her shoulders and said, "It wasn't your baby."

*You never know what you can accomplish when you're sufficiently motivated!*

*Dan*

## How Lost Dogs Find Home

It's a happy day when a lost dog finds its way home, but how does it get back? *A New York Times* article offers two explanations. One is a dog's hypersensitive sense of smell that allows them to create a map of scents around their neighborhood, using gardens or grocery stores and human aroma as markers.

In addition, they may be sensitive to magnetic orientation. One study of dozens of canines observed that dogs tend to adopt a north-south orientation when they "go potty", but that preference vanished when the magnetic field around them was disturbed.



## Keep Stress Down During Vacation

Here are some helpful hints for reducing stress during what should be a fun and relaxing time:

- **Recognize the signs of stress, such as irritability and anxiety.** Avoid these by getting a handle on things instead of just letting them happen. For instance, if you know the car trip will be stressful, be prepared to take breaks, play games, and listen to audio books.
- **Allow yourself to say "No."** Be realistic about what you can do during vacation. Give everyone a chance to have a say, but after careful consideration, be willing to say no.
- **Watch your diet.** It's easy to overindulge on vacation, and too much sugar and junk food can affect your mood. Sugar overload will make you sluggish, for example, and the stimulating effect of caffeine may make you overanxious.
- **Exercise.** Take a run in the morning before heading off to the sites. Not only will it combat those extra calories you're consuming, it will also relieve tension and provide relaxation.



### July Quiz Question

**Q:** Which country has the most natural lakes?

Everyone who texts, emails or calls in the correct answer by July 25th will be entered into a drawing for two free Harkins movie tickets. (Current winner eligible after 2 months)

**(480) 390-5380**

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### June Quiz Answer

**Q:** What is the largest airport in the world?

**A:** The King Fahd International Airport in Saudi Arabia

**Congratulations to Lester Weaver.** His name was drawn out of all of the correct quiz entrees, and he won two free Harkins movie tickets.

## UP CLOSE AND PERSONAL

I recently read an interesting book entitled Poems from the Asylum. One of the authors is a client of mine, and I knew her father, Ralph, for over 20 years before his passing in 2019. Ralph left written instructions for me to sell his home. The book is about Ralph's mother, Martha, who back in 1928 was committed against her will (by her adulterous husband) to the St. Peter State Hospital for the insane (in Minnesota) where she was confined nearly seven years until 1934. Ralph was just six years old when his mother was sent away. The book contains 80 poems that Martha wrote while in the Asylum and gives great insight into her emotions and how she was treated while there. Many poems are about her son, Ralph, who she dearly missed. The book gives great awareness into mental health during the era of the Great Depression and tells what led up to Martha's confinement and what happened once she was finally released. Was Martha actually insane, or did her poems save her sanity? What was life like after she was a free woman again? You'll have to read the book and form your own thoughts and opinions. You can get a copy on Amazon.com. If you read it, let me know and we can compare notes.

Have an awesome month!

*Dan*

## Moving On

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

Dan had been in contact with Dick and Ramona Lee over a decade. Ramona Lee had become very ill, and Dick took care of her each and every day until she passed away. Dick told Dan it was time for him to downsize and get into a smaller place. They had a large home with a swimming pool, and the maintenance was just too much. Dick had spent the past several years caring for his wife, so there were things with the house that he was not able to keep up with how he would have liked to. With so much time and effort caring for his wife, he did not have the energy or desire to do anything with the house. Dan suggested some minor changes before getting it on the market, and then came up with a marketing strategy to sell his home in "as is" condition. Shortly after getting the home on the market for sale, Dan had 3 offers on Dick's home. Dan sold it for several thousand dollars more than the asking price and negotiated for the home to be sold in "as is" condition. Dick was happy with the quick sale and ended up with more money than expected. And, he was thrilled to move to a smaller place without any upkeep to worry about.

If you know someone who could use some help downsizing to a smaller home, have them call me at 480-390-5380. I would be happy to help them just like I helped Dick.

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*"You cannot do a kindness too soon, for you never know how soon it will be too late."  
– Ralph Waldo Emerson*

## A Growth Mindset

To get ahead, you can't keep doing the same things you've always done. You have to adapt and grow. Here's how to develop a growth mindset (from the *Very Well Mind* website):

- **Believe your efforts matter.** Take a look at your job and career. Look at how you help people. If you understand that your work makes a difference, you'll be motivated to stick with it and do more.
- **Keep learning new skills.** Look for training to expand your job skills, but also look outside the narrow scope of your occupation to pick up life skills. Take a painting class, volunteer at an animal shelter, learn a new sport—anything that will get you out of your rut.
- **Learn from your failures.** Everyone makes mistakes. The only shame is repeating them because you didn't find out why they happened. Investigate the causes of your failures to ensure you don't make them again.

### 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](mailto:danazhomes4sale@hotmail.com)**

## Fascinating Facts!

You think high school algebra was hard? Try wrapping your mind around these amazing numbers, courtesy of the *Cracked* website:

- To write the largest known prime number in a straight line, you would need a sheet of paper 23 miles long.
- Americans use 100,000,000,000 plastic shopping bags a year, enough to stretch end to end around the equator twice every day.
- A blue whale can eat up to 40 million small krill a day—about 7,900 pounds, which is more than the weight of a Hummer.
- A Rubik's Cube has 45,252,003,274,489,856,000 possible configurations.
- Beetles represent 30% of all known animal species, with more than 300,000 species currently identified.

### The Kid Scoop

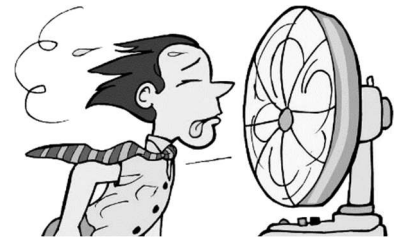
Brandon has moved on from Uber Eats and started working at Dillard's for his summer internship. He is learning the different aspects of business management.

- People send 205 billion emails every day. If you were to print out each one on a separate sheet of office paper—which would consume 25 million trees—the stack would stretch halfway around the equator.

# Save On Your A/C Costs

Summer is here, and you'll probably rely on your air conditioning to stay cool. If you don't want to pay too much during the hottest months of the year, check out this advice:

- **Check your insulation.** Unless your home is new, chances are you're losing cool air through cracks and poorly sealed doors and windows. Contact your utility provider or a contractor for an energy audit to determine where the air is escaping.
- **Place your thermostat in the correct location.** Don't place it near a hot window, for example, or it will turn on too quickly. Pick a cooler, shaded location so it won't think rooms are hotter than they really are.
- **Keep blinds closed.** This simple action during the hottest periods of the day will keep you cooler and will add a layer of insulation to your windows.
- **Use fans.** Fans use less energy, and air circulation will make rooms feel cooler.
- **Turn down the thermostat when you leave.** Many people assume that maintaining a steady temperature 24 hours a day is more efficient, but you'll use less energy by changing the thermostat when you're out.



# A Morning Routine Is Key

Are you as productive as you could be at work? It depends on how you start your day. To get off on the right foot, follow this advice from the *Resume.io* website:

- **Empty your mind.** Get rid of extraneous thoughts that might distract you up front. If necessary, write down any ideas or worries and then set them aside so you can focus on your first task.
- **Don't check your email right away.** Spend 30 minutes or so on something productive before looking at your emails. You'll avoid getting sucked into nonessential tasks.
- **Avoid meetings.** Don't call a meeting first thing in the morning. We spend enough unproductive time in meetings as it is. Block out a meeting-free zone on your schedule and attend only the most essential early morning meetings.
- **Use natural light.** Open your blinds to let in the sunshine. It'll help you wake up and feel more alert. If that's not an option at your workspace, invest in a lamp that simulates sunlight.
- **Set—and share—deadlines.** Let someone else know when you expect to finish an important task. Keeping it to yourself makes letting it slide too easy. Having someone in on it will help you feel accountable, even if it's just a co-worker with no authority over you.
- **Start one at a time.** Don't try to accomplish several morning tasks at once, no matter how easy they are. Focus on just one, finish it, and move onto the next. Allocate blocks of time for specific tasks, with shorter spans in between for miscellaneous jobs.

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*Those who do not stop asking silly questions become scientists. — Leon Lederman*

# 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](http://www.PlanYourArizonaMove.com)
- ❑ E-mail Dan at [danazhomes4sale@hotmail.com](mailto:danazhomes4sale@hotmail.com)

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**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.*



# Mental Health During Summer

After all the stresses of the past year, the thought of relaxing and just enjoying the summer months can feel alien and unfamiliar. Nothing is certain, of course, but you can reduce anxiety and let yourself go with this advice from the University of Colorado website:

- **Let yourself feel everything.** Don't try to force happiness. Allow yourself to feel a full range of emotions—excitement, anxiety, joy, sadness, and everything else. You're able to experience multiple emotions at the same time, after all. You can be excited about traveling, yet nervous about flying on an airplane, for example. Learn to balance your emotions so a single feeling doesn't overwhelm you.
- **Take a proactive approach.** Confront your fears openly. This can be as simple as brainstorming summer projects or just making a packing list for a trip. Come up with a list of friends you can depend on for support if things get emotionally tough.
- **Accept what you can't control.** Things happen. Don't try to take on everything. For example, you don't know what the weather will bring on a day you've planned for a hike, so be prepared with a raincoat and umbrella, or be ready to postpone activities until the day is more welcoming.
- **Find ways to cope.** Practice meditation and mindfulness. Try writing in a journal or talk to a close friend you trust. Remember that exercise is good for the mind as well as the body, so get outside as much as you can. Spend time with friends and family you care about, and don't forget to celebrate the small victories.
- **Take care of yourself.** Eat healthy food and exercise regularly. Get plenty of rest and sleep, whatever else you're up to. Identify sources of stress so you can take steps to alleviate it before it becomes too much to handle.

## The Dog Scoop

After all of the rain came, Buckley got a much-needed bath after a wet and muddy walk in the park.

## 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.

Rachel says...

*"My mom became ill and had to relocate suddenly from her beloved Arizona to be closer to family. Dan handled the sale of her home effortlessly, professionally and with the utmost respect to my mom during a difficult time. He works with integrity and explained the process every step of the way. He is knowledgeable and worked through several home repair issues, always keeping us informed and advised with what to expect next. It was a challenging home sale (due to homes age and wear and tear) and he made the entire process move forward smoothly. His negotiation skills are top notch. He is a master at his craft!! Give Dan a call and put your mind at ease!"*

See over 100 more rave reviews from actual clients at [www.PlanYourArizonaMove.com](http://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](mailto:danazhomes4sale@hotmail.com)

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