

Life Stuff

News To Help You Save Time And Money

May 2021

Legend of the Touchstone

A poor man once bought an old book at an open market for a few coppers. Between its pages he found something very interesting indeed: a thin strip of parchment on which was written the legend of the touchstone.

The touchstone, according to the document, was a small pebble that could turn any common metal into pure gold. The writing explained that it was lying among thousands and thousands of other pebbles on a beach. The real stone would feel warm to the touch, while ordinary pebbles are cold.

The man sold his few belongings, set out for the seashore, and began testing pebbles. He realized that if he picked up ordinary pebbles and threw them down again because they were cold, he might inadvertently pick up the same pebble hundreds of times. So, each time he felt one that was cold, he threw it far into the sea.

He spent days at his search, picking up a pebble— *cold* —then throwing it into the sea... then, picking up another... and throwing it into the sea...

One day, after months and months, the man picked up a pebble and threw it into the sea. As it left his hand, he realized that the pebble had been warm. *It was the touchstone!* However, by then, he had formed such a strong habit of throwing each pebble into the sea, that when the one he wanted came along, he still threw it away without taking time to feel its warmth.

Don't let your habits trick you into throwing away your opportunities.

~ Dan

"Though no one can go back and make a brand new start, anyone can start from now and make a brand new ending." — Carl Bard

Get Some Tips At:
PlanYourArizonaMove.com

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Mother's Day

While versions of Mother's Day are celebrated worldwide, traditions vary depending on the country. In Thailand, for example, Mother's Day is always celebrated in August on Queen Sirikit's birthday.

However, the official Mother's Day holiday as we think of it was basically created by a woman named Anna Jarvis in the 1900s. Jarvis, who wanted to honor her mother after her passing, came up with the holiday in 1905.

Jarvis maintained that most American holidays were biased toward men and male achievements, so she started a massive letter writing campaign to newspapers and prominent politicians, asking them to establish a special day honoring motherhood.

By 1911, many American states and Canadian provinces had adopted Mother's Day as an annual holiday, and in 1914, then-President Woodrow Wilson officially established the second Sunday in May as Mother's Day. Then, in 1915, Canada followed suit.

In an ironic twist, Jarvis ultimately lobbied against the holiday after stores used the opportunity as a marketing and sales gimmick. She did not succeed in pushing the government to rescind the holiday and today, it is one of May's most beloved holidays.

Moms Knows Best

Moms know best: one of the wisest things you can do for your children is to help them expand their minds. Here is a list of ideas for helping kids of any age sharpen their thinking and grow intellectually:

- Read a newspaper or visit a news site every day.
- Read magazines like *National Geographic*.
- Observe wildlife in your own back yard, from birds above to bugs in the grass.
- Log on to the local library.
- Research your family history.
- Write a story, poem, or song.
- Learn how to play chess or other strategic board games.
- Learn how to play an instrument.

May Quiz Question

Q: *What country celebrates Materitse?*

Everyone who texts, emails or calls in the correct answer by May 25th will be entered into a drawing for a \$15 DQ gift card. (Current winner eligible after 2 months)

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April Quiz Answer

Q: *This famous playwright was born in April and he also died in April. Who is he?*

A: *William Shakespeare*

Congratulations to Monika Kassees.

Her name was drawn out of all of the correct quiz entrees, and she won a free \$15 DQ gift card!

"I think the next best thing to solving a problem is finding some humor in it." – Frank Clark

UP CLOSE AND PERSONAL

Kim and I celebrated our 25th wedding anniversary on April 20th. We took a trip up to Sedona and spent our anniversary day in Jerome where we were married. We sat in the park in Jerome that we used to visit and looked at our photo albums from when we were dating (I even had hair in those days). For dinner, we ate outside at the Asylum restaurant at the Jerome Grand Hotel, where Kim got her crab legs and I got my tenderloin steak. We don't have any connection to Jerome other than we found it in our dating years and thought it would be neat a place to get married. We were married at Holy Family Church in Jerome and then made the trip down the hill to Cottonwood for our reception. We stayed at the Surgeon's House Bed and Breakfast in Jerome on our wedding night and then went to Hawaii for our honeymoon, where we visited three of the islands (Hawaii, Maui, and Oahu). For the rest of our 25th anniversary trip we stayed at a cabin near the creek in Sedona. Kim likes to hike and ~~made me~~ suggested we go on a few hikes. One was the West Fork Trail in Oak Creek, which was a lot of fun as it crossed over the creek 26 times (we should have saved that hike for our 26th anniversary). The best part about the trip was spending some carefree timelessness together - just sitting by the creek watching the water go by, eating ice cream, watching movies, and of course taking a few hikes 😊.

Have an awesome month!

Dan

How High Can We Go?

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

Linda called Dan to let him know it was time for her to sell her home. Dan was a neighbor of Linda and Tom many years ago. Tom recently passed away and Linda decided it was time to sell and move out of state to be closer to family. When Dan first met with Linda, she could not believe the price that Dan was suggesting she would get for her home. Then when it was actually time to list her home for sale, Dan recommended even a higher price. With several showings the first weekend, Dan got a couple of offers above the listed price. The challenge would be getting the home to appraise for the selling price as no other similar homes had recently sold for that high of price. Dan ended up negotiating on one of the offers to waive the appraisal contingency, which meant regardless of how much the home appraised for, the buyer would still pay the contract price. That ended up being a great move for Linda, as that's exactly what happened. In a seller's market where the homes are going up in value so quickly, the appraisers cannot always justify the higher sales price. Linda was fortunate to not only have found a buyer who had the ability to pay extra, but who also was willing to pay the extra.

If you know someone who is thinking of selling their home and could use some out of the box creative negotiating, just have them call me at 480-390-5380. I would be happy to help them just like I helped Linda.

Use Social Media Responsibly

Here are some tips that parents and children can follow to help create an atmosphere of positive citizenry on social media channels:

- **Pause before you press “enter.”** You leave a permanent footprint on everything you post, creating the likelihood it can resurface at any time and call your character into question later. Resist the urge to be impulsive, spread gossip, or promote hate.
- **Apply the Golden Rule.** You are what you post, retweet, and share. Ask yourself these three questions of anything you feel inspired to post: Is it true? Will it cause anyone harm? What is my motivation for posting this?
- **Get/Give permission.** Before sharing someone else’s photos or content, make sure you have their OK and ask the same of your contacts.
- **Review your privacy settings.** They are there for a reason—to limit who can access your information and how they can use it. You have locks on the doors and windows of your home to keep unwanted guests out; do the same for your social media profiles and feeds.
- **Police the content that appears on your page.** Not everyone is mindful of the content they post. Occasionally, inappropriate material will make its way onto your social media feed, where it can be viewed by your contacts and misinterpreted as something you favor. Don’t hesitate to block contacts and remove posts from your feed if they are offensive.

Client of the Month

Congratulations to
Miranda Bodrero!

Congratulations on the purchase of your first home. I appreciate your trust in having me help you.

Thank you, Rick and Nancy, for referring Miranda to me.



How Technology Has Evolved!

No one can ever be 100% sure how technology will be used. Guglielmo Marconi, for example, always thought the radio would be a tool for ship-to-shore communication. Never in a million years did he think it would be a form of entertainment!

Inventors think their pieces of ingenuity will be put to some high-minded use, not pulled out for personal enjoyment and amusement. But the bottom line is that technology, when fully developed, is

The Kid Scoop

Brandon (18) did it!

He has finished his first year of college at ASU.

often just a toy. Consider this: The early computers were designed to study the weather, and processes within nuclear explosions. About the size of a truck, these computers were built in the 1940s and 1950s, and at the time nobody could have envisioned that teenagers would be using them to play video games. Or even more astounding yet: That computers would someday serve as matchmakers in the world of dating.

– Adapted from *National Geographic*

Stay the Course

Chasing success seems easy when you're young and ambitious. Yet once you hit middle age, you may find that your drive fades. However, if it's too early for you to retire, what can you do? Don't give up! Follow this advice of staying the course from *Bloomberg BusinessWeek*:

- **Look for meaning.** Money isn't the only measure of success. You may have already achieved your financial goals. If so, find meaning in your work by reminding yourself of the positive good it does for customers and the community at large.
- **Stay active.** Modify your workspace for a standing desk. Take regular, active breaks to keep your blood flowing, your mind sharp, and your energy high.
- **Target your weaknesses.** Take an inventory of what you struggle with. Select one or two of your most important gaps and work on rectifying them. Everyone should do this throughout his or her career.
- **Look beyond work.** Don't depend on your job for all of your emotional fulfillment. Take classes, read regularly, volunteer your time, and pursue other activities that will help you meet new people and enjoy new experiences that will keep you fresh.

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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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.

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

Maintain Discipline

Discipline is an issue in every family. You don't want to punish every minor infraction, but you do have to set some limits for behavior. We're probably more tense than usual after a year of COVID-19, but that doesn't mean you should let up on reasonable boundaries for your kids. The *Healthy Children* website offers these tips:

- **Redirect bad behavior.** Children, especially younger ones, may not realize that they're doing something wrong when they misbehave. Instead of just getting mad, suggest something else for them to do that won't violate any rules you're trying to set.
- **Engage in creative play.** Sit down with your kids to draw pictures or make collages that illustrate safe behavior. For more mischievous kiddos, have them draw pictures of not-so-good behavior as an example of what *not* to do. Hang up their drawings that illustrate positive family practices.
- **Reinforce positive behavior.** Don't dwell on rude or inappropriate behavior. Instead, explain to your kids what they can do to avoid negative consequences.
- **Use time outs.** A "time out" can be particularly effective with young children. Give them a warning so they know what's coming and can choose to avoid it. This teaches them to control their actions and anticipate repercussions.
- **Reward good behavior.** Giving children extra privileges— an extra half hour on the computer, for example— when they take initiative to do something above and beyond expectations can generate a spirit of helpfulness in your kids.
- **Don't respond to everything.** You don't have to stop what you're doing every time your child steps out of line. As long as they're not doing something dangerous, sometimes it's better to let them work out a problem on their own or experience natural consequences of inappropriate behavior.

Sleep? There's An App for That

We use apps on our smartphones for all sorts of things, and there are some that will track sleep patterns. In a survey of 934 mobile phone users by the NYU School of Medicine, 28% of participants reported that they use a health app to monitor how long they sleep, what time they go to bed, and whether they wake-up in the middle of the night, as well as whether they snore, have breathing

problems while asleep, or change positions.



Thirty-five percent of men and 20% of women reported tracking their sleep, and the average age of sleep trackers was 34. The most popular apps (of 24 named in the survey) were Fitbit (10%), Lose (3.5%), and Apple Health (2.6%).

The Dog Scoop

Kim had left the room after dinner and I was trying to eat the rest of my broccoli. I discovered that Buckley likes broccoli! We (wink wink) had the rest of it eaten in no time! It was a win, win 😊.

Alec says...

"I worked with Dan while buying my first condo and I am incredibly grateful to have had his help. Not only is he very responsive, even returning my texts and calls late at night, he is very knowledgeable and helped explain and guide me through the process of buying a home from start to finish. I will recommend him to everyone I know who is looking to buy a home. He is professional, polite, and will help keep you on the right track for the best home buying experience."

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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