

# Life Stuff

News To Help You Save Time And Money

May 2024

## The Wise Man's Joke

In a small village, a wise man was renowned for his wisdom and advice. People would seek his guidance on various issues, but he noticed a pattern among them. Many villagers would repeatedly complain about the same problems, despite his advice. He realized that his words were not being taken seriously and people were making no effort to change their situations.

One day, he used humor to make a point. He told a joke that made everyone laugh aloud. He repeated it, but the laughter dwindled. On the third telling, no one laughed. The wise man smiled and said, "You can't laugh at the same joke over and over, so why are you always crying about the same problems?"

The people, surprised by his words, realized they needed to be responsible for their lives and make changes to improve their situations. They began to heed the wise man's advice and work toward solutions.

His joke had a profound impact, teaching them the importance of taking action instead of just complaining about their problems.

*It's easy to complain. Let's stop complaining and look for solutions instead!*  
*Dan*

Get Some Tips At:  
[PlanYourArizonaMove.com](http://PlanYourArizonaMove.com)

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*"The next best thing to solving a problem is finding some humor in it."*

*– Anonymous*

## Instant Mood Boosters

Feeling down or just in need of a quick pick-me-up? Boosting your mood doesn't always require a grand gesture or a significant life change.

**Step into the sunlight.** Exposure to natural sunlight can increase serotonin, a brain chemical linked to mood elevation. Just a few minutes outside can brighten your spirits.

**Listen to upbeat music.** Music has a powerful effect on mood. Play your favorite upbeat tunes to lift your spirits and get a burst of happiness.

**Laugh.** Watch a funny video, read a comic strip, or talk with someone who makes you laugh. Laughter triggers the release of endorphins, the body's natural feel-good chemicals.

**Move your body.** A quick walk, a few stretches, or a mini dance session can release endorphins, improve circulation, and shift your mood positively.

## The Power of Gratitude

Embracing gratitude isn't just about saying "thank you"; it's a lifestyle change that can significantly enhance your mental and emotional well-being. Studies show that people who regularly practice gratitude by acknowledging the good in their lives are happier, less stressed, and more resilient in the face of challenges.

Starting a gratitude journal, where you jot down a few things you're thankful for each day, can shift your focus from what's lacking to the abundance around you.

This simple act fosters a positive mindset, improves sleep, and strengthens relationships. In a world that often emphasizes what we're missing, choosing gratitude helps us appreciate what we have, making for a fuller, more satisfying life.

### April Quiz Answer

**Q:** *What is the first day of spring also known as?*

**A:** *The Vernal Equinox*

**Congratulations to Helen Jobe.**  
Her name was drawn out of all of the correct quiz entrees, and she won two free Harkins movie tickets!

### 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

## Up Close and Personal

Kim and I took a trip to Wisconsin to visit my parents. It was sort of a last-minute decision and with Kim being retired, she did not have to worry about planning in advance or asking for time off from work. And my boss, (me 😊), said it was ok to go away for a few days as long as I was able to get all of my work done and still communicate with my clients. Our trip was very fun and relaxing. We played a lot of games with my parents, got together with various relatives, took a hike through the woods, and looked through some photos. It was nice to visit and catch up. The weather was in the 50's and 60's with some rainy days, which was a nice change. Just when we were getting used to those nice temperatures, it was time to come back home to the 90+ degree weather.

Have an awesome month.

*Dan*

## No New Deal

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

Rudy and Maria bought a new home that would be built for them, but were not certain they made the right decision in their purchase. They felt they could find a newer resale home for a better value, but only had two weeks to cancel out of the new home contract with return of their earnest money. They met Dan and asked if he could help them find a better value in a resale home. Dan put together some homes for Rudy and Maria to see. They looked at over a couple of dozen homes in the next few days. They found one they really liked, but it was sold before they had a chance to make an offer. Then another came up they wanted to buy, but it also had gotten sold by the time they decided to move forward with the contract. Then at last, they found their dream home on a giant-sized lot with the most amazing back yard. It had a huge swimming pool, a ramada with a fireplace, a putting green, a grassy area, and more than enough space to host any family reunion. It was the perfect entertainer's home and just what they were looking for. The only problem was that it was way overpriced, and it was only on the market for a short time with a lot of other interested buyers. While the other buyers were waiting for the price to reduce to a more realistic number, Dan helped Rudy and Maria write an offer that was reasonable, yet nowhere near the seller's asking price. Not only was their offer accepted, but Dan negotiated for the seller to pay some of Rudy and Maria's closing costs! Dan was able to refer them a lender who saved them thousands of dollars in closing costs from what their bank was going to charge them. Rudy and Maria were glad they didn't just settle for the new home.

If you know someone who would like to find the best home value for their family, just have them call me at 480-390-5380. I'd be happy to help them just like I helped Rudy and Maria.

# Immune-Boosting Vegetable Soup

This vibrant summer vegetable soup is a feast for the eyes and a boon for your immune system. Packed with a variety of vegetables, herbs, and spices known for their health benefits, it's gluten-free, vegan, and absolutely delicious.

## Ingredients:

- 2 tablespoons olive oil
- 1 large onion, diced
- 3 cloves garlic, minced
- 2 medium carrots, diced
- 2 stalks celery, diced
- 1 small zucchini, diced
- 1 cup chopped asparagus
- 1 cup chopped kale or spinach
- 1 cup of canned chickpeas, rinsed and drained
- 1 teaspoon turmeric
- 1 teaspoon ginger, grated
- 6 cups vegetable broth (gluten-free)
- 1 teaspoon lemon zest
- 2 tablespoons lemon juice
- Salt and pepper, to taste
- Fresh parsley or cilantro, for garnish

## Instructions:

**Sauté veggies:** In a large pot, heat the olive oil over medium heat. Add the onion, garlic, carrots, and celery. Sauté until the vegetables are slightly softened, for about 5 minutes.

**Add more veggies and spices:** Stir in the zucchini, asparagus, kale (or spinach), chickpeas, turmeric, and ginger. Cook for another 2–3 minutes until the spices are fragrant.

**Simmer:** Pour in the vegetable broth and bring the mixture to a boil. Once boiling, reduce the heat to low, cover, and let it simmer for about 20 minutes or until the vegetables are tender.

### 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

**Final touches:** Stir in the lemon zest and lemon juice. Season with salt and pepper to taste. Let the soup simmer for an additional 5 minutes. ENJOY!

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*“It is a scientific fact that your body will not absorb cholesterol if you take it from another person’s plate.” – Dave Barry*

# The Art of Letting Go

Getting rid of stuff is tough, right? Most of us have been taught to “waste not, want not”, or maybe it's because even the simplest things can hold memories. But no matter the reason, saying goodbye to our stuff can be a real struggle. Yet, there comes a point when we have to do it. We can't donate, gift, or organize everything away.

So, what should you get rid of? Pretty much anything that's stained, broken, dirty, doesn't fit, or you just don't use in your everyday life. Think kids' toys that are past their prime, old books and CDs, clothes that don't fit, and all those little knick-knacks. And don't forget about hobby stuff you never touch, gifts you never liked, costume jewelry that's not your style, birthday cards, fake flowers and busted family keepsakes.

If you want to keep the memories without the clutter, snap some photos of these items before letting them go. And how about setting up one special memory box that can live easily in your place? Fill it with things that tell your story or might mean something meaningful to your family down the line.

## Keeping the Trust

A referral is sending someone you care about to someone you can trust. I appreciate your trust in me to serve your referrals.

# Final Exam Survival Guide

May is final exam time for many students. Here are some tips for being mentally prepared:

- 1. Avoid distracting people.** During exam week, avoid complainers, people who are stressed, negative people, and people who like to study differently than you.
- 2. Eat healthy and exercise.** It's been proven that eating less food will make you mentally sharper. When you do eat, choose raw foods and avoid sugar. If you're feeling dull, do some jumping jacks.
- 3. Force yourself to take breaks.** For every hour that you work, take a 10 or 15 minute break. Let yourself do whatever you want (check Facebook, check out the people sitting nearby, stare off into space, call a friend, etc.).
- 4. Visualize it all going right.** Imagine yourself feeling confident that you know all the information. Picture getting all of the answers right, and focus on how relaxed you feel. When you imagine a happy ending, that's often what happens.

## The Dog Scoop

Buckley went to chase a cat but it didn't run away like most cats usually do. I stopped his leash right before he got to the cat, and the cat still didn't budge. They were both saved from an unnecessary battle.

- 5. Before the test, take a break.** If you've studied hard, treat yourself to a nice (healthy) breakfast or lunch before the test. Don't think about the test for a while. Simply bask in the certainty that you have done the best preparation you can and there's nothing more to do but ace the test. Relax.

— adapted from *Eating Well*

# 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*

## Read It Here!

**May is National Book Month**, our annual celebration of writers and readers. The National Book Month sponsor, the National Book Foundation, has web-based activities and a schedule of events at [www.nationalbook.org](http://www.nationalbook.org).

**May is Get Caught Reading Month**, but the nationwide campaign to remind people of all ages how much fun it is to read is promoted all year by the American Association of Publishers and Magazine Publishers of America. For information and free posters of celebrities caught reading, visit [www.getcaughtreading.org](http://www.getcaughtreading.org).

## Quality Service Is Not Expensive, *It's Priceless!*

On average, families move about every five years, so we are always looking for repair and service people we can trust. Most of us rely on wise neighbors for referrals to reliable plumbers, painters and auto mechanics. Still, it takes time to develop your own personal relationships with them. Here are some ways that may help give you more confidence in your choices until you and your service people have bonded.

**Ask around for shops and services *before* you need them.** Don't put off your search for a reputable mechanic until your car is on the back of a tow truck.

**Are the technicians certified?** If you ask to see their certification, they should show it to you without hesitating and give you the number for their licensing office if you ask.

**Don't shop on price alone.** If someone's price is much lower than their competitors' it might not only be because they're giving you a good deal on parts. An inexperienced service technician may be the reason for the lower price. Ask who's doing the work and what qualifications they have.

Do you have a new neighbor who might need some introductions? Imagine if someone had given you the names of trustworthy service people when you moved in.

### Want to Easily Find Other Local Businesses That Give Outstanding Customer Service?

Call me anytime for a referral to these services and/or any other you may need:

Handyman  
Sprinkler Repair  
Garage Door  
Painter

Drywall  
Pest Control  
Probate/Estate Planning Attorney  
Sunscreens

Pool Service  
Air Conditioning  
Roofer  
Locksmith

Marisa says...

*"I've had Dan help me in the past and again, he did not disappoint! Dan walked me through the whole process of selling my home and made it so easy. His knowledge and expertise are unsurpassed. I will always have Dan help me with my real estate needs."*

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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