

Happy Thanksgiving

Dear Friends,

As 2021 comes to a close, here are a few highlights:

Ryan turned 21 in February. He continues to work daily on his YouTube animation channel and has recently surpassed 500,000 subscribers (yep, that's a half million!!).

In April, Kim and I celebrated our 25th year wedding anniversary. We spent the day in Jerome, AZ, where we were married. We had dinner outside on the patio at the Asylum Restaurant at the Jerome Grand Hotel.

Brandon turned 19 in May. He is in his sophomore year at ASU and has gone from all online classes (last year during COVID) to some real, in person classes.

We traveled to South Carolina over the summer to visit Kim's sister and to Wisconsin in September to visit my parents.

Kim and I have been taking an online Bible study called "The Bible in a Year." After the reading every day, there is some commentary. It takes about twenty-five minutes each day. Today is day 301 and we have not missed one yet.

I was able to digitize all of our old VHS videotapes and camcorder tapes. If you are interested in preserving yours and doing the same, just let me know and I'll walk you through it. It was cheap and easy to do. No need to send them away and spend a lot of money.

The end of this year will mark 28 years in real estate. Thank you all for continuing to trust me to serve your referrals. It's a much more fun way to work than running ads for new business.

Notice the enclosed calendar has a peel off strip for any non-magnetic surfaces like a stainless-steel refrigerator.

Enthusiastically!



Dan Kilde
Your Real Estate Consultant For Life
Infinity & Associates Real Estate
480-390-5380

P.S. If you know anyone who might be needing to consult with a real estate agent to buy or sell a home, I would be honored to speak with them. **They can read 100+ client reviews** at www.PlanYourArizonaMove.com. Just click the "True Stories" link at the top of the page.

Life Stuff

News To Help You Save Time And Money

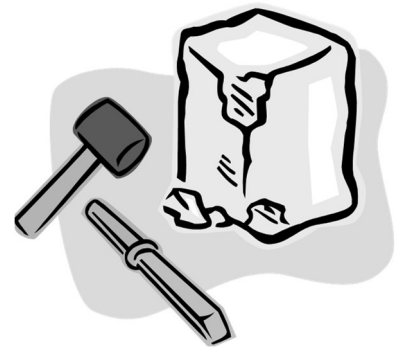
November 2021

Blessings in Stone

Two friends were walking through the desert. As the day wore on and they became hotter and wearier, they had an argument, and one friend slapped the other one in the face.

The one who got slapped was hurt, but without saying anything, wrote in the sand, *today my best friend slapped me in the face.*

They kept on walking until they found an oasis, where they knelt beside a pond, eager for a long, cool drink. The one who had been slapped got stuck in the mire and started drowning, but the friend saved him.



After he recovered from the near drowning, he wrote on a stone, *today my best friend saved my life.*

Get Some Tips At:
PlanYourArizonaMove.com

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The friend who had slapped and saved his best friend asked him, "After I hurt you, you wrote in the sand and now, you write on a stone. Why?"

The other friend replied, "When someone hurts us, we should write it in sand where the winds of forgiveness can erase it away. But when someone does something good for us, we must engrave it in stone where no wind can ever erase it."

Let's learn to write our hurts in the sand and carve our blessings in stone!

~ Dan

"If the only prayer you say in your life is 'thank you,' that would suffice."

– Meister Eckhart

Food for Thought

What feeds your inspiration? The *Refinery29* website surveyed their readers on where and when they feel most creative. Here's what they said:

- Outside 77%
- Alone 72%
- At home 65%
- At night 62%
- Running 55%
- Daytime 38%
- In a coffee shop 35%
- In a group 28%

Make the Call

Consultant Michael Hargrove uses this exercise frequently in his training sessions: Imagine you are on a 747 flying over the ocean. Halfway through the flight, the plane begins experiencing mechanical difficulties. The captain comes on the intercom and explains as calmly as he can that an engine has fallen from the plane, ripping a fuel line. The crew will continue to fly as long as possible until fuel runs low, and then they will attempt a water landing.

Hargrove asks his listeners to write down the name of the one person they would call in the next few minutes, and what they would say.

Then he asks, "So what are you waiting for? Today, make the call."

How Can You Live Longer?

We've certainly been told this time and again. Now a new study shows that the more chores you do and the more you give through volunteering, the longer you'll live. A University of Michigan study found that folks who go out of their way to help someone, whether it's cleaning up the person's house or volunteering at the local soup kitchen, are more likely to live longer – by five years over those who don't contribute. – Adapted from *Self*

"When asked if my cup is half-full or half-empty, my only response is that I am thankful I have a cup." – Sam Leffkowitz

November Quiz Question

Q: *Pumpkins originated in what Country?*

Everyone who texts, emails or calls in the correct answer by November 30th will be entered into a drawing for a \$15 Dairy Queen gift card. (Current winner eligible after 2 months)

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October Quiz Answer

Q: *How many bones does a shark have?*

A: None

Congratulations to Pat Mack.

His name was drawn out of all of the correct quiz entrees, and he won a \$15 Dairy Queen gift card.

UP CLOSE AND PERSONAL

Do you ever think twice about buying something because of the cost? ** If we were to actually calculate the real cost of things, we might be more careful about what we buy. When you buy something and pay for it, that's the up-front cost. It usually doesn't stop there, because there is also a cost to maintain it (unless you're buying lunch). Let's say your kids want a dog. Pretty cheap right? You can adopt a dog for about \$150. That's a great deal for something you'll have for 15 years. But wait, there's more. If you buy a dog, you should probably feed it too. So now there's a cost for dog food. And don't forget about getting Fluffy his vaccinations, a leash, a collar, a crate, a comfy bed, microchipped, dog training, some extra treats, routine grooming, baths, cutting his toe nails, a dental cleaning, a dog sitter when going on vacation, and emergency vet visits for when he eats a bag of chocolate someone left out or to saw off the crate around his neck when getting stuck from anxiety from being left alone. So, just be careful when calculating those costs. You're \$150 could easily turn into a few thousand dollars pretty quickly.

** Even though getting a dog was the kids' idea and they have since left home with no further pet obligations, we still love our dog and have never thought twice about selling him, re-homing him, not feeding him, or bringing him back for a refund.

Have an awesome month!

Dan

Get a Quality Referral

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

Charlotte had a lake home in Show Low, Arizona that she wanted to sell. She did not know any real estate agents in Show Low, so she called Dan to see if he might know of a good agent that could help. Dan did some research through his network and located the perfect agent to help. Charlotte was contacted within a day, and the agent proceeded to get her lake home sold. Charlotte was very impressed with Dan's quality referral.

If you or anyone you know needs a good real estate agent anywhere in the country, Dan has a network to find the person who can help. If your cousin in Michigan has a home to sell, Dan can find the right agent to get it sold. If someone you know is relocating to a different state, don't call someone you don't know...let Dan make a quality referral of someone who can actually get the job done, and get it done right.

So, keep your ears open when you hear "out of the area" family talking about making a move. Let Dan refer a good real estate agent to help them at no cost or obligation. You may call me direct at 480-390-5380. I'd be happy to help them just like I helped Charlotte.

The History of Cookies

With the Thanksgiving holiday around the corner, all things baked are omnipresent, including cookies, crackers, and (as the British say) biscuits. Cookies have a long history, but the first ones didn't taste much like the treats we enjoy today. According to some sources, the first cookies were made in Rome around the third century B.C. They were thin, hard, bland wafers that were twice baked, and the Romans ate them by dipping them in juice.

Modern cookies may have originated in Persia during the seventh century, when sugar became more common in that region. They became popular across Europe in the 14th century, enjoyed by royalty and peasants alike. One reason for their appeal was that they traveled well in tins and boxes, making them a reliable source of food on trips.

The word "cookie" comes from the Dutch "koekje," for "little cake." Cookies arrived in America in the 17th century, in the form of macaroons, gingerbread cookies, and the "jumble," a hard cookie that combined nuts, sweeteners, and water. The cookies we're most familiar with, made by creaming butter and sugar, became common in the 18th century.



Enjoy your cookies with friends, family and lots of laughter this Thanksgiving!

Great Reasons to Laugh

Laughter lowers the blood pressure and increases the vascular blood flow and oxygen to the blood. It also reduces your level of stress hormones.

Laughter exercises the diaphragm and the abdominal, respiratory, facial, leg and back muscles. Laughing 100 times is equivalent to a 10-minute workout.

A good chuckle also defuses the damage done by negative emotions such as anger, fear and sadness, which can cause harmful biochemical changes and undermine our overall emotional well-being.



So, laugh it up!

– AbsoluteTrivia.com

The Kid Scoop

Brandon (19) is learning how to do some cooking at college. He has even texted Kim to ask for some tips. Sometimes texting mom is better than asking Google.

Some Light Humor

Q: How many statisticians does it take to change a light bulb?

A: 1.0 ± 0.3 , 19 times out of 20.

Q: How many managers does it take to change a light bulb?

A: Three. Two to find out if it needs changing, and one to tell an employee to change it.

Q: How many first-year art students does it take to change a light bulb?

A: They can't, it's a second-year subject.

Q: How many Californians does it take to change a light bulb?

A: Six. One to turn the bulb, one for support, and four to relate to the experience.

Q: How many psychiatrists does it take to change a light bulb?

A: Just one, but the light bulb has to really, really want to change.

Q: How many software designers does it take to change a light bulb?

A: None. That's a hardware problem.

Q: How many help-desk employees does it take to change a light bulb?

A: Hmm. The bulb works fine in my office.

Q: How many Einsteins does it take to change a light bulb?

A: That depends on the speed of the changer, and the mass of the bulb. Or vice versa, of course. It just might be easier to leave the bulb alone and change the room. It's all relative.

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

Don't Keep Me A Secret

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 SIX MONTHS. I NEED YOUR HELP. I HAVE GREAT SYSTEMS IN PLACE TO GIVE YOUR REFERRALS THE WORLD CLASS EXPERIENCE THEY DESERVE. WORKING BY REFERRAL ALLOWS ME TO SPEND THE NECESSARY TIME NEEDED WITH MY CLIENTS, AS OPPOSED TO USING THAT TIME LOOKING FOR NEW BUSINESS. I CAN'T DO IT WITHOUT YOU. 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.

Your Child's First Visit Back Home

Did your child head out for college in September? Is he or she coming home for a first visit since leaving? If so, then you should consider thinking about the visit *before* it happens so you can enjoy spending time together.

It's important for you to remember that your child recently embarked on that first big journey to independence. In doing so, he's probably changed significantly in a short period of time. But don't forget, you've also changed since he left for school.

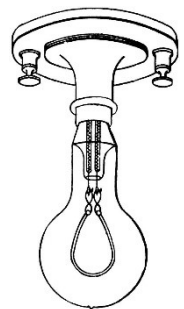
In most cases, when your child returns, he'll want to spend time visiting friends. Don't let this decision surprise you and try to keep your feelings in check. Remain flexible during your child's initial visit. Just know this is normal behavior for any young individual coming home.

However, it's reasonable for you to expect him to spend some quality time with you and your family while he's home. If your child tries to escape with his friends upon arrival, try to sit down and speak with him. Tell him it would mean a lot to you if he would commit some time to spend with the family during his visit. Don't demand this, but request it sincerely. Your child is out in the world and needs a little space, but that shouldn't mean he disappears from your radar screen.

Keep in mind, your child is still psychologically part adolescent and part adult at this point in his life. It's your job to help gently nudge him to true independent living. But it's important for you to keep the lines of communication open and a steady flow of love coming from your home. In this way, future visits will be pleasant for all of you.

Be the Light You Want to Bring

According to a story, Benjamin Franklin wanted people in the city of Philadelphia to adopt street lighting, but initially he couldn't get anyone interested. So instead of arguing, he simply hung a nice lantern on a long bracket in front of his door. He kept the glass polished, and every night he made a point of going outside to light it as the sun set.



Turkey Q&A

Q: Which side of the turkey has the most feathers?

A: The outside.

Q: Why did the police arrest the turkey?

A: They suspected it of fowl play.

Q: How do you keep a turkey in suspense?

A: I'll let you know next week.

Franklin's neighbors watched.

And soon they began mounting their own lights outside their homes on their own. After a short while the entire city was brightly lit at night—without Franklin having to do anything more than demonstrate the usefulness of a light.

Sometimes the best way to persuade is to set an example, to be the light you want others to see.

The Dog Scoop

When I feed Buckley, sometimes he looks at his food and then looks at me thinking... "Is this the only thing they sell?"

John and Connie say...

"In the complex and stressful world of real estate, Dan is the consummate professional. As we worked our way through the recent preparation and sale of our house, Dan's knowledge, skills, temperament, integrity and patience were always evident and in stunning harmony. He enjoys his work, perseveres with optimism and confidence, and anchors the process from start to finish. His general planning and advice are splendid while no detail is unattended. Give yourself a treat: work with Dan Kilde, learn a little about real estate, and a lot about how positive collaboration combined with gold standard professionalism can lead to a great experience and a splendid bottom line!"

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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