

# Life Stuff

News To Help You Save Time And Money

October 2020

## A Reminder

A group of students who had recently graduated were invited to afternoon tea by their college department head, a favorite professor who most students enjoyed in their final year. Not everyone invited could make it and some chose to stay home, but there were still about ten graduates gathered in the comfortable living room. Within minutes, conversation turned to the stress everyone was feeling about work and life since graduation, with everyone talking about what, if anything, they were doing these days.

The professor rang a small bell to gather everyone's attention, then directed them through to his large dining room. The main table held several small trays of desserts and delicate snacks alongside a massive buffet with hot tea, cream and sugar, and an assortment of cups and mugs that the professor had collected over the years— some delicate porcelain with a saucer, some vintage glass, and some plain pottery mugs.

### Get Some Tips At:

[PlanYourArizonaMove.com](http://PlanYourArizonaMove.com)

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When everyone was finally seated at the table, the professor observed: *"I see you have all chosen the nicer looking cups."*

He smiled around the table and switched to his beloved classroom voice.

*"While it's normal for you to want only the best, that's also the source of your stress. What you really wanted was tea, not the cup, but you still went for the best cups, and some of you are even eyeing each other's cup! If life is the tea, then jobs, money, and status in society are the cups. They are just tools to hold and contain life."*



*Don't let the cups drive you. Enjoy the tea."*

*So true.....enjoy life! ~ Dan*

# Recipe: Pumpkin Dip

Pumpkins and corn—those two ubiquitous fall sights seem to make everyone smile. While pumpkin spice can be found in plenty of sweet treats this time of year, here is a unique recipe for a spicy pumpkin hummus dip, modified from a *Food Network* recipe.

## You will need:

1 1/2 cups canned pumpkin puree (Make sure it isn't pie filling.)

1 1/2 cups canned chickpeas

3 tablespoons tahini (sesame paste)

2 tablespoons lemon juice

2 tablespoons olive oil

1 teaspoon cayenne

1 teaspoon ground cumin

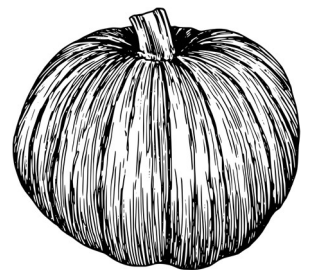
1 clove garlic, minced

Salt

## To make:

- Drain and rinse the chickpeas, then dump them into a large mixing bowl.
- Add the pumpkin, tahini, lemon juice, olive oil and garlic, and mix well.
- Mix in the cayenne pepper and cumin, then add salt to taste.

**Enjoy** with crackers or a platter of fresh vegetables to dip. You can serve this spicy dip as an appetizer or as a satisfying snack on a cool afternoon.



# Be Supportive

October is Breast Cancer Awareness Month, according to the National Breast Cancer Foundation, Inc. This campaign grows awareness of the disease every year.

Here are just a few ways you can help those in need:

**Share the story.** Reach out and share the story of how you or a loved one has been affected by breast cancer. Be the voice of wisdom for someone in need.

**Spread the word.** Share about Breast Cancer Awareness Month on Facebook, Instagram, Twitter, or LinkedIn. Put those social media accounts to work!

**Make a donation.** Make a one-time or monthly donation to help provide a mammogram for a woman through the charity of your choice. Unsure where to start? Try the American Cancer Society or the National Breast Cancer Foundation.

## 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**

## UP CLOSE AND PERSONAL

Kim and I took a trip up North for a few days. We rented a cabin/house out in the woods. It was a nice break from the record heat in Phoenix. Tall trees, cool weather, and no schedule was a sure recipe for some carefree timelessness. What's that mean? It's when you lose track of time and have nothing to achieve other than each other's company. We did this by sitting on our deck, taking some hikes, staring out into the forest, playing cards, star gazing, and sitting by the fireplace. We ate some meals at our cabin and some out at restaurants. We were able to eat on the outside patio at every restaurant we went to. We were even COVID compliant and brought our masks. We visited a couple of parks and played croquet and track ball. One of our hikes was in the forest among some tall aspen trees. Now that was cool. Carefree timelessness - it's how most people fall in love, and without it, it's how most people fall out of love. The cool thing is that whether you're married or single, anyone can experience carefree timelessness. It's really just as simple as doing something you enjoy and you lose track of time. Give it a try, and let me know what you did and how your experience was.

Have an awesome month!

*Dan*

## Get It While It's Hot!

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

Justin and Jenny had a home to sell. They felt it was a good time to take advantage of the "on fire" real estate market and get a great price. They noticed Dan had sold another home in their subdivision, so they contacted him to see how he could help. They had also contacted another real estate company to compare services and ultimately chose Dan to help. With the market being so strong for sellers, Dan suggested a price that was way over any other closed sale of their same model. After listing their home, there were multiple offers right away. Unfortunately, after the buyers did their home inspection, they backed out of the contract. As devastating as this was for Justin and Jenny, Dan assured them he would get it sold again quickly. And, we now had a better idea of what to expect for repairs as we had the inspection report that the buyer paid to have done. As soon as it went back on the market, there were multiple offers. The best part was that it was a cash offer well over the listed price. In this case, Justin and Jenny did not have to worry about the possibility of having to lower the price if the home did not appraise for the inflated sales price. With the cash sale, there was no appraisal contingency. And, we ended up closing 2 days earlier than the buyer who had cancelled wanted to close.

If you know someone who is thinking of taking advantage of this seller's market, just have them call me at 480-390-5380. I would be happy to help them just like I helped Justin and Jenny.

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*"If I set for myself a task, be it so trifling, I shall see it through. How else shall I have confidence in myself to do important things?"*

– George Clason

## Beat by a Bird

Parrots can do more than mimic words. At least one of them can beat humans in a classic memory game. The *LiveScience* website reports that an African gray parrot named Griffin defeated 21 Harvard students in the so-called 'shell game.' The game involves placing an object underneath one of three plastic cups, which are then moved quickly around. The goal is to keep track of which cup the object is under.

In the experiment, Griffin beat the 21 undergraduates in 12 of 14 games. Researchers note that he may not be average for a parrot, though. He's 22 years old and has been the subject of numerous cognitive and communication studies since the age of 7 ½ weeks. His owner, a Harvard psychologist, also taught him how to pronounce about 30 words and understand at least 40, including the names of colors.

## Runaway Moon

Titan, the largest moon of the ringed planet Saturn, is moving out. Not just that, but the large moon is escaping at a faster speed than anyone previously realized. *CNN* reports that Titan is moving away from Saturn at a rate of four inches per year—100 times faster than previously thought. Other moons in the solar system also migrate, but at a slower rate. Earth's moon, for example, is pulling away some 1.5 inches per year.

Titan, larger than the planet Mercury, orbits Saturn at a distance of 759,000 miles. Titan is the only moon known to have a considerable atmosphere and, aside from Earth, is the only planetary body in the solar system with liquid rivers and lakes on the surface.

Titan will be visited by a NASA probe, Dragonfly, in 2034. The drone will fly through the moon's thick atmosphere and visit an impact crater formed tens of thousands of years ago, where scientists believe they might find ingredients for life.

### Clients of the Month

Congratulations to  
**Dan and Anne Kiley**  
on the sale of your home!

Thank you for trusting  
me again to help with  
yet another sale.

## 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.*

## Start Shopping Now

The holiday shopping season is fast approaching, but will the pandemic curtail consumer spending on gifts and other festive products? The *Supply Chain Quarterly* website, citing a study of 1,000 consumers by the Omni channel technology provider Radial, reports that most Americans don't expect to cut their holiday spending significantly in 2020 compared to last year, although 66% expect to do more of their shopping online.

### The Dog Scoop

Buckley is not in favor of a vaccine for COVID-19. He prefers company rather than being home alone.

A rise in delivery times is a concern, but 41% don't plan to start shopping for holiday gifts earlier. This means retailers won't experience any break between normal online orders and the rush of orders during the holiday season. Thirty percent of shoppers report that they won't start holiday shopping until the Black Friday and Cyber Monday sales after Thanksgiving.

Most consumers in the survey say they expect to spend about the same on gifts this year as last year. As far as in-store shopping goes, 63% of consumers say they are more likely to frequent retailers who are following COVID-19 safety guidelines in their stores.

## Old Age Is Great for Creativity

We sometimes think creativity is for young people. Children are endlessly imaginative, but the elderly are set in their ways. We think, "You can't teach an old dog new tricks," right? Consider this list of creative accomplishments by people who may have seemed to be past their prime:

- **Goethe.** The famous German poet finished part two of his masterpiece *Faust* shortly before his death in 1832, when he was 83.
- **Arthur Rubenstein.** This concert pianist performed at Carnegie Hall at age 90.
- **Grandma Moses.** Artist Anna Mary Robertson, better known as "Grandma Moses," had her first solo exhibition of paintings in 1940, when she was 80.
- **George Bernard Shaw.** The Irish-born playwright remained active until his death in 1950 at age 94, when he published his final play. He was working on another unfinished play when he died.
- **Pablo Casals.** The cellist and conductor, born in 1876, continued to perform on concert tours into his eighties.



### The Kid Scoop

Ryan (20) is the proud owner of his first car. It's a Cadillac XTS.

Brandon (18) seems to have adjusted well to the online learning at ASU. Who would have thought you could take your college classes in your PJs?

# 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.***



# Breath and Focus

Meditation has many health benefits and is a highly effective way to relieve stress and maintain a healthier lifestyle. With practice, meditation becomes more of an easy habit to maintain and more of an effective one as well, given that it builds resilience to stress over time.

Here is a basic process to get you started from the *Verywellmind.com* website:

## **Step 1: Get Into a Comfortable Position.**

Choose where and how you'll sit. Many people like to sit in a comfortable chair while others prefer to sit cross-legged on the ground. You want to be able to completely relax while still staying awake, which is easier to do if your back is straight.

## **Step 2: Gently close your eyes.**

Become aware of your breath, attuning to the sensation of air moving in and out of your body as you breathe. Feel your belly rise and fall as air enters your nostrils and leaves your mouth. Pay attention to the way each breath changes and is different.

## **Step 3: Put your thoughts aside.**

While you can't control your thoughts, you can control how much power they have over you. This doesn't mean you should ignore or suppress them, but simply remain calm, note them, and then use your breathing to bring yourself back to the moment. Learning to do this during your meditation practice can help you to let things go in the rest of your life as well.

## **Step 4: Keep going.**

That's it, really! Keep putting aside any thoughts that may pop into your mind. The quiet spaces between thoughts will become longer and more frequent the longer you practice.

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## **A Few Tips to Help You Get Started:**

- *Set goals for personal growth and give yourself time to learn.*
- *Begin with five minutes and use a timer to avoid watching the clock.*
- *Try different techniques until you find one that works for you.*

# White Cane Safety Day

Did you know that former American President Lyndon B. Johnson proclaimed October 15th *White Cane Safety Day* a national holiday in 1964? White Cane Safety Day commemorates the accomplishments of the blind or visually impaired. Independence is represented by a white cane, a vital tool that helps visually impaired individuals navigate the world.

According to the National Federation of the Blind, the white cane helps people reach out farther to effectively assess a situation several steps in advance, find steps and curbs, locate and step over cracks or uneven places in the sidewalk, find doorways, get into cars and buses, and much more.

Bo and Katie say...

*"We always felt like we were in great hands with Dan. He went above and beyond, attending our meetings with the new build process, attending our home inspection meetings, going over the new build paperwork with us, etc. We never had to make a big decision without Dan."*

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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