

Life Stuff

News To Help You Save Time And Money

October 2022

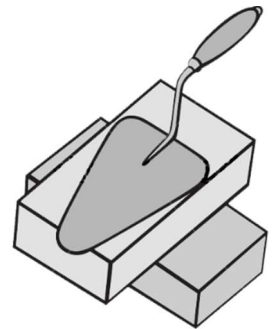
A Frugal Family Tradition

An accountant's thriving business in a small Scottish town had been in the family for generations. The main offices were in an old building and clients had to walk up a single marble step to reach the front door.

Over time, the marble step wore away until a deep dent developed in it from all the footsteps. One day, the accountant asked a stonemason to take a look and give him a quote for how much a new marble step would cost. The stonemason looked closely at the worn step, then scratched his head.

"It'll be a big job," said the stonemason. "But I suppose I could give you a new step for 100 pounds."

The accountant frowned. "That's a bit more than I wanted to pay." They both looked at the step, and then the accountant turned to the stonemason:



"What if you dug up the step, turned it over, and put it back into the ground? Then it would be good as new."

The stonemason agreed. "I'd do that for just 20 pounds."

"Please do it," said the accountant, and he went back inside the office.

An hour later the stonemason rang the bell. The accountant opened the door and saw the stonemason standing in a hole with the step. A nearly identical dent was evident on the other side.

The stonemason chuckled. "From the looks of it, I'd say your great-great-great-grandfather thought of the same thing about 150 years ago."

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INSIDE THIS ISSUE

- Questions Expand Perceptions
- October Quiz Question
- Mindfulness for Health
- Up Close and Personal
- What Is a Referral?
- Strange Interview Questions
- Signs of Civilization
- Reduce Arthritis Pain Without Surgery
- Consumers Are Nervous About Data
- Free Reports
- 5 Kinds of Trash to Dispose of Properly
- The Most Important Inventions

What traditions has your family had? Dan

Questions Expand Perceptions

One of the world's most famous paintings is "The Night Watch," by Rembrandt. When curators hung it in Amsterdam's Rijksmuseum, they conducted an experiment:

They asked museum visitors to write questions they had about the painting. The questions they received were varied:

- How much did the painting cost?
- Had it ever been forged?
- Are there any mistakes in the painting?
- Why did Rembrandt choose this subject to paint?
- Who were the people in the painting?

The curators then posted the questions, and the answers, in a room next to the gallery where the painting hung. Visitors had to walk through that room to view the painting.

Curators found that the average length of time visitors spent looking at the painting jumped from about six minutes to half an hour.

October Quiz Question

Q: *What country produces the most coffee in the world?*

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

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September Quiz Answer

Q: *What is the hottest planet in the solar system?*

A: *Venus*

Congratulations to Connie Grismer.

Her name was drawn out of all of the correct quiz entrees, and she won two free Harkins movie tickets.

Mindfulness for Health

Research from Dignity Health, one of the nation's largest healthcare systems, explores how mindfulness can benefit friends, family, and communities. A survey of 1,051 participants found that 87% of respondents believe that practicing mindfulness – defined as a state of active, open attention to the present – can benefit not only one's own physical and mental health, but also the people they interact with, causing a positive ripple effect.

Dignity Health encourages people to set aside a minimum of two minutes every day – in the morning, during a work break, a stressful time throughout the day, or in the evening – to "check in" with yourself. Take this time to reflect on your relationships and the purpose or meaning behind your work and daily activities.

The Kid Scoop

Brandon (20) and some friends went hiking the other night and found a snake, a scorpion, and a frog.

97% of survey participants said they believe mindfulness has a positive impact on their health, and 95% believe it has a similarly beneficial effect on their mood. The majority of the participants said they believe it makes them calmer (69%) and happier (58%) and leads to better sleep (61%).

UP CLOSE AND PERSONAL

I mentioned last month of going through my old music CDs and cassette tapes and getting rid of the majority of them. Since then when cleaning another drawer at home, I came across an iPod (a pocket-sized Apple music playing device), which has 464 songs on it, many from those CDs I had given away. My first thought was to get rid of it, but then thought it would be nice to have all of that music on one small device to access anytime. It doesn't take up much room, so for now I'll keep it.

The next boxes to go through are my vinyl record albums. I've got about 150 of them. I have an old JVC phonograph (record player), Yamaha stereo receiver, and a pair of Infinity speakers that I got out and connected together so I could listen to some of my old record albums. No Wi-Fi needed here, just some old-fashioned speaker wire to connect the speakers to the receiver. I've started the process of sorting through and listening to the albums to figure out what to keep or not. Next will be trying to figure out how I want to part with the ones I no longer want to hang on to.

Have an awesome month!

Dan

What Is a Referral?

Just a quick note to let you know how I can best serve the people you refer to me.

One of my clients asked me what the best way is to refer someone to me. Many times, someone will tell me that they referred a friend to me, and then ask if I've heard from them. More times than not, the referral doesn't call. Why is that? Most people get busy and just don't get around to it.

The advice I gave him was to call me directly whenever he knew of someone who could benefit from my service, and we could discuss the best way for me to connect with them. This way, the referral would be sure to get the advice they need to make the wisest real estate decision.

When you want to refer a family member, friend or co-worker to me, simply call or email me directly so we can discuss the best way to approach them. Remember, a referral is sending someone you care about to someone you trust. You can call me at 480-390-5380 or email me at danazhomesforsale@hotmail.com.

Thank you for the opportunity to serve your referrals.

Dan

Free upright piano! A friend in Chandler is willing to give it away if you are able to come pick it up. Contact me for details: danazhomes4sale@hotmail.com/480-390-5380

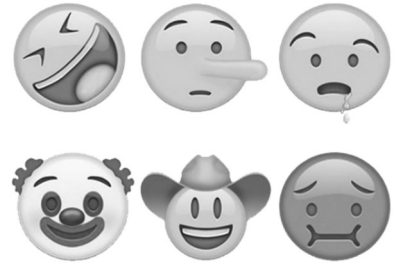
Strange Interview Questions

Here are strange questions that job candidates have been asked. Don't dismiss them as too kooky! Instead, consider how you'd answer each of these, because you just might be surprised when one is included in your next interview.

- "Would you cry if your work was criticized?"
- "What emojis best describe you?"
- "I know the job said full-time at X salary, but it's actually part-time at a much lower salary. Is that okay?"
- "If you were a fruit, what kind would you be, and why?"
- "How is the relationship between your parents?"
- "How many basketballs do you think you could fit in this room?"

The Dog Scoop

Buckley had not been eating his food lately. After all of the years of eating the hard kibble dog food, I think the crunching was bothering his teeth. I now add a bit of warm water to it to soften it and he is eating like his old self again.



Signs of Civilization

Someone once asked the great anthropologist Margaret Mead, "What is the first sign you look for to tell you of an ancient civilization?" The interviewer had in mind a tool or article of clothing, but Margaret Mead surprised him by answering, "a healed femur" (thigh bone). Explained the famous anthropologist, "When someone breaks a femur, they can't survive to hunt, fish or escape enemies unless they have help from someone else." Thus, a healed thigh bone indicates that someone else helped that person, rather than abandoning them and saving themselves.

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.

Reduce Arthritis Pain Without Surgery

Arthritis is the leading cause of disability among U.S. adults over age 55, in many cases requiring surgery to replace troubled joints. You don't have to resort to joint replacement all at once, though. These simple steps from Dr. Victor Romano, an orthopedist and author of *Finding the Source: Maximizing Your Results—With and Without Orthopaedic Surgery*, can help you deal with arthritis before surgery becomes necessary:



- **Wear good shoes with arch supports.** Over time, the arches in feet tend to fail. Arch supports can help with the alignment of your feet and improve the alignment of your knees, letting your feet better serve as shock absorbers for the knees.
- **Exercise daily.** Try at least a 20-minute program that includes stretching, aerobic activity, strength training, and balance.
- **Wear a hinged knee brace for better support.** You don't have to wear it all the time, but it can help during sports or other strenuous activity.
- **Watch your weight.** Sustaining a healthy weight decreases the stress on your joints and helps with mobility. Eat nutritious foods and reduce your intake of sugar, which can cause inflammation of your arteries and joints.

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
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Consumers Are Nervous About Data

If you're worried about how well businesses are protecting the data that they collect from you, you're not alone! A survey from IBM found that 77% of consumers say that an organization's ability to keep their personal data secure is a factor in their buying decisions— and only 20% say they “completely trust” businesses to ensure their privacy.



The survey also found that 75% of buyers refuse to purchase from organizations that they don't trust, regardless of the quality of their products. Another finding: almost 75% of consumers believe that sellers are more concerned about profits than about privacy and data protection.

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

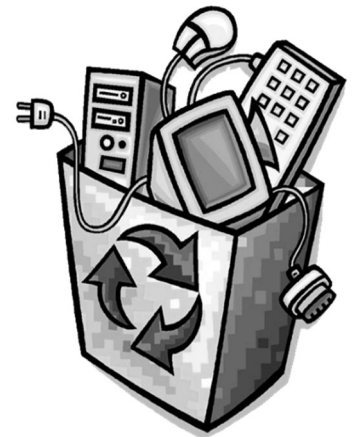
Go Green: Recycle This Newsletter!

After you've enjoyed my newsletter, please recycle it by passing it along to a family member, friend, neighbor or coworker.

5 Kinds of Trash to Dispose of Properly

Here are five kinds of trash you should either recycle or dispose of responsibly.

- **All Batteries.** Car batteries, rechargeable tool batteries, and all those little A, C, and D batteries contain either dangerous chemicals (such as acids and lead) or valuable resources (such as polymers and silver oxide). Recycle to recover resources, and to reduce dangerous pollution.
- **Large Quantities of Cooking Oil.** Pouring cooking oil down the drain is a way to waste a good source of energy and clog up your city's sewer system. Instead, decide to either discard it in the trash, reuse it, or even convert it to biofuel.
- **Medicine.** So many medications have been flushed down the drain in the past few decades that there is a measurable effect on sea life. Water treatment plants are not designed to remove pharmaceuticals. Instead, see if you can return unused meds to the pharmacy. Otherwise, dispose of them by mixing them in with yucky garbage, such as kitty litter, bag the mess in a sealed bag, and toss in the trash.
- **Small Electronics.** Most small electronics are filled with valuable resources, such as gold. Other elements such as plastics are not valuable in themselves, but the original manufacturing took up valuable resources. By reusing those end products, we reduce the carbon footprint, as well as recapture finite rare metals.
- **Aerosol Cans.** You've just finished spray painting all of that old patio furniture. What do you do with 20 almost empty cans of spray paint? If completely empty, throw them in the trash. If not empty, they can explode or leach harmful chemicals as the cans deteriorate. Take aerosol cans, as well as any old brush-on paint to a local paint recycling center.



The Most Important Inventions

Quick...what do you think is the single most important invention of all time?

Anthropologists often consider the wheel to be the most important human invention. Wheels provided leverage for our ancient ancestors to more easily move objects, allowing for further migration. Eventually, waterwheels and windmills were used for irrigation, which made large scale agriculture possible. Additionally, waterwheels were used as part of larger milling machines to grind grain into flour.

Other influential inventions in human history include the knife (made of stone) and the spear. From modern times, we have the light bulb, the nail, the printing press, and of course, the computer. What invention do *you* think is most important to history?

"Health and cheerfulness naturally beget each other." ~ Joseph Addison

William says...

"Dan did an outstanding job and is a credit to your organization. He was a complete professional throughout the listing and sale. His advice was sound and his attention to detail was admirable. He also went to a great deal of trouble to keep me informed as to what was happening every step of the way. If I ever need the services of a real estate agent, Dan would be first on the list."

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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