

# Life Stuff

News To Help You Save Time And Money

October 2023

## The Elephant Rope

As a man took a leisurely walk through the well-maintained pathways of a renowned wildlife sanctuary. As he passed the elephants, he suddenly stopped, confused by the fact that these huge creatures were being held by only a small rope tied to their front leg. No chains, no cages. It was obvious that the elephants could, at any time, break away from their bonds but for some reason, they did not. Despite being in such a controlled environment, he couldn't help but wonder at the sight of the elephants being held by nothing more than a tiny rope tied around their front legs.

Curiosity got the better of him, and he approached a nearby trainer to inquire about the peculiar situation. "Why do these massive animals stay put and make no effort to break free?"

"Ah, my friend, when these elephants were just young and small, we used the same size rope to restrain them. At that tender age, it was strong enough to hold them in place. As they grew older and more formidable, their minds got conditioned to believe that the rope could still confine them.

Even though they possess the strength to break away, they never attempt it, for their belief in the rope's power keeps them anchored."

This extraordinary encounter left the man deep in thought. He realized that, like elephants, many of us carry the weight of self-imposed limitations throughout our lives.

How often do we grasp onto beliefs that we cannot accomplish something just because we encountered failure in the past?

*Failure can happen on the path to success. Don't let it stop you!*

*Dan*

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

### INSIDE THIS ISSUE

- Computer-Friendly Stretches
- The Lighter Side
- Up Close and Personal
- Cutting it Close!
- A Doorbell for Fish!
- Clients of the Month
- Finding the Right Agent
- Respite Care: Every Caregiver Needs a Break
- Consumers Are Nervous About Data
- Free Reports
- Get Your Groove On

# Computer-Friendly Stretches

Ever wonder why your body hurts when you're sitting at your computer? Although many reasons could be the culprit—from the ergonomics of the chair to the length of time you're sitting—one thing is for sure: Stretching will help relieve the pain. Here are some ideas:

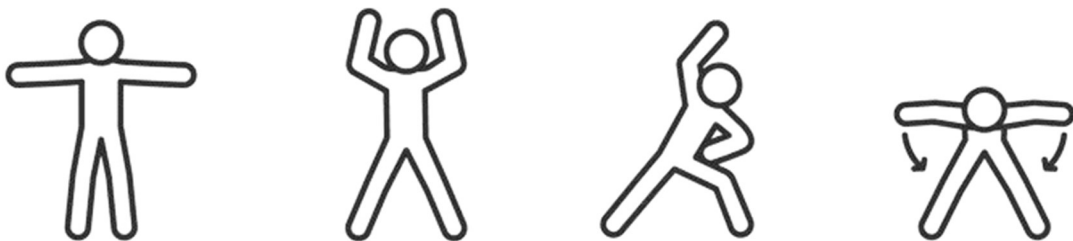
**Arms:** Straighten an arm out in front of you at shoulder height. Make a fist and bend the arm down as though pouring something. Hold for ten seconds. Repeat five times.

**Back.** Put one foot on the opposite knee. Lean forward slowly and hold for ten seconds. Alternate sides and do five sets total.

**Legs.** Stand with feet shoulder-width apart and place your hands as if sliding them into the back of your pants pockets. Slowly lean backward a little and hold for ten seconds. Keep your chin tucked into your chest, then look at the ceiling and return. Do ten reps.

**Hands.** Straighten an arm in front of you at shoulder height. With the other hand, bend the wrist back so your fingers point to the ceiling. Pull back on the fingers gently. Hold ten seconds. Do five total reps, then repeat with the other hand.

**Shoulders.** Reach one arm up straight above your head and stretch your fingers. Move your head down to your chest and then back. Switch arms.



## The Lighter Side

Why shouldn't you tell a secret to a pig?  
*He's a squealer.*

What kind of paper makes you itch?  
*Scratch paper.*

What gets no wetter no matter how hard it rains?  
*The ocean.*

What do you call a calf after it's six months old?  
*Seven months old.*

How does a boat show affection?  
*It hugs the shore.*

## UP CLOSE AND PERSONAL

Kim and I walk Buckley four miles most days. My walking shoes were worn out, so I bought a new pair. I was all excited and showed them to Kim and said, "Look at my new shoes!" She said something like, "Cool, those are nice." Why is getting a new pair of shoes so exciting, at least for the first few times you wear them? Then after that, you don't really care anymore. I recall in a happiness class I took that things we think make us happy really don't make us happy long term. The reason is that we get used to things. After getting something we want, it's not long after that the happiness part wears off and then there's something else we want. Looking back at my happiness class notes, here are some things that really do help make us happy. I'm "happy" to share them with you. 1) Expressing **gratitude** for the people and things in your life, 2) **Exercising** at least 30 minutes a few times a week, 3) Making sure you **sleep** at least 7 hours a night several times a week, 4) Taking the time to **savor** things you enjoy, 5) Increasing your **acts of kindness**, 6) Using your top **character** strengths in new ways, 7) Making **connections** with strangers and acquaintances along with scheduling time with the people in your life, and 8) Increasing your **meditation/prayer** time.

Have a happy month! *Dan*

## Cutting it Close!

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

James was referred to Dan by his mom, Mary. James and Danielle moved to Phoenix from Texas where they had recently sold their home. They were renting in the Phoenix area and wanted to get back into homeownership. They had interviewed other real estate agents, and once they decided to use Dan, it was time to start the process. Dan was able to refer them to a trustworthy lender to discuss their loan options, and Dan also set up a home-search website for them so they could start seeing available homes in their area of interest. After narrowing down their options, Dan started showing them some homes. In a market with low home inventory, the nice homes were selling very quickly. James and Danielle experienced this first hand after making offers on three different homes. There were multiple offers on two of the homes, with one seller wanting a 60-day leaseback after the close date. Another home accepted another offer the second day on the market as James and Danielle were looking inside the home about ready to make an offer. They ended up making a strong back-up offer but the first buyer ended up closing on it. Dan reassured James and Danielle that they would find the right home. Not long thereafter, a home with a large lot in a gated community came on the market. They were the first ones to get inside to have a look. After another round of multiple offers, James and Danielle had their offer accepted and were on their way back into homeownership. When they first started to look at homes in June, James said they would like to close on a home by the end of September. They closed on their home September 29th, with a day to spare. Now, after finding their dream home, James and Danielle can spend time enjoying their new home with their family.

If you know someone who could use some help finding the right home, just have them call me at 480-390-5380. I would be happy to help them just like I helped James and Danielle.

## A Doorbell for Fish!

The city of Utrecht in the Netherlands has created a unique solution to help humans and marine life live in harmony. It created a fish doorbell.

Utrecht has many dams and locks that disrupt fish migration. The fish travel Utrecht's Vecht River, a branch of the Rhine River, to the Kromme River, where they spawn in the shallow waters of the Kromme.

But manmade structures, such as dams and locks, frequently disrupt their migration. In Utrecht, the Weerd Lock is one such obstacle to migratory fish.

Ecologist Mark van Heukelum told the Weerd boat lock manager that the boat lock was an obstacle for fish. The lock manager said he would open the lock for fish, but he didn't know when fish were ready to get through. That is when an idea was born!

Van Heukelum came up with the idea of an underwater webcam that anyone could view online, and when people saw a fish, they could ring the virtual doorbell and the lock manager would open the gate.

The idea has worked marvelously. In its first spring season in March 2023, people rang the fish doorbell more than 100,000 times.

The video feed will be inactive until March, when the fish will be knocking at the door again. You can watch the fish at [visdeurbel.nl](https://visdeurbel.nl).



## Clients of the Month

Congratulations to James and Danielle on the purchase of your home. Thank you for your trust in me to help. Thank you, Tom and Mary, for referring them to me.

## 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](mailto:danazhomes4sale@hotmail.com)

## Respite Care: Every Caregiver Needs a Break

Respite is time off, time away, a much-needed time for a caregiver. It's relying on someone else, whether a friend, relative, volunteer or professional, who can fill in for you and give you some time to yourself -- because your wellness should be priority number one.

Unfortunately, according to a National Respite Coalition survey, most caregivers don't realize they're in need of respite care until it's too late.

Only a small percentage of a National Alliance for Caregiving members actually used respite care. When they did, it was because of a health crisis or another emergency.

The challenge is that they view themselves not as caregivers, but as spouses, parents, or siblings who feel it's their duty to provide care. They don't believe they deserve a respite.

If you are a caregiver, you need time away - just as any worker needs a vacation from the daily stress of their job, according to the National Caregivers Association. It's a break that renews you.

The ideal respite is to go somewhere else so you're not in the same environment. That's a great way to clear your head and get the break you need.

### 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 text or email all the information on that listing within 24 hours.

**(480) 390-5380**  
**danazhomes4sale@hotmail.com**

## 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.



### The Kid Scoop

Brandon (21) continues to grow his online businesses. They must be teaching him something at college in his business management studies.

---

*"Tell me what you eat and I will tell you who you are."*  
-- Jean Anthelme Brillat-Savarin

## 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)

---

**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.*

# Get Your Groove On

Although line dancing looks like so much fun, it can be baffling on your first try. However, after you learn and understand the secrets to the art, line dancing is much less daunting.

A line dance lasts three to five minutes, and you can drop out any time. Among the popular line dances, the Electric Slide is the shortest—lasting two to three minutes—making it a good beginning dance to learn and is the dance that often opens a line dance party, especially as a warmup. The steps are fairly easy, and the dancers face different directions four times.

If you are new to line dancing, here are some tips:

- The dance starts when the singing starts. Everything before that is the intro.
- Moves usually change after four counts. When you get to four, you'll change direction or make a new move.
- You can make any move plain or fancy, low movement or high. Instead of doing actual stomps, for example, do a tap.
- Notice how many times the dancers turn to face a different direction. These are called walls. A line dance can have up to four walls, but the dance will usually end up facing the same way it started.

Here are some other popular line dances:

**Cha-Cha Slide.** You get to make a little cha-cha move and there are some hops, but you can substitute them with tiptoes.

**Boot Scootin Boogie.** This one is more difficult because it has a series of hops, including one in which dancers cross their legs. It also has a quick half-beat step.

**Cupid Shuffle.** This modern song has easy steps and kicks, although experienced line dancers usually improvise their steps. Stick with the basics at the beginning.

## The Dog Scoop

We bought Buckley a “bone” at a farmer’s market. It was part of an elk’s antler. After chewing on it and getting nowhere, he dropped it on the floor in front of us and walked away. I think he was trying to say, “Nice try, this is not real food.”



---

*“Nothing in this world can take the place of persistence. Talent will not: nothing is more common than unsuccessful men with talent. Genius will not; unrewarded genius is almost a proverb. Education will not: the world is full of educated derelicts. Persistence and determination alone are omnipotent.” -- Calvin Coolidge*



Jim and Arleen say...

*"When we decided to sell our house, we first contacted a friend who was a Realtor. After six months with no results, we called Dan. During this time, he kept in constant communication with us. This was a quality we found refreshing as we believe this has become a lost art. We were very, very pleased with Dan's work and dedication."*

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)

Copyright 2023 Dan Kilde. This information is solely advisory and should not be substituted for legal, financial or tax advice. Any and all financial decisions and actions must be done through the advice and counsel of a qualified attorney, financial advisor and/or CPA! I cannot be held responsible for actions you may take without proper financial, legal, or tax advice! This is not intended to solicit real estate properties currently listed for sale.



**Life Stuff**

**Dan Kilde**

**WestUSA**  
REALTY

**1850 E Northrop Blvd #170**

**Chandler, AZ 85286**

**480-390-5380**

**[danazhomes4sale@hotmail.com](mailto:danazhomes4sale@hotmail.com)**