

Life Stuff

News To Help You Save Time and Money

October 2025

The Bamboo Lesson

In a quiet village, a gardener planted a special kind of bamboo. He watered it daily, tended the soil, and waited. Weeks passed, then months and then a whole year, but there was no sign of growth. Neighbors laughed and shook their heads. Still, the gardener cared for it patiently.

For five long years, nothing sprouted above the ground. But during the sixth year, a tiny green shoot appeared, and then, astonishingly, the bamboo grew more than eighty feet in only six weeks.

What had been happening all that time? Beneath the surface, the bamboo was growing an intricate network of roots strong enough to support its future height. Without that foundation, the towering stalks could never have stood tall against the wind. Its quiet preparation was essential, though no one could see it.

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We're not so different. Times in our life occur when our efforts seem invisible, and progress feels painfully slow. But often, we're laying down roots that build resilience, skills, and strength for the rapid growth ahead.

This month, as nature shows us how patience brings harvest, remember: Your unseen efforts might be preparing you for a season of incredible growth. Continue tending your dreams.

This article also reminds me to be patient, and that God knows the future.

~ Dan

Go Green: Recycle This Newsletter!

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

Baked Cinnamon Apples with “Ice Cream”

Here is a no-refined-sugar twist on your favorite fall dessert, with a sneaky protein boost in every bite.

Ingredients for baked apples:

- 4 medium apples (Honeycrisp or Fuji work great)
- 1 ½ tsp ground cinnamon
- ¼ tsp ground nutmeg
- 1 scoop vanilla protein powder (unsweetened)
- 2 tbsp unsweetened applesauce or mashed ripe banana
- 1 tbsp melted butter
- 1 tsp vanilla extract
- optional: a squeeze of lemon juice and a pinch of salt

Instructions for baked apples:

- Preheat oven to 375°F.
- Core and thinly slice apples, no need to peel them unless preferred.
- In a mixing bowl, whisk together the applesauce, protein powder, melted butter, cinnamon, nutmeg, and vanilla. Toss apples in this mixture until evenly coated.
- Spread the mixture into a baking dish, cover with foil, and bake for 20 minutes.
- Remove foil, stir, and bake uncovered for another 10 minutes, until the apples are soft and golden.

Ingredients for cottage cheese vanilla “ice cream”:

- 1 cup cottage cheese (low-fat or full-fat)
- 1–2 tbsp maple syrup or monk fruit sweetener (to taste)
- ½ tsp vanilla extract



Instructions for “ice cream”:

- Blend all ingredients in a high-speed blender or food processor until they are completely smooth and creamy.
- Transfer the mixture to a container and freeze for 1–2 hours. For soft-serve texture, stir once halfway through freezing.
- If it's frozen solid, then let it sit at room temperature for five minutes before scooping it.

Clients of the Month

Congratulations to **Brenden and Jamie Bell** on the purchase of your new home! It was a pleasure helping you find a home for your family. Thank you for trusting me to help you through the process from start to finish.

Who Do You Know?

Who do you know who was recently married and might be looking to buy their first home? I am happy to talk with them and answer any questions about the home-buying process. Just have them call me at 480-390-5380 or email at danazhomes4sale@hotmail.com

Up Close and Personal

I took our large comforter to the laundromat to wash it in a large capacity washing machine. Walking through those doors took me back to 1987 when I worked in a laundromat in Hutchinson, MN. I went to school there for audio sound engineering so I could work in a music recording studio. That never happened, but it was an interesting year. Hutchinson was a small town of about 12,000 people. I lived across from a laundromat, so I got a job there. I would go in and hang out while everyone came in to do their laundry. I played drums at the time, and I remember sitting at the laundromat counter with my drum pad and sticks practicing drum rudiments (different drum sticking patterns). My job was pretty easy. Basically, give people change if they needed it and make sure no one walked off with any washers or dryers.

When I was growing up, my grandma worked at a laundromat. She did everything from laundry, ironing, and pressing, to dry cleaning and cleaning the machines. They were all coin operated and people would sometimes drop their change between the machines, or the coins would fall on the floor and roll under them. My brother and I would go visit grandma at her work, and while we were there, we would look for money between and under the machines. We would use a thin fly swatter or a wire coat hanger to fish out the coins. It was exciting when I found quarters versus nickels!

Have an awesome month!

Dan

Knowing What to Say

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

Robert and Karen needed to sell their home of nearly 50 years. Dan had been in touch with them for close to three decades, and about six years ago went to see their home to give them an idea of how much it would be worth. At that time they decided to stay put. They recently made the move to a senior living community and called Dan to sell their home. As soon as Dan started marketing their home for sale, there were 14 showings in just 12 days. Dan received several low cash investor offers, but none were even close to the asking price. Then Dan got a call from an agent who showed her buyer the home who wanted to write an offer. Knowing there were other cash offers, she asked Dan what it would take for her buyer to get the home. Dan jokingly told her a full price offer that would close tomorrow. Dan knew that agent wanted to get some insight on the current offers and that her buyer wanted to write a low-price offer and negotiate, but Dan did not give any details of any of the cash offers. That buyer ended up writing a full price offer. Robert and Karen were thrilled with the results. Sometimes it's knowing what and what not to share that can help your client the most. If you'd like to hear how the sale went from Robert and Karen's perspective, see page 8 for their side of the story.

If you know of any seniors planning to make a similar move, just have them call me at 480 390-5380. I would be happy to help them just like I helped Robert and Karen.

Respite Care: Every Caregiver Needs a Break

Respite is time off, time away, and 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 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 the best way to clear your head. It gives a little bit of your life back.

The Dog Scoop

Buckley will go outside and walk across the shade to lay in the sun. Then soon after he's panting by the door wanting to come in.

Phone Calls Are Back, Baby

Remember when someone calling you was a normal thing? Not an emergency, not suspicious, not terrifying.

Somewhere between voicemails and emojis, the art of the phone call faded. But phone calls are making a comeback, and not just for doctors and delivery drivers:

- A five-minute catch-up with a friend while folding laundry
- A birthday call instead of a text
- A spontaneous check-in just to say, "hi"

Hearing someone's voice is special; there is no buffering nor misread tone, the connection is real and unfiltered, and it's about presence, not perfection or performance.

If you're thinking about someone, then maybe don't wait for the perfect text. Just hit "call" and put the kettle on. We're bringing it back.



"I'm so glad I live in a world where there are Octobers."

- *Lucy Maud Montgomery*

When You Know It, But Can't Say It

Remember that moment when you couldn't recall the name of that...uh, whatchamacallit?

The word for that mental block is *lethologica*, which is when a familiar word is on the tip of your tongue but refuses to come out.

Authors Roger Kreuz and Richard Roberts explore *lethologica* in their book, *Changing Minds: How Aging Affects Language and How Language Affects Aging*. Turns out the "tip of the tongue" (TOT) phenomenon happens worldwide. It occurs mostly as we age, but most people, across all ages, eventually retrieve the missing word.

Why does it happen? The authors say TOT episodes are unpredictable and their causes remain a mystery. The episodes could reflect weakened links between concepts and memory, or, as one psychologist suggests, older adults might have more knowledge to sift through.

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.

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Take a Few More Steps - And Live Longer

A 2023 meta-analysis published in the *European Journal of Preventive Cardiology* has reshaped how we think about daily movement and mortality risk. Analyzing data from over 226,000 participants, researchers found that walking just 4,000 steps per day significantly reduces the risk of death from all causes and cardiovascular disease. This is especially striking given that the average American walks only about 3,500 steps daily—a threshold below the protective range.

The study didn't stop at a single benchmark. It revealed a compelling dose-response relationship: for every additional 500 steps per day, the risk of cardiovascular death dropped by 7%. That means even modest increases—like parking farther away or taking a few extra strolls—can yield meaningful health benefits.

While 10,000 steps/day has long been touted as the gold standard, this research suggests that you don't need to hit five digits to make a difference. In fact, the benefits begin well below that mark and continue to accrue with each incremental increase. The highest quartile of walkers in the study (averaging over 10,000 steps/day) saw up to a 77% reduction in cardiovascular mortality, but even those walking around 4,000–6,000 steps/day experienced substantial gains.



This study offers a hopeful message: every step counts, and small changes can lead to longer, healthier lives.



Preparing Your Home For Sale

To stage a home effectively for sale, start by deep cleaning and decluttering every space. Buyers are drawn to homes that feel spacious, bright, and move-in ready, so remove personal items, excess furniture, and anything that distracts from the architecture. Fresh paint in warm neutrals, updated lighting, and clean windows help maximize natural light and create a welcoming atmosphere. Pay special attention to kitchens and bathrooms—these are high-impact areas where cleanliness and small upgrades (like new hardware or fresh caulk) go a long way.

Instead of focusing solely on furniture, consider staging underutilized spaces to show their potential. A small nook can become a reading corner with a chair and lamp, or an awkward alcove can be styled as a compact home office. Even a clean, organized laundry room with baskets and folded towels can signal functionality and care. These subtle cues help buyers envision how every part of the home can be used, adding emotional appeal and perceived value.

Highlight features that suit your climate and neighborhood—shade structures, privacy screens, or low-maintenance landscaping can be big selling points. If you have a pool, make sure it's sparkling clean and framed with tidy furniture or greenery. Buyers should walk outside and immediately imagine relaxing, entertaining, or enjoying the space year-round. A well-staged backyard can make your home feel larger and more versatile, often tipping the scales in your favor.

Getting started doesn't have to be overwhelming. Pick one area—like the entryway or living room—and make it shine. You'll build momentum as you go, and each improvement adds value. Think of staging as storytelling: you're helping buyers fall in love with the lifestyle your home offers.

Etiquette Tips for Being a Good Houseguest

Visiting friends or family is a wonderful way to strengthen relationships, but even the closest bonds can be strained if you overlook houseguest etiquette.

Whether you're staying for a night or a week, these five tips will help you be the kind of guest who's warmly welcomed back anytime.

1. Communicate Clearly and Confirm Details: Before you arrive, make sure your hosts know exactly when you'll be coming and going, how long you plan to stay, and whether you have any special needs or plans. Avoid springing last-minute changes on them because it helps your hosts plan, and it reduces any potential stress.

2. Bring a Thoughtful Gift: A small gesture goes a long way. Show your appreciation for their hospitality by bringing a little something, perhaps a bottle of wine, fresh flowers, artisanal baked goods, or a unique item from your hometown. It doesn't have to be extravagant; it's the thought that counts.

3. Be Tidy and Respectful of Their Space: Treat your hosts' home with extra care. Organize your belongings, make your bed each morning, and offer to help with household chores, such as setting the table or washing dishes. A good rule of thumb: Leave things better than you found them.

4. Follow Their Routine and House Rules: Every household has its own rhythm and rules. Be attentive to your hosts' daily schedule, quiet hours, and customs, such as removing shoes indoors or feeding pets at certain times. When in doubt, simply ask. Being mindful of their way of life shows respect.

5. Express Gratitude (during and after your stay): Say "thank you" often while you're there, and follow up with a heartfelt note, text, or phone call when you arrive home. Express to them how much you enjoyed your visit and how grateful you are for their hospitality.

Being a gracious houseguest isn't complicated; it's about thoughtfulness, respect, and appreciation. Get these basics right, and you stand a better chance of being invited back with open arms.

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

Robert and Karen Say...

"Dan is more than a realtor. He is a true friend with his clients, truly working for their best interests. As a senior couple both with physical struggles, we recently moved to a senior living facility, and Dan helped us sell the house we'd lived in for almost 50 years. His patience and understanding of the needs of seniors is outstanding as he helped us each step of the way. He is so professional and excellent with accurate estimates and successful negotiations and is calm and doesn't miss a thing. In less than a month when it went on the market, we finalized the sale and received our full asking price. We were amazed how he sailed through each challenge that came along. Dan had helped our daughter with two moves, and she was convinced she'd never use any realtor but Dan. He has sent us his monthly newsletter for years and has helped us with referrals to keep our home in good shape just out of friendship. Dan's years of experience and expertise and his honesty and kindness give much peace and assurance. It takes character to patiently deal with seniors which is what makes Dan so unique. We knew we were in good hands; how we thank the Lord for sending Dan our way! He is a master of selling homes, for sure!"

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