

# Life Stuff

News To Help You Save Time And Money

September 2020

## What Goes Around Comes Around

One day a young teacher was driving alone, wondering how he was going to afford supplies for his classroom when he saw an elderly lady, stranded on the side of the road with a flat tire. He pulled his sputtering old truck in front of her sedan and suggested: *"Why don't you wait in the car where it's warm while I change this tire for you? By the way, my name is Bryan Anderson."*

Bryan's shirt was smudged with grease and his knuckles were scraped by the time he changed her flat tire, but he refused to take any payment from the lady. He asked instead that she give assistance to the next person who looked like they might need it. After waiting to make sure she drove off safely, Bryan left as well.

The lady turned off at a small coffee shop a few miles down the road to take the chill off before she made the last leg of her trip home. There, she noticed the waitress with a sweet smile was pregnant.

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### INSIDE THIS ISSUE

- Dear Me:
- Looking Back on Lockdown
- Up Close and Personal
- It's All in the Timing
- Starting Fresh
- Welcome New Clients
- Feeding the Masses
- The Kid Scoop
- Find Your "Big Idea"
- Consumers Prefer a Human Touch
- The Dog Scoop
- 5% Makes a Big Difference
- Free Reports
- Keep Pushing Forward

She paid for her coffee with a hundred dollar bill and while the waitress went to get change, the lady slipped out the door, but wrote a note on the napkin: "no change necessary, just do something for another person who needs it." Under the napkin were four more \$100 bills.

That night when the waitress got home from work, her husband was already sleeping. So she tucked the cash into his work bag with a note: "for school supplies." She climbed into bed and whispered: *"I love you, Bryan"* before falling asleep.

*Very inspiring story! ~ Dan*

## Dear Me:

Do you feel like you're not really making any progress on your goals as our world wrestles with the pandemic? Try this: Write a letter to yourself.

In the letter, envision what you would like to accomplish in one year's time. Let your mind create the situation as if it has already happened. Make sure you write about where you are in relation to the dreams you have for yourself.

Seal the letter and give it to someone you trust completely. Ask that person to mail the letter back to you after at least a month has gone by.

Many people who try this exercise find that they are actually making steady progress toward their goals.

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

## Looking Back on Lockdown

Sheltering at home was tough on everyone, but some people used it as an opportunity to grow their creative skills. *The Financial Times* website reports on three cases:

### The Entrepreneur

Balvinder Powar, a Madrid-based leadership trainer and entrepreneur, focused on new projects during his confinement in Spain. They included helping business school students in Madrid develop ways of producing food.

### The Professor

Paul Freemont of Imperial College London led a team of scientists to raise \$150,000 from the Dementia Research Institute for COVID-19 testing. The effort, which would usually take months, was completed in just three weeks.

### The Cellist

Liz Hanks, a cellist in the United Kingdom, saw her European concert series dry up as the COVID-19 outbreak shut down borders. She switched to teaching music online and recording new music at her home in Sheffield, South Yorkshire, and she also founded a project for other musicians to perform their own music.

There are many people who didn't do much besides keep up with life and catch up on some movies, and that's fine! Everyone responded differently to the pandemic. The question is: what are YOU going to do?



## UP CLOSE AND PERSONAL

Play first or work first? While the kids were growing up, we taught them to get their work done before play. They were always good about coming home from school and doing their homework before doing something fun (most of the time). Working from home can make the work first theory a bit challenging when the hours and days sort of run together. With my business, I tend to be "on call" and available most of the time for clients whether it's in person or via phone or computer. I've always said the best thing about my work is the flexibility, and the worst thing about my work is the flexibility. Staying motivated is an ongoing challenge when you're self-employed. If I have something fun planned, I like to get my work done first. That way I have something to look forward to - like date night with my wife. Nowadays, that pretty much consists of some take-out food and a movie at home. Without anyone telling you what to do, you have to find ways to motivate yourself. I have to admit, with the clients I have been able to work with over the years and the referrals that have come from it, I've not only gotten motivation as a result, but a referral-based business that's been a lot of fun. I guess I could say that a lot of my work ends up feeling like play.

Have an awesome month!

*Dan*

## It's All in the Timing

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

Dan has helped Brian with several real estate transactions over the years. Brian was recently married, and he and his wife, Shauna, wanted to move closer to their work. Dan met with Brian and Shauna to discuss the process of selling their home and buying another one. With such a low inventory of homes for sale, the challenge would be finding a home to buy once their home was sold. They did have an alternate place to stay once their home was sold and were prepared to be there for a while after selling their home. The first step was to get their home sold. Dan sold their home in 2 days to a cash buyer. Step one complete. Brian and Shauna were willing to wait until the home they were selling was closed and final before making an offer on another home so they wouldn't have to have a contingency attached to their offer. This would give them a better chance of getting their offer accepted. But after looking at some homes, they found one they wanted to pursue. There was also another buyer writing an offer on the home. Dan was able to make the seller and listing agent comfortable with their offer, even with the contingency of needing to close on their existing home first. They beat out the other buyer, and they closed on their new home just 20 days after closing on the one they sold. What could have been a long search to find their next home ended up being as quick as they could have expected. Brian and Shauna are now enjoying their new home!

If you know someone who needs to sell a home before they buy their next one, just have them call me at 480-390-5380. I would be happy to help them just like I helped Brian and Shauna.

## Starting Fresh

Switching to a new career in the midst of recovering from a crisis, like the coronavirus outbreak, can seem like a daunting task. However, many organizations that were forced to downsize early in the crisis will be looking for skilled professionals as the situation improves. Here is some advice from the *Inverse* website on establishing a fresh new career:

**Audit yourself:** Conduct a SWOT analysis on yourself. Identify your Strengths, Weaknesses, Opportunities, and Threats. Look at your core competencies and zero in on skills that you can transfer to a new role. Consider going back to school to fill in the gaps.

**Look for meaningful work.** Identify the kind of work you find fulfilling and satisfying. Look for work that will provide opportunities you don't have in your current role. Figure out what you enjoy doing so you can seek work that fits both your personal and professional needs.

**Become an expert.** Pick a subject that matches your skills and educate yourself. Read up on the industry, its leaders, its opportunities, and its challenges. Because you're starting out fresh and this is your chance to define yourself and show your passion for change.

## Feeding the Masses

Shelter in place orders meant most of us didn't go to the grocery store on a regular basis. Predictably, that created a boom in online grocery sales, according to the *Supermarket News* website.

The Coresight Research U.S. Online Grocery Survey 2020 polled 1,152 consumers; 52% said they had purchased groceries online in the past 12 months. That is the first time more than half of consumers had done so, and more than double the number from two years ago.

## The Kid Scoop

Ryan (20) bought his first car. He is excited, and so are mom and dad 😊.

Brandon (18) is adjusting to college the COVID way. Who would have thought the kids would all have to wear masks around campus, report their temperature each day, and take classes from their dorm room?

### WELCOME NEW CLIENTS

Here are some new and existing clients who recently became members of my "Real Estate Family." Welcome to you all!

+ **Justin Higgins and Jenny Badillo**

*(1st time client)*

+ **Dan and Anne Kiley**

*(4th time client)*

+ **Brian and Shauna Ferrell**

*(6th time client)*

+ **Kyle Allen**

*(Referred by Cheryl Allen)*

Thank you all for your trust and support and allowing me to be able to work by referral instead of advertising.

## Find Your “Big Idea”

The legendary David Ogilvie was a pioneer of the advertising industry. One reason for his success and influence was his ability to create what he called “the Big Idea”—a memorable concept that he could wrap an ad around, or on which he could base an entire advertising campaign. Here’s how he developed Big Ideas—and how you can, too:

- **Step 1.** Analyze your data and look for the single element that best expresses what you want to say. What one idea do you want people to remember?
- **Step 2.** Take that idea and boil it down to a statement of 10 words or less, using lively, action-oriented language.
- **Step 3.** Build your presentation—whether it’s an ad, a speech, or a persuasive email—around your big idea.

### Clients of the Month

Congratulations to **Justin Higgins** and **Jenny Badillo** on the sale of your home.

Thank you for trusting me to help you with the process.

## Consumers Prefer a Human Touch

Electronic self-service may be the wave of the future for many organizations, but lots of consumers are bucking the trend. The *CRM Buyer* website reports that researchers surveyed more than 24,000 consumers in 12 countries about customer interactions, and here’s what they found:

- 80% prefer customer service from a human instead of an automated system.
- 83% say that interacting with a customer service rep is important on the phone or in a store.
- 68% believe they’re more likely to get a better deal when negotiating in person instead of online.
- 18% say they would renew products or services because of good personal customer service, even if they were more expensive.



### The Dog Scoop

Since Brandon left for college, Buckley finds himself lying on Brandon's blanket wondering if he'll ever return.

### 5% Makes a Big Difference

If you're overweight, you may be intimidated and overwhelmed by the thought of just how many pounds you have to lose in order to get healthy. How much is enough? Twenty pounds? Thirty?

Good news: According to *NBC News' Better* website, losing just 5% of your body weight can have significant health benefits. It can decrease your total body fat, including visceral fat that hugs your organs, as well as fat just under the skin. In addition, it can lower your blood pressure and increase your insulin sensitivity.

# 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.*

# Keep Pushing Forward

It may take some time for the economy to snap back from the ravages of the pandemic, but we still have to focus on professional development, even when budgets are still tight. The *Gallup* website offers some suggestions:

## **Build relationships.**

Establishing trust with your co-workers is the best way to encourage everyone you work with to share what they know with each other. True strength— at work and elsewhere— comes with confidence.

## **Coach and be coachable.**

Focus on developing employees' strengths, setting goals, sharing expectations, and encouraging them to learn and grow. At the same time, be open to advice from superiors or those who have been in the business longer than you.

## **Lead from wherever you are.**

Don't hunker down and wait for things to return to normal. Set challenging goals for your organization and work with employees on what they need to learn to achieve your objectives.

## **Inspire others.**

Keep spirits high by encouraging people to learn and grow, and praising them when they do. Share a positive vision of success and recognize those who succeed.

## **Think critically.**

Question the conventional wisdom about your organization and industry. Seek out new information to apply different solutions to everyday problems.

## **Communicate.**

Let employees know what's happening in your organization. This points them toward what they should be learning and doing to help you succeed.

## **Hold people accountable.**

As you set goals and challenges for growth and development, hold yourself and others accountable for results. This shows that you're serious and helps you and others hit their target.

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Call me anytime for a referral to these services and/or any other you may need:

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Sprinkler Repair  
Garage Doo  
Painter

Drywall  
Pest Control  
Probate/Estate Planning Attorney  
Sunscreens

Pool Service  
Air Conditioning  
Roofer  
Locksmith

David says...

*"Thank you so much for your help in finding a new home. I absolutely love the house! Your constant meticulous attention to detail and follow-up with the numerous items involved with the home buying process and keeping them on track was very professional. Your service was first class, and I will highly recommend you to others."*

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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