

Life Stuff

News To Help You Save Time And Money

September 2021

Winning as One

A budding anthropologist, who was completing her doctoral thesis while on location in Spain, proposed a game to some children in a small village. She placed a basket of enticing-looking sweets in a tree early one morning. That afternoon, after all the children were aware of the basket—and all wanted one of the treats—the researcher told them that whoever got the basket down from the tree first could have all the goodies in the basket.

She did not lay out any rules or requirements, nor did she encourage the children to pursue the basket with any guidance at all on her part. Seated nearby, she simply held her notebook in her lap and waited, expecting to observe various approaches and plans from the different children all trying to obtain the basket for themselves.

When she gave the signal to go, all the children gathered together in a huddle and talked in quiet tones with some interjected giggles, then held each other's hands and ran to the tree

together and worked as a group to pull down the basket.

As promised, the anthropologist let the children enjoy the whole basket of treats, but simultaneously asked them why they'd decided to run together as a group and split the treats amongst themselves.

One tall child looked at her and, with genuine confusion on his face, asked: "How can any of us be happy by taking something away from another person?"

"It is only by winning as one that we all win," the child proclaimed.



Very insightful child! ~ Dan

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PlanYourArizonaMove.com

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Getting Back to Normal

With COVID-19 vaccines now available and society seemingly reopening for business, at least some of us are ready to say that things are going back to normal after the pandemic year.

According to *Gallup*, 66% of adults in the U.S. say their lives have “somewhat” or “completely” returned to normal, while 34% say normal life has yet to come back.

Complicating the return to normalcy is the finding that 52% of respondents say their life is still being disrupted because of the pandemic—14% say “a great deal” and 38% say “a fair amount”. That might not change soon, as 39% expect the disruption to continue through the end of the year, and 16% feel the impact will last longer.

Welcome Home

Did you know that Ellis Island closed as an immigration facility in 1954 and reopened as a museum in September 1990? Annie Moore, a 17-year-old girl who arrived with her two younger brothers from Ireland, was the first arrival processed through the station in 1892, followed by more than 12 million other immigrants before the station was closed in 1954.

Around 2.3 million people came through the Island just between 1924 and 1954, although the busiest day at the former immigration center was on April 17, 1907 when 11,747 people were processed. Over the years, Bob Hope, Cary Grant, Irving Berlin and Frida Kahlo all passed through the immigration station during its useful years. At its peak, the station had its own power station, a hospital, laundry facilities, and a cafeteria.

The Kid Scoop

Brandon (19) is off to ASU for his second year of college. He's about ¼ of the way to graduation.

Today, the Family Immigration History Center at Ellis Island is home to a vast archive of approximately 65 million searchable records of immigration documents. People can locate connections to their own ancestry there, as well as add their contributions to an ongoing catalog of family stories.

September Quiz Question

Q: Which is the only vowel on a standard keyboard that is not on the top line of letters?

Everyone who texts, emails or calls in the correct answer by September 25th will be entered into a drawing for a \$15 Dairy Queen gift card. (Current winner eligible after 2 months)

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August Quiz Answer

Q: Betty Boop first turned up in an August cartoon in what year?

A: 1930

Congratulations to Les Weaver. His name was drawn out of all of the correct quiz entrees, and he won two free Harkins Movie tickets.

UP CLOSE AND PERSONAL

Do you have any old family videotape or camcorder film that you'd like to put into digital format? Maybe you have some film of the kids, your wedding video, or some old movies you'd like to get digitized so you can actually watch them. If they are digitized, you can watch them on your computer, your TV, or you can create a YouTube channel and share them with others to watch. I have been wanting to transfer ours to digital for years but didn't know how to go about it. Once I started looking into it, I found places you can send them to that will do it for you, but it's very expensive. After doing some research, I found a very simple way to do it myself. The software was \$99. Other than that, all you will need is a computer and a way to play what you are wanting to transfer into digital format. So, if you have old videotapes, you just need a VCR so you can play them to get them into digital format. If you have old camcorder tapes, you'll need a camcorder to play the tapes. You can always buy a cheap VCR online for this purpose if you don't have one (or borrow one from someone). I have taken all of our old VHS and 8mm camcorder tapes (about 18 years of footage of the kids and our wedding video) and put them into digital format. I have all 18 years' worth of video on an external back-up drive about the size of a deck of cards. For an extra layer of protection, I made two copies and gave one copy to a family member to keep in case mine gets lost or damaged. If you'd like to know what software I used or how to get started, just give me a call at 480-390-5380 and I'll walk you through it.

Have an awesome month!

Dan

A Step at a Time

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

Florey and Irene were referred to Dan by William, who had bought several investment properties from Dan. Florey and Irene were in town from California and were considering buying an investment property. They were not expecting to buy during their trip, but after looking at some homes, they found one they wanted to pursue. Dan tried to find out as much information from the listing agent as possible to help Florey and Irene write the best offer possible in a very competitive seller's market. There ended up being a total of 24 offers on the home, and Florey and Irene's offer was the one the seller chose! After getting their home inspection done, there were too many red flags revealed, so Florey and Irene decided to pass on the purchase and cancelled the sale. A home inspection is an important part of a home purchase to help determine if there might be any potential problems you could be facing. More times than not, any items found during the home inspection can be resolved with the seller. But, in some cases it's best to just move on to the next one. Florey and Irene learned a lot during the buying process and were very grateful to have such an informative home inspection. And, having already gone through the offer process, they will be that much further along when they find their next home to purchase.

Artificial Intelligence, Real Communication

Technology has enabled a paralyzed man to communicate on a computer screen almost as fast as texting on a smartphone, according to the *Science Focus* website.

A Stanford University team used artificial intelligence software, or AI, and a brain-computer interface implanted in the brain of a



man who had lost movement below his neck after a spinal cord injury. The interface consists of two chips, about the size of a baby aspirin, implanted in the man's motor cortex in the region that controls hand movements. The electrodes in each chip send signals from the neurons to a computer, where the AI software reads the motion of the patient's hands and fingers. The scientists instructed the man to imagine he was writing with a pen on a sheet of paper.

Although more tests of safety, longevity, and effectiveness have to be conducted before the technique can be used more widely, the interface translated the mental visualization of handwriting movements into text, ultimately reaching a writing speed of about 18 words per minute, with 94% accuracy.

Be Careful with Sugar Intake

- A spoonful of sugar may, as Mary Poppins sang, help the medicine go down. But too many spoonfuls will probably increase your need to take medicine in the first place.
- Too much sugar—or rather, the unproductive calories it delivers to the body—can lead to weight gain, diabetes, and heart disease, among other health problems.



How much is too much? An American Heart Association study found that Americans consume an average of 22 teaspoons a day. AHA guidelines recommend much less: six teaspoons a day for women, and nine teaspoons for men.

- Check the labels of the foods you're eating: a lot of sugar can be found in most processed foods. And don't rely on sugar substitutes like high-fructose corn syrup. Though fructose may have less impact on the body's blood sugar and insulin levels, a calorie of fructose has the same impact as a calorie of sugar. As in most things, moderation is key.

WELCOME NEW CLIENTS

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

+ Miranda Bodrero

(Referred by Rick and Nancy Bodrero)

+ Florey Lin and Irene Cheng

(Referred by William Fan)

+ Linda Bell

+ Stan and Sharon Schuck

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

Clever Inventions

According to an anecdote, Thomas Edison had a summer residence he was very proud of. He enjoyed showing visitors around the property, pointing out various inventions. At one point, people had to pass through a heavy turnstile to get back to the house.

One visitor asked Edison why, with all the other clever gadgets around, he had such a heavy turnstile. Edison replied, *“Well, you see, everyone who pushes the turnstile around pumps eight gallons of water into the tank on my roof.”*

What Makes a Leader?

Leadership calls for the right perspective on people. The website of the *MIT Sloan School of Management* shares these words of wisdom from top leaders:

Carol Cohen, Cognizant: *“Your long-term success is not just determined by what you achieve alone, but also by how you empower, engage, support, and elevate your colleagues and teams in the ecosystem around you.”*

George Westerman, MIT Sloan: *“The ability to envision and drive change is just as important as the ability to work with technology. If you don’t have both, you can’t succeed in this world.”*

Craig Robinson, WeWork: *“Creating, aligning, and empowering diverse teams is one of the best ways to discover and develop new ideas.”*

Hal Gregersen, MIT Sloan: *“Most leaders excel at thinking, ‘Oh, here are the tasks to be done,’ but they often don’t step back to consider how specific roles are changing and what that means for people experiencing a significant identity shift at work.”*

Piyanka Jain, Aryng: *“If you’re not going to be able to be data-driven and hold your team accountable from the top, it’s not going to flow down. Leadership is the key.”*

The Dog Scoop

Buckley used to avoid running through the water (and mud) on his walk. Lately, after all of the rain, he has been running right through the water (and mud). If he wanted a bath he could have just asked.

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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Doug Ready, MIT Sloan: *“Go out on the limb, that’s where all the fruit is. Take a few risks— trust that your people will admire you for doing so. Leadership is a privilege. Embrace it as you build a community of leaders in this new economy.”*

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.

Wine Etiquette Tips

Are you an aspiring enophile – that is, a connoisseur of wine? If you are, or plan to be, it may be a good idea to employ some proper etiquette.

- When someone brings a bottle of wine to your home as a gift you should open and serve it. If you're serving another wine, just serve them both.
- You should provide fresh glasses each time you serve a new wine. It doesn't matter whether your wine glasses match or not.
- Don't bang your wine glass with a fork to get people's attention. If you must do something to get your guests' attention before a toast, gently click two wine glasses together.
- When you order a bottle of wine in a restaurant and it tastes bad, what should you do? If the wine is bad, then you should send the wine back and ask for another type of wine – and the restaurant shouldn't charge you for the bad wine. Bad wine usually has a bad taste or a bad smell. Most wines are usually fine, but if you get a wine that you just don't like, tell your waiter you'll pay for it, but order another bottle and send what you don't like away.
- You can ask for a sample taste of wine if the restaurant offers it by the glass, but not if they only sell by the bottle.

– Adapted from *Cooking Light*

Email



Figure this: people send 205 billion emails every day. If you were to print out each one on a separate sheet of office paper— which would consume 25 million trees—the stack would stretch halfway around the equator.

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.

Nadia says...

"Not only is Dan an exemplary professional, but he also has given me a lot of advice on what to look for and what to not look for in the home as the process was underway. You will be well taken care of and impressed with the professionalism and timely response in all matters as you go through the process."

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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