

DO YOU JUST WANT IT LISTED OR DO YOU WANT IT SOLD?



#1



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News to Help You Save Time & Money

March 2014

Director's Cut

French novelist Georges Simenon wrote close to 200 novels. Many of them featured the detective Inspector Maigret, but he also produced numerous other stand-alone works among his 150 novels, 50 novellas, and scores of articles. The secret of Simenon's success was his intense concentration and speed—he wrote many of his novels in just 11 days, often writing 60 to 80 pages a day.



www.LeisureVillage.com

Information for YOUR Community
The Barlow Group—(805) 987-5755

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Before beginning one of his marathon writing sessions, Simenon would go for a physical to make sure he was up for the task. Then he'd tackle the project with a fierce single-mindedness. He refused to take phone calls, spoke to no one, lived "like a monk."

Legend has it that Alfred Hitchcock telephoned Simenon with a project proposal. When the novelist's wife answered, she informed the famed director that her husband was writing and couldn't be disturbed.

Hitchcock replied, "Let him finish his book. I'll hang on."

I wonder how much I could accomplish with such fanatical focus!

Steve Barlow

A Wise Motto

A queen called her advisors together and asked them to come up with a motto for the nation that would help her people in times of distress.

“It must be short enough to be engraved on a ring. It must be as useful in prosperity as in adversity. It must be wise and true and endlessly enduring, words by which men and women could be guided all their lives.”

The motto they chose: “This, too, shall pass.”



Why St. Patrick's Day?

Monday, March 17 is St. Patrick's Day. So what? Why do we bother to celebrate St. Patrick's Day around the world? Obviously, you might say, the day is to honor Ireland's patron saint, who introduced Catholicism to the Irish and rid their land of snakes.

But that's not really what we're celebrating, is it? We're really using it as an excuse to wear green and throw a big party. Everyone knows the Irish love a good party. Our methods of celebrating might differ around the world, but the idea is the same. When you think about it, St. Patrick's Day is smart marketing.

Irish bars exist in every major city, Gaelic football and hurling teams are now all over the world. There are Irish people in every nook and cranny on this planet. When it comes to St. Patrick's Day they are all ready-made brand ambassadors. They will celebrate wherever they are, highlighting just how much fun the Irish are and make more people aware of St. Patrick's Day.

Of course, not all Irish people can be bothered to celebrate St. Patrick's Day. Even so, to some extent all Irish people everywhere enjoy the fruits of the holiday, which bring a positive spin to all things Irish.

There is no greater agony than bearing an untold story inside you. ~Maya Angelou

*If you want a thing well done, get a couple of old broads to do it.
~Bette (Ruth Elizabeth) Davis*

March Quiz Question

Q: *How far do most continents move each year?*

Everyone who faxes, e-mails or calls in the correct answer by the 25th of this month will be entered into a drawing for a \$25 gift certificate to *Wood Ranch BBQ & Grill*.

Call in answers to Corrine

987-5755 x27 or email
info@barlowwilliams.com

February Quiz Question

Q: *I am the beginning of the end, and the end of time and space. I am essential to creation, and I surround every place. What am I?*

A: *The Letter 'E.'*

Congratulations to:

Sharon Schabert

Your name was selected at random from all of the correct quiz entries and you'll receive a \$25 gift certificate to Wood Ranch.

Watch for your name in a coming month!

Make Rainy Day Fund Top Priority

Experts advise people to set aside enough cash to cover three to six months of living expenses in case something bad happens. Here's how to get your "rainy-day fund" going:



- Save a little every week, even if up to your eyeballs in bills.
- Pay your rainy-day fund before paying into your retirement.
- Pay the minimums on your credit card for a few months and put the remainder into your fund until you've built it up.
- Go on a spending diet until your fund is built up.
- Sell things you don't need to bolster your fund.

Prevent Lap Top Death

Heat is the "cause of death" for most laptops. The heat not only causes all components to expand and contract a little (as you turn it on and off), but will also reach dangerously high levels and make your laptop crash or shut down if the fan(s) and the heatsink(s) are clogged with dust.

All computers work a little bit like vacuum cleaners – sucking air from one side and blowing it out from the other. Unfortunately they don't come with filter bags to catch all the dust and debris. After just a few months the fans and heatsinks are well coated with dust. If not cleaned, their effectiveness quickly drops and eventually goes down to zero when the heatsinks get fully clogged. Here are a few of the unintended consequences:

- An overheated processor slows down and operates less efficiently.
- The efficiency and output of electrical current through hot copper wires gets reduced.
- Increased heat causes increased chemical reaction in batteries that reduces the battery life and amount of time they stay charged. With prolonged exposure to high heat, the battery may even become unusable.

To clean your laptop regularly, get a can of compressed air and blow the dust off the fan and heatsink. This has to be done every couple of months. The compressed air is quite handy for the keyboard too, blowing away all the debris from between the keys.

However if the heatsink has already been clogged, this won't help. The compressed air will not be enough to unclog it. If you have never cleaned the heatsink and you had used your laptop for over a year, chances are that both the fan and the heatsink are clogged with dust and debris. The solution in this case is to remove the heatsink, clean it and install it back. This is best done in a laptop repair shop, as it takes quite a lot of experience and dexterity. One slip of the screwdriver may kill the laptop.

Remember if you need...



- a Few Copies*
- To Send or Receive a Fax*
- a Notary (by appointment)*
- Pens*
- Scratch Pads*
- Letter Openers*
- Bridge Score Pads*
- a Glass of Water*
- a Restroom*
- or Just Want to Say Hello*
- Don't Hesitate to Stop by our Office*



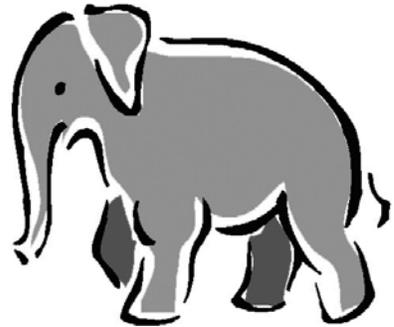
Defeat Might Lead To Junk Food

Researchers studying fans of U.S. football and French soccer found that many sports addicts turn to junk food to curb their disappointment when their favorite teams lose. The scientists looked at data from a nutrition study and found that the day after their teams lost, fans consumed 10 percent more calories and 16 percent more saturated fat than usual. But when their teams triumphed, they ate somewhat less junk food than normal. And study participants who lived in communities without pro teams didn't report any fluctuations in their eating habits the day after most football games are played. You may want to stock up on fruits and vegetables for the day after. Just in case.

Why Do We Say “White Elephant” Gift?

A "white elephant" is a possession that you want to get rid of but can't, usually in the context of Christmas and a sweater from your aunt. But why do we call that an elephant?

It's one of those terms that makes so little sense that you'd have to assume it comes from a story or a fable, like maybe somebody got a huge white porcelain elephant as a gift that was useless but impossible to give away, and maybe it turned out it granted wishes or something. The point is, when used to refer to a gift item, a white elephant clearly refers to an item that is somewhat useless, though possibly cute or charming.



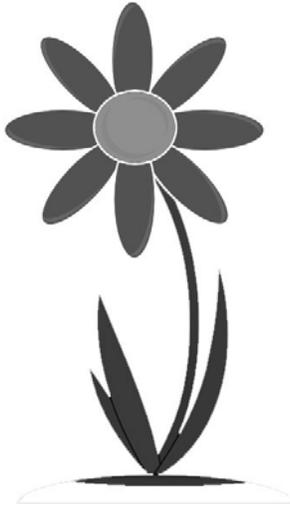
According to Oxford Dictionaries, the term comes from actual white elephants that the kings of Siam (now Thailand) would gift to annoying people in order to make life difficult for them. Since white elephants were sacred in Siam, they couldn't be regifted or put to work. But, they were still expensive to maintain, meaning that the owners usually ended up being “elephantied” to ruin.

Peanut Butter & Alzheimer's



The sense of smell may be an important clue in a diagnosis of Alzheimer's disease. Researchers at the University of Florida ran an experiment designed to test the ability of Alzheimer's patients to detect odors, based on the fact that impaired smell is often one of the first effects of cognitive decline. The main ingredient in the test: peanut butter.

The scientists capped subjects' nostrils one at a time and observed the distance at which each participant could smell a teaspoon of peanut butter, which was used because its odor doesn't include any secondary effects like stinging or burning (as other smells generally do). They found that in patients who had been previously diagnosed with Alzheimer's, the left nostril's sense of smell was significantly more impaired than the right. Control subjects who either didn't suffer from cognitive decline, or who had different kinds of cognitive disability, didn't exhibit the same discrepancy. The finding could serve as a vital early warning of Alzheimer's, a disease that's difficult to detect in its early stages.



Flowers Know When To Bloom

Scientists have known since the 1930s that plants sense the length of the days and, somehow, use that information to decide when to flower. Russian scientists back then speculated that a mysterious substance must be transported from leaves to shoot tips, stimulating the formation of flower buds. They called the mystery chemical “florigen.”

In 2005, a trio of new studies revealed how it works, including why flowers spring forth in certain spots on a plant. The findings were reported by the journal *Science*.

“We have now shown that a gene called FT, which is active in the leaf and whose activity is regulated by day length, produces a messenger molecule that is transported to the shoot tip,” said Ove Nilsson at the Umea Plant Science Center at the Swedish University of Agricultural Sciences.

Separate research revealed how the messenger molecule works to activate the “gene programs” that lead to the formation of floral buds. In short, proteins are formed and they talk to other proteins that exist only at the future locations of buds, and flowers are born at just the right time in a preprogrammed location.

And why does all this matter to scientists?

Daffodils bloom in spring as the days get longer. Roses wait until summer. Rice, on the other hand, flowers in the fall as the days shorten. Nature does fine, of course, but humans sometimes want to fool her.

“It is interesting to speculate that this finding could be used to make early flowering rice,” Nilsson said. “Since many of the high yielding varieties are late flowering this could in certain parts of the world allow the production of more than one harvest per year.”

After a good dinner one can forgive anybody, even one’s own relations. ~Oscar Wilde



Realism Vs. Art

According to a story, the artist Pablo Picasso was traveling by train one day when a fellow passenger struck up a conversation with him. As they chatted, the passenger told Picasso that his paintings would be better if he concentrated on realistic images instead of abstract art.

When Picasso asked for an example, the traveler took out his wallet and showed him a snapshot of his wife. “See? That’s exactly what she looks like.”

Picasso held the photo in one hand. “She’s very small.”

Advocate Of The Month

Congratulations to our Advocate Of The Month,

Bonnie Dawson

As the Advocate Of The Month she receives a \$25 Gift Certificate To

Ottavio’s Italian Restaurant.

Thank You!

Call us to find out how you can become Advocate Of The Month!

How To Foster A Brainstorm

Brainstorming sessions are common when teams are looking for new ideas. And although they're frequently useful, they can also actually inhibit creative thought unless leaders and participants manage them carefully. When you call a session guard against these common brainstorming pitfalls:

- Fear of criticism. Even though we aren't supposed to reject ideas no matter how far-fetched they are, participants in brainstorming may censor themselves for fear of embarrassment or criticism—especially if there's a boss in the room. Address this up front and encourage everyone to speak as freely. Maybe keep managers out in the beginning, to promote a free flow of ideas.
- Extroverts taking over. People who are more assertive may dominate the session with their ideas, even if they don't mean to. Introverts may feel intimidated, or they may simply need more time to present their ideas. Make an effort to get everyone involved. Go around the room one by one, for example, instead of letting everyone shout out their thoughts wildly.
- Distrust of novelty. People may unintentionally shut down their imaginations in search of "practical" ideas, or ignore off-the-wall concepts because of the risk involved. Ask questions that take the problem out of the realm of the concrete—what color would a solution look like, for example? Or, what kind of animal does this situation resemble?
- Inadequate incubation. Great ideas don't always arrive in an instant. Springing a problem on a team and expecting instant brilliance may lead to stale ideas in new packaging. Give people time to consider the issue: Tell them ahead of time what you'll be discussing instead of making it a surprise, or hold a follow-up session to generate more ideas that people didn't think of the first time.

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What Are The Odds?



There's a story about a Russian professor of statistics who lived in Moscow in WWII. During the many German air raids, he never took refuge in the local shelters.

When asked why he remained home, risking his life, his reply was always, "There are 7 million people in Moscow. Why should I expect the Germans to hit me?"

One night, though, he joined his neighbors in the shelter as the air raid sirens blared. Surprised to see him, a friend asked what had changed his mind. The professor replied, "There are 7 million people in Moscow and one elephant. Last night the Germans hit the elephant."

ALL BARLOW LISTINGS IN LEISURE VILLAGE

Address	Model	Price
18117 Village 18	Capri	\$325,000
26127 Village 26	Del Mar	\$329,000
17144 Village 17	Capri II	\$340,000
15118 Village 15	El Dorado I	\$579,000

Information deemed reliable, but not guaranteed.

BARLOW RENTALS

None at the time of printing.

Visit our website for up to date information:

Www.LeisureVillage.com

Information deemed reliable, but not guaranteed.

PROPERTY SOLD IN LEISURE VILLAGE 2014

Based on information from the Ventura County MLS Corporation for the period January 1, 2014— March 3, 2014

MODEL	#SOLD	Average Price	Low Price	High Price	Avg Mkt Days
Amalfi					
Avalon					
Balboa					
Bel Air	1	\$300,000	\$300,000	\$300,000	157
Brentwood	1	\$260,000	\$260,000	\$260,000	59
Capri	1	\$325,000	\$325,000	\$325,000	4
Capri 2	1	\$379,000	\$379,000	\$379,000	6
Coronado					
Coronado II					
Coronado 2-C					
Coronado I-C					
Del Mar	1	\$312,500	\$312,500	\$312,500	16
El Dorado					
El Dorado I					
El Dorado II					
Fiesta	1	\$323,400	\$323,400	\$323,400	182
Galaxy					
Holmby	3	\$325,700	\$315,000	\$337,000	78
La Jolla					
Monterey					
Monterey I					
Newport	1	\$300,000	\$300,000	\$300,000	115
Valencia					
TOTAL	10				

Information deemed reliable, but not guaranteed.

ALL ACTIVE LISTINGS IN LEISURE VILLAGE

Based on information from the Ventura County MLS Corporation for March 3, 2014

#	Model	Price
1	Balboa	\$279,900
2	Bel Air	\$289,000
3	Monterey	\$290,000
4	Del Mar	\$299,000
5	Monterey	\$299,000
6	Monterey	\$299,900
7	Bel Air	\$299,950
9	Capri	\$325,000
10	Del Mar	\$329,000
11	Capri	\$329,000
12	Bel Air	\$335,000
13	Holmby II	\$339,950
14	Capri II	\$340,000
15	Del Mar	\$349,000
16	Valencia	\$409,000
17	El Dorado	\$422,500
18	Valencia	\$425,000
19	Valencia	\$449,900
20	Valencia	\$479,900
21	Valencia	\$545,000
22	El Dorado I	\$579,000

For Questions or Additional Information Call The Barlow Group (805) 987-5755 or Toll Free 1 (800) 382-2228. Information deemed reliable, but not guaranteed.



The Luck of the Irish Is In The Air



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WORK WITH HIM AND HIS GROUP...IT ISN'T LUCK THAT
MAKES DAVE THE #1 AGENT IN LEISURE VILLAGE!!**



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RETURN SERVICE REQUESTED

The Barlow Buzz

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