



YOUR REAL ESTATE CONSULTANTS FOR LIFE!

News to Help You Save Time & Money

June 2014

When Everyone Wins

There was a Special Olympics race and eight children glowed in anticipation of the event. Excitedly the children all took their places and got ready for the start of the race.

A starter gave them the signal and shouted, “Get on your mark, get set—goooo!” And the children sprinted out. Soon one girl clearly took the lead with the other children running to catch up.

However, back in the pack of runners one boy, who had gotten off to a slower start, tripped and fell. He began to cry on the racetrack. He whimpered and tears spilled down his cheeks.



The leader of the race, a girl with Down syndrome heard her opponent’s anguish—and though she was clearly set to win the race she stopped and ran back to the boy. When she reached him, she gingerly dropped down and gave him a kiss on the knee and then she wiped away his tears.

When the other runners saw what was going on they also turned around and ran back. Together they pulled the boy up—then they set off to finish the race they had begun.

As the children approached the finish line it was hard to find a dry eye among the spectators. The runners came down the final stretch toward the finish line—with their arms linked. And each one of them was absolutely delighted to be together.

—adapted from *Relationships of Grace*, by Chris Karcher

Is there someone around you who could use a hand to get to the finish line? Can you lend one?

Ave Barlow

www.LeisureVillage.com
Information for YOUR Community
The Barlow Group—(805) 987-5755

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Origin Of Father's Day

There are suggestions that the idea of Father's Day originates in pagan sun worship. Some branches of paganism see the sun as the father of the universe. The June solstice occurs around the same time of year as Father's Day, so some people saw a link between the two.

The modern idea of a special day to honor fathers and celebrate fatherhood was introduced from the United States. A woman called Sonora Smart Dodd was inspired by the American Mother's Day celebrations, and planned a day to honor fathers early in the 20th century. The first Father's Day was celebrated in Spokane, Washington on June 19, 1910. Father's Day has become popular throughout North America and in others parts of the world.

Father's Day is Sunday, June 15th

Networking Know-How

In order to leverage the business connections you make through networking, you've got to be remembered. Maribeth Kuzmeski, author of *The Connectors: How the World's Most Successful Businesspeople Build Relationships and Win Clients for Life*, recommends using three contact strategies for keeping in touch:

- **Meeting follow-up.** Have a system for following up after a meeting, conversation, or call, such as a handwritten note, e-mail, phone call, or social media connection.
- **Periodic individual contact.** Contact people in person periodically to stay in touch and maintain the relationship, but don't contact them only when you want something from them. Ask if they need anything from you.
- **Communication campaigns.** Target a subgroup within your network whenever you have something you particularly want to share.

"Yes, the prospect of staying connected to all 1,000-some folks in your LinkedIn network seems daunting," Kuzmeski says. "But if you break it down to 20 or so people a week, the task is manageable." The hardest part is doing so consistently, but the rewards are worthwhile. Your contacts will remember your name and will appreciate your efforts.

June Quiz Question

Q: *I am not alive, but I grow. I don't have lungs, but I need air. I don't have a mouth, but water kills me. What am I?*

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

May Quiz Question

Q: *Are humans precocial or altricial?*

A: *Humans are Altricial*—our young are not able to obtain food on their own. Contrast with precocial—animals that are born in an advanced state of development.

Congratulations to:

Sheldon Tiles

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

Starting College: A Family Experience

Going off to college is a new beginning for parents as well as students. For students, independence and the real world are looming. For parents, it signals that they need to start getting comfortable with their child growing up and getting ready to go out into the world on their own.

This transition can be easier for all with these tips:

- **Prepare to make new friends.** Chances are your child is going to a college where he or she doesn't know many people. It can be hard to let the bonds from high school fade, but remember that college is a new experience, and with it come new friends who can only make the experience better.
- **Don't slack off.** Though colleges may make new students feel a good deal freer, it's still important that they go to class, study, and be on top of grades. This may seem fairly obvious, but the looser atmosphere of college, combined with the lack of parental supervision, can be detrimental to a student's work ethic and motivation.
- **Be open to new things.** The diversity of peoples, ideas, and culture at a college allows students to learn and discover new things outside the classroom. And in the classroom, don't let your student's major or concentration restrict them in terms of course selection. They should choose classes that interest them.
- **Don't buy into stereotypes.** Forget what you've seen in movies. Those are Hollywood myths that are rarely found on college campuses. Not everyone is a drunken buffoon, and not every dean hates his or her students. College dorms are nowhere near as wild or outrageous as depicted, and, believe it or not, dorm food isn't that bad.

The difference between the poet and the mathematician is that the poet tries to get his head into the heavens while the mathematician tries to get the heavens into his head. ~G.K. Chesterton

Need More Staff?

A woman walked up to the manager of the hardware store and asked, "Are you hiring?"

"No, I'm afraid we're fully staffed right now," said the manager.

"In that case, would you mind finding someone to help me in the paint aisle?"



Advocate Of The Month

Congratulations to our
Advocate Of The Month,

David Watson

As the Advocate Of The
Month he 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!**

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**CASTLE AIR
Furnace and A/C Experts**
(805) 445-8237

**FAMILY OPTOMETRY
GROUP**
For all your vision needs
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CALIFORNIA POOLS
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needs**
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How Do You Define Work?

The way you define your work says a lot about your attitude—and it can shape your motivation to succeed. Consider these basic distinctions:

Just a job. You're working for the paycheck and nothing else. Fine in the short term, especially if you have other goals in mind, but not usually a viable strategy for lifetime satisfaction.

Career. You're invested in a particular industry and type of work. You have goals, and you're working toward them with an eye toward finding and giving value to your employer and your customers—both worthy objectives.

Passion. You feel a calling for the type of work you do that doesn't limit you to a specific organization, or even a particular industry. Be realistic, but look for opportunities to do work you feel passionate about. In the long run, that's the most fulfilling way to do your job.

Eat When You Want

Organizational health experts typically advise employees to get away from their desks to eat lunch. Some new research, reported on the Science Daily website, suggests that where you eat your lunch is less important than how much choice you have over the decision.

Management researchers interviewed a range of administrative employees at a large university about where

they ate their lunch and how tired they appeared to their co-workers at the end of the day. Those who were able to engage in relaxing activities away from their workspace were, predictably, the least fatigued by day's end. But employees who freely chose to remain at their desks to get work done were less tired than colleagues who felt forced to work through lunch.

The key issue appears to be choice. Employees who feel pressured to stay on the job—and even those who feel they have to socialize with their co-workers or managers at lunch—tend to feel more fatigued when their workday is over. So think through how you want to spend your lunch hour and, if possible, make your own decision. You'll feel better when you head home at the end of the work day.





Tips For A Great Yard Sale

A yard sale can help you make some extra cash, but you've got to treat it like any other business venture. Here are some tips on getting the most out of your event:

- Advertise by placing notices on the Internet and in the local newspaper. (You can also wait until someone else in your neighborhood places an ad, then holding your own yard sale the same day.)
- Put prices on everything. When pricing items, start with the guideline of one-third of what it cost new. But that's just a guideline. That book that cost you \$15 probably won't sell for more than \$3.
- Display the more interesting items for sale at the end of the driveway to lure people in.
- If someone hands you a large bill and you need to give them change, leave the bill out until after you have given them their change. Otherwise, a dishonest person could claim, "I gave you a \$20, not a \$10," and it would be your word against his or hers.
- As items get sold, fill in the empty spots on your tables to look like a lot is available.
- Put out a "FREE" box. No one is going to buy that stained T-shirt or chipped coffee cup.
- Clean things, or at least dust them, before displaying them.

Feeling Pressured To Earn?

Most of us envy the rich, but for some of us, the pressure to achieve financial success can be overwhelming.

The Global Trends Survey, an online survey with more than 16,000 participants in 20 countries, looked at the international view of wealth and found that the Chinese may be feeling the greatest stress, with 68 percent agreeing that they feel under "a lot of pressure to be successful and make money." Sweden reported the lowest level of agreement (28 percent), and the U.S. came in at the middle—46 percent.

China also is the most materialistic of nations, with 71 percent of its citizens in agreement with the statement "I measure my success by the things I own." And again, Sweden comes in at the other end, where only 7 percent do the same. The U.S. ranked closer to the bottom, with only 21 percent looking to possessions for affirmation.



Life expectancy would grow by leaps and bounds if green vegetables smelled as good as bacon. —Doug Larson

The Power Of Praise

The British novelist Arnold Bennett had a publisher who boasted often about the outstanding work of his secretary. Waiting on an appointment one day at the publisher's office, Bennett approached her with a smile. "Your boss claims you're extremely efficient," he said. "What is your secret?"

"It's not my secret," the secretary said. "It's his."

She explained that the publisher never failed to acknowledge and appreciate every task she performed, no matter how routine or seemingly insignificant. Because of his attention and praise, she took great pains to deliver good work all of the time.



*The greatest thing a FATHER can do for his children
is to love their mother. ~Anjaneth Garcia Untalan*



What Dreams Reveal

Dreams may reveal fears, desires, and repressed experiences—or they may just be random electrical impulses. Psychologists have long tried to figure out what's going on in our minds when we sleep. Here are a few of their interpretations of common dreams:

- Falling. You may sense that something is out of control, or that you're at risk of failure.
- Flying. Soaring in the sky can indicate you're feeling extremely confident or proud of something in your life. But if you're struggling to stay aloft, or worried about falling, you may have anxiety about what you're doing in some area.
- Running. Maybe you're being chased—or just running but not going anywhere. You could be feeling stuck, just going through the paces. Or you sense a threat you want to get away from.
- Naked. Though Sigmund Freud believed that dreaming of oneself naked expressed a sexual desire, other dream experts say it's more likely that you're feeling exposed, embarrassed, or unprepared, or that you wish to hide something.
- Teeth falling out. This can express fears surrounding your appearance, or the ability to communicate. You may feel helpless, humiliated, or unable to speak up.

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

You can meet with Steve Barone at our office 9:00 AM - 5:00 PM. We'll make it easy for you!

1987-5755

ALL BARLOW LISTINGS IN LEISURE VILLAGE

Address	Model	Price
26127 Village 26	Del Mar	\$329,000
39037 Village 39	Holmby II	\$339,000
38101 Village 38	Amalfi	\$395,000
24131 Village 24	El Dorado II	\$399,900
25336 Village 25	El Dorado I	\$449,000

Information deemed reliable, but not guaranteed.

BARLOW RENTALS

La Jolla Model — \$2250

Watch our postings at
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— May 27, 2014

MODEL	#SOLD	Average Price	Low Price	High Price	Avg Mkt Days
Amalfi	1	\$379,000	\$379,000	\$379,000	43
Avalon					
Balboa					
Bel Air	4	\$290,600	\$270,000	\$300,000	103
Brentwood	1	\$260,000	\$260,000	\$260,000	59
Capri	6	\$330,200	\$310,000	\$365,000	48
Capri 2	1	\$379,000	\$379,000	\$379,000	6
Coronado					
Coronado II	3	\$314,000	\$297,000	\$340,000	44
Coronado 2-C					
Coronado I-C					
Del Mar	3	\$311,500	\$277,000	\$345,000	57
El Dorado	5	\$413,800	\$375,000	\$479,000	49
El Dorado I	1	\$439,950	\$439,950	\$439,950	42
El Dorado II					
Fiesta	1	\$323,400	\$323,400	\$323,400	182
Galaxy	1	\$340,000	\$340,000	\$340,000	21
Holmby	5	\$336,400	\$315,000	\$370,000	61
La Jolla					
Monterey	2	\$278,000	\$270,000	\$286,000	42
Monterey I					
Newport	2	\$280,000	\$260,000	\$300,000	143
Valencia	7	\$440,000	\$405,000	\$475,000	100
TOTAL	43				

Information deemed reliable, but not guaranteed.

ALL ACTIVE LISTINGS IN LEISURE VILLAGE

Based on information from the Ventura County MLS Corporation for May 27, 2014

#	Model	Price
1	Balboa	\$275,000
2	Balboa	\$279,900
3	Monterey	\$290,000
4	Coronado II	\$309,500
5	Monterey	\$309,900
6	Del Mar	\$329,000
7	Coronado	\$329,000
8	Coronado	\$329,900
9	Coronado II	\$329,900
10	Del Mar	\$337,500
11	Holmby II	\$339,000
12	Newport	\$348,888
13	Holmby II	\$349,000
14	Holmby I	\$350,000
15	Bel Air	\$370,000
16	Coronado II	\$389,000
17	Bel Air	\$393,000
18	Amalfi	\$395,000
19	El Dorado II	\$399,900
20	El Dorado	\$424,999
21	El Dorado I	\$439,000
22	El Dorado I	\$449,000
23	El Dorado I	\$458,900
24	La Jolla	\$495,000
25	Valencia	\$515,000
26	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.



Leisure Village is Popping!

Anyone can sell your home in this market BUT not any agent will serve you and protect your interests. The right choice for your agent is crucial. A recent Barlow client states:

“If you are looking to sell or buy a home in Leisure Village or elsewhere in Camarillo, look no further than Barlow Williams Realty. We co-owned a home with my wife’s father in Leisure Village. Due to medical problems we had to move my father-in-law to an assisted living home and needed to sell the Leisure Village home. We chose Barlow Realty as our broker, which was a wise choice. Dave [and his team] were extremely professional and helpful through the sale and escrow period. They went beyond the call of duty in accommodating our special needs. They even helped us dispose of furniture that the family did not want to keep. Their knowledge of the rules and regulations of Leisure Village were exceptional. Everything about this experience went smoothly. It was a pleasure working with them.”

—Larry F.

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