



YOUR REAL ESTATE CONSULTANTS FOR LIFE!

News to Help You Save Time & Money

August 2014

Assumptions Lead To Impatience

In the days when an ice cream sundae cost much less, a 10 year old boy entered a hotel coffee shop and sat at a table. A waitress put a glass of water in front of him. "How much is an ice cream sundae?" he asked.

"50 cents," replied the waitress.

The little boy pulled his hand out and studied the coins in it.



"How much is a dish of plain ice cream?" he inquired. People were now waiting for a table and the waitress said impatiently, "35 cents."

The boy again counted the coins. "I'll have plain ice cream," he said.

The waitress brought the ice cream, put the bill on the table and left. The boy finished the ice cream, paid the cashier and departed.

When the waitress came back, she began wiping down the table and then swallowed hard at what she saw. There, placed neatly beside the empty dish, were 15 cents – her tip.

As I read this, it reminds me to be less impatient. After all, I may be the one who's in the wrong.

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

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August Quiz Question

Q: *Can you name four days that start with the letter 'T'?*

Everyone who texts, emails or calls in the correct answer by the last day 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

July Quiz Question

Q: *What is a flink?*

A: *A flink is a group of 12 or more cows. A herd is a group of animals numbering more than 1. So a flink is a herd of cows numbering 12 or more.*

Congratulations to:

Norma Waldhorn

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

What They Made

A student sat with his grandfather at a football game. Many of the fans checked their phones during the game, and grandfather said, "Things sure have changed since I was your age."

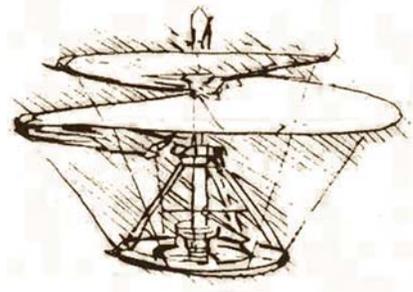
"I bet," his grandson agreed. "You didn't have smartphones, or personal computers, or the Internet, or hybrid cars, or the space shuttle. I mean, what did you do?"

The man paused, then said, "We invented them."

Why You Need a Vacation

It's Sunday evening but instead of relaxing with your family, you're finishing up a few emails. Once the emails are sent, you have to fold the laundry, help with the dishes, and get the kids to bed. During the week, you'll do the same thing on most nights.

Between your work, the long commute, housework, and kids' activities, you can't remember the last time you sat around all day reading a good book.



It seems that doing nothing once in a while – lying in a hammock, listening to music, reading a book, painting a picture, and most importantly, getting away from it all on a long vacation – has become less and less available to us. But, according to research cited in *Scientific American*, not taking extended breaks is robbing us of perspective, making us crankier, and eliminating creativity.

Take it from one of the most creative minds ever to have lived, vacations are valuable:

“Every now and then go away, have a little relaxation, for when you come back to your work your judgment will be surer since to remain constantly at work will cause you to lose power of judgment . . . Go some distance away because then the work appears smaller and more of it can be taken in at a glance and a lack of harmony and proportion is more readily seen.”

~ Leonardo da Vinci

How To Be Less Efficient

Here's a tongue-in-cheek look at how to be inefficient. Hint: Do the opposite!

Don't plan your day. Without a plan, you'll end up reacting to demands instead of concentrating on priorities, greatly reducing your efficiency.

Keep a messy work space. A disorganized desk and life cause you to lose time and attention, and therefore become less efficient.

Don't take mental breaks. By avoiding time off and relaxation, you can stay busy, which can cause you to lose perspective and become less efficient – and less pleasant, too!

If I'd known I was going to live so long, I'd have taken better care of myself. ~Leon Eldred

Optimize Credit Card Debt

Want to make your credit card company happy? Just max out your card's limit, pay interest at a rate of 18% to 25%, and make only the minimum payment each month.

The minimum monthly payment is set by each card issuer, but it's typically about 2% to 3% of the outstanding balance. Card companies want you to pay only the minimum, so that most of your payment is interest, not principal. If you have a \$5,000 balance, make 3% payments, and plan to pay it off in 5 years, you would pay an EXTRA \$2,359.

Does that mean you should pay off your card each month? Not exactly. You also need to maintain a credit card utilization score so that your credit rating stays high. That means regularly USING about 10% to 20% of your credit balance, then paying off all but a small balance. Leave about 5% on your card.

People who keep their utilization percentage low on average have higher scores than those who constantly max out their credit cards.

REFERRALS ARE THE LIFE BLOOD OF OUR BUSINESS...WE BELIEVE IN REFERRALS! HERE ARE SOME OF THE PEOPLE WE RECOMMEND:

PARTY PLEASERS
For all your party planning needs
(805) 482-0339

MIRIAM GONZALEZ
CLEANING
For all your home cleaning needs
(805) 444-2913

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

FAMILY OPTOMETRY GROUP
For all your vision needs
(805) 482-4628

CALIFORNIA POOLS
For all your pool cleaning needs
(805) 484-3322

The Wise Man's Gift



Once upon a time, a small village had fallen upon hard times. Only twenty five people were left in town, all older residents whose children had moved away.

In the mountains near the town lived an old wise man. It occurred to the villagers to ask the wise man if he could offer any advice that might save the town. The wise man simply said, "I have no advice to give. The only thing I can tell you is that the Messiah is one of you."

In the months that followed, the old villagers began to treat each other with extraordinary respect on the off chance that that one among them might be the Messiah.

And on the even greater off chance that each person might be the Messiah themselves, they also began to treat themselves with extraordinary respect.

As time went by, people visiting the village noticed the aura of respect and gentle kindness that surrounded the villages. Hardly knowing why, more people began to come back to the town. They began to bring their families, and more friends. Within a few years, the small village had once again become a thriving town, thanks to the wise man's gift.

Latest Findings In Health

We're learning more about the factors that influence our overall health all the time. This list of recent discoveries in the field of health comes from the 2013 Gallup-Healthways Well-Being Index.

- **Unemployment is linked to depression.** Being jobless, or working part-time while desiring fulltime employment, is one of the strongest predictors for depression, even taking into account age, gender, income, education, marital status, being a caregiver, and other factors.
- **Smoking may be a symptom of disengagement.** Employees who feel disconnected from their work—"actively disengaged," in Gallup's words—are more likely to smoke, and experience poor health in general. Engaged workers tend to have healthy habits: They exercise three times a week for at least 30 minutes, and eat the optimal amount of fruits and vegetables.
- **Heart attacks are tougher on women.** A heart attack doesn't just affect your body; it can also have an impact on your emotional health. And the toll is higher for women: Gallup's research indicates that American women who have suffered a heart attack have an average "Emotional Health Index" score of 73, eight points lower than the average of 81 for women who have never had a heart attack, and four points lower than the average score of 77 for male heart attack survivors.





Spring Cleaning Anytime

While spring cleaning implies it's done in the spring, most of us will clean house thoroughly more than once a year, and at all different times of year. Here's how to make the most of a bout of "spring cleaning."

- **Conduct Recon.** The military conducts reconnaissance to determine what needs to be done to have a successful mission. You can do the same in your own home. Take a pad of paper or a tablet and walk through your home making notes of these three categories for each room of the house: 1) Things that need fixing, painting, or replacing. 2) Things that need tossing or selling. 3) Things that need deep cleaning.
- **Create a Plan.** After doing recon, you can attack in different ways. You can start with one list and go through it entirely before going on to the next list. In other words, fix all the broken things in the house at once before moving on to tossing or cleaning. Or you can choose one room and go through each list just for that room. Choose the plan that gives you the most satisfaction and biggest wins.
- **Execute.** To execute your plan, you'll need supplies. You'll need to schedule time for the work. You'll need to gather bins to place things into. You'll need refreshments. You might want music. Make it fun and stick to it until the list is done.

Lost In Translation

From the Mother Nature Network website comes this list of concepts from other languages that just don't translate neatly into a single English word:

- **Cualacino** (Italian): A mark left on a table by a cold glass.
- **Dépaysement** (French): The feeling of not being in one's home country.
- **Jayus** (Indonesian): A joke that's told so poorly that it forces others to laugh in spite of themselves.
- **Komoreb** (Japanese): Sunlight filtered through leaves.
- **Pochemuchka** (Russian): Someone who asks lots of questions.
- **Sobremesa** (Spanish): A period of time spent after a meal talking to those you shared the meal with.

Company

You may know how and why the company you work for was founded, but do you know where the word "company" comes from? According to Charles Earl Funk's book *Thereby Hangs a Tale* (HarperCollins), the word comes from a combination of the Latin word *con*, meaning "together," and *panis*, which means bread. Thus, "company" originally described a group of people who shared their bread with each other. Think of that the next time you're eating lunch with your co-workers.

Advocate Of The Month

Congratulations to our
Advocate Of The Month,

Jessica Fox

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!**



Excellence Takes Focus

A martial arts student approached his teacher.

"I'd like to improve my knowledge of the martial arts. In addition to learning from you, I'd like to study with another teacher in order to learn another style. What do you recommend?"

"The hunter who chases two rabbits," answered the master, "catches neither one."

Egg-xactly

You think coloring and hiding eggs for Easter is tough? Imagine what hens have to go through in order to produce them for you. As the water is boiling on the stove, ponder these interesting facts from the American Egg Board:

- A hen requires 24 to 26 hours to produce an egg. Thirty minutes later, she starts all over again.
- The eggshell may have as many as 17,000 tiny pores over its surface. Through them, the egg can absorb flavors and odors. Storing them in cartons helps keep them fresh.
- White-shelled eggs are produced by hens with white feathers and white earlobes. Brown-shelled eggs are produced by hens with red feathers and red earlobes.
- To tell if an egg is raw or hard-cooked, spin it. If the egg spins easily, it is hard-cooked but if it wobbles, it's raw.
- Egg yolks are one of the few foods that naturally contain vitamin D.
- Yolk color depends on the diet of the hen. Natural yellow-orange substances such as marigold petals may be added to light-colored feeds to enhance colors. Artificial color additives are not permitted by food safety boards.
- Occasionally, a hen will produce double-yolk eggs throughout her egg-laying career. It is unusual, but not rare, for a young hen to produce an egg with no yolk at all.

Walk Or Run? It Might Not Matter

Walking and running are two of the simplest ways to exercise. Aside from a good pair of shoes, you don't need any training or fancy equipment, just some space and time. But which is better for you?

In some senses, according to a study reported in USA Today, they're equally beneficial, depending on how much time you're willing to invest. Two scientists studied data from over 33,000 runners and 15,000 walkers, monitoring blood pressure, cholesterol, blood sugar, and other vital health indicators over six years. They found that, although walking requires more time than running an equal distance, the health effects come out the same as long as the amount of energy expended is equivalent. Running does burn more calories in less time, but a long, brisk walk can be just as healthy—and easier on your knees.



PROPERTY SOLD IN LEISURE VILLAGE 2014

Based on information from the Ventura County MLS Corporation for the period January 1, 2014— July 28, 2014

#	Model	DOM	Selling Price	Selling Date	#	Model	DOM	Selling Price	Selling Date
1	Newport	115	\$300,000	1/2	31	Holmby II	48	\$370,000	4/23
2	Brentwd	59	\$260,000	1/8	32	Valencia	44	\$435,000	4/25
3	Capri	4	\$325,000	2/5	33	Amalfi	43	\$379,000	5/2
4	Capri	6	\$379,000	2/6	34	Capri	90	\$325,000	5/8
5	Holmby II	114	\$325,000	2/14	35	El Dor	55	\$415,000	5/8
6	Holmby I	47	\$315,000	2/18	36	Capri	49	\$365,000	5/9
7	Holmby II	191	\$337,000	2/19	37	El Dor I	42	\$439,950	5/12
8	El Dorado	38	\$390,000	2/19	38	Capri	68	\$310,000	5/13
9	Bel Air	157	\$300,000	2/20	39	Valencia	73	\$405,000	5/13
10	Del Mar	16	\$312,500	2/21	40	Capri	11	\$332,000	5/15
11	Fiesta	182	\$323,400	2/25	41	Valencia	197	\$445,000	5/16
12	Coro II	57	\$297,000	3/5	42	Monterey	80	\$270,000	5/19
13	Coro II	35	\$305,000	3/7	43	Monterey	3	\$286,000	5/20
14	El Dor	119	\$410,000	3/7	44	Monterey	92	\$270,000	6/6
15	El Dor	23	\$375,000	3/14	45	El Dor II	23	\$415,500	6/10
16	Valencia	36	\$475,000	3/17	46	Monterey	24	\$275,000	6/17
17	Bel Air	55	\$270,000	3/25	47	La Jolla	26	\$475,000	6/18
18	El Dor	10	\$479,000	3/25	48	Bel Air	3	\$330,000	6/20
19	Bel Air	147	\$300,000	3/26	49	Valencia	68	\$510,000	6/23
20	Holmby II	25	\$335,000	3/28	50	Coro	56	\$315,000	6/30
21	Newport	171	\$260,000	3/31	51	Bel Air	56	\$355,000	7/9
22	Coro II	40	\$340,000	4/3	52	La Jolla	19	\$501,000	7/9
23	Galaxy	21	\$340,000	4/3	53	Coro II	64	\$326,000	7/11
24	Valencia	188	\$405,000	4/3	54	El Dor I	60	\$435,000	7/16
25	Valencia	37	\$450,000	4/3	55	El Dor	52	\$409,000	7/18
26	Valencia	125	\$465,000	4/4	56	Amalfi	22	\$429,000	7/22
27	Bel Air	51	\$292,500	4/8	57	Holmby I	21	\$365,000	7/23
28	Del Mar	58	\$345,000	4/10	58	Coro II	60	\$285,000	7/25
29	Del Mar	98	\$277,000	4/18					
30	Capri	68	\$324,000	4/23					

Information deemed reliable, but not guaranteed.

BARLOW RENTALS

They are coming and going fast.

Watch our postings at
www.LeisureVillage.com

AND/OR
call to be on the waiting list.

Information deemed reliable, but not guaranteed.

ALL ACTIVE LISTINGS IN LEISURE VILLAGE

Based on information from the Ventura County MLS Corporation for July 28, 2014

#	Model	Price
1	Balboa	\$270,000
2	Balboa	\$279,900
3	Monterey	\$290,000
4	Monterey	\$299,000
5	Coronado II	\$299,900
6	Brentwood	\$309,000
7	Brentwood	\$319,000
8	Brentwood	\$324,700
9	Del Mar	\$327,500
10	Coronado I-C	\$330,000
11	Holmby	\$359,000
12	Del Mar	\$369,900
13	Coronado II	\$374,500
14	Holmby II	\$375,000
15	Amalfi	\$379,000
16	Bel Air	\$404,000
17	Amalfi	\$415,000
18	El Dorado II	\$420,000
19	Amalfi	\$435,000
20	El Dorado I	\$439,000
21	Amalfi	\$450,000
22	Del Mar	\$458,000
23	Amalfi	\$459,500
24	Valencia	\$470,000
25	El Dorado I	\$559,000

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.



versus



Taxi versus Limo — Ordinary versus Extraordinary

Most agents are like a cab driver, always looking for a person to take for a ride. The Barlows are different, they are like a limousine service. They are focused on your experience while working with them. The full focus of their efforts and their energy is towards making your experience exceptional and your dreams come true. Call The Barlows for all your Real Estate needs—805-987-5755

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The Barlow Group—(805) 987-5755



The Barlow Buzz

RETURN SERVICE REQUESTED

Dave Barlow
5257 Mission Oaks Blvd.
Camarillo CA 93012