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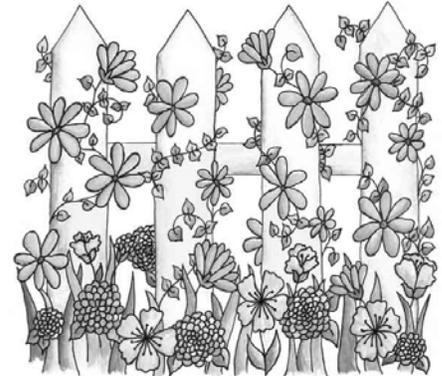
News to Help You Save Time & Money

November 2014

## On The Other Side

There was an elderly man who loved his garden and spent many hours growing the most beautiful flowers on the entire street. One day while looking at new plants online, he came across a different sort of flowering shrub that he had never seen before. The flowers were exquisite. "I have to have it," he said to himself, and immediately ordered the plant.

When it arrived, he had a place prepared to put it at the base of a wood fence that separated him from his neighbor. He thought it would do nicely to block gaps in the fence.



[www.LeisureVillage.com](http://www.LeisureVillage.com)  
Information for YOUR Community  
The Barlow Group—(805) 987-5755

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Over the next weeks, it grew vigorously, with thick green leaves all over it, but there were no blooms. Day after day he continued to cultivate it, water it, feed it, but to no avail.

One day as he stood before the vine, he decided he would tear it out and plant something else there that would produce flowers. He went to the garden center to select a new plant.

While he was there, a young woman approached and said, "Aren't you Mr. Jones from Denning Street?"

"Do I know you?" he asked.

"Not me, but my mother lives next door to you, and I have seen you around. I wanted to thank you. You have made her so happy with those wonderful flowers along the fence. She's too ill to work in her own garden, but you have made it beautiful for her."

When he went home that day, he got a box and stood on it so that he could see over the fence. Sure enough, the shrub he had planted had grown through the fence gaps, and on the other side it was rife with gorgeous flowers.

The moral of this story is that good work bears fruit, even if we can't always see it directly.

*Alice Barlow*

# Notable In November

**World Communication Week (November 1-7)** stresses the importance of communication among human beings who speak more than 3,000 languages and promotes the international language, Esperanto.

**Perigean Spring Tides (November 3 and 28)** observes the highest possible tides, which occur when New Moon or Full Moon takes place within 24 hours of the moment the Moon is nearest Earth (perigee). These tides are not named for the season of spring but for the German *springen*, meaning "to leap up."

**World Kindness Day (November 13)** grew out of the Japanese Small Kindness Movement in 1996. The Random Acts of Kindness Foundation in the USA has been a part of these conferences along with representatives from around the world.

**Hello World Day (November 21, 1973)** encourages us to greet ten people for peace. Over 180 countries have participated. The idea was started as a response to fighting between Egypt and Israel. If we get to know each other, perhaps we will refrain from fighting.

## Email Greetings Etiquette

It's surprising how challenging email communication can be. Even the greeting causes some people to have fits. Here is the latest advice on good salutations for email messages when communicating with people in business contexts.

Cringe-worthy business email greetings:

- Hey there, Bob!
- Dear Sir or Madam,
- Dear Ma'am,
- Dear Sir(s),
- Dear {FirstName}, (*if you're going to use mail merge, double check that it's working*)
- To Whom It May Concern,
- Greetings, Bob. (*sounds old-fashioned*)

Modern and acceptable business email greetings:

- Hello, Mr. Smith.
- Dear Bob/Mr. Smith, (*only use the first name if you know them already by first name*)
- Good morning/Good afternoon. (*with or without a name*)
- Dear [title], (*eg. "Dear hiring manager"*)

## November Quiz Question

**Q:** *A flock of crows is called a murder. What is a flock of ravens called? (There are several possible answers.)*

Everyone who texts, emails or calls in the correct answer by the last day of this month will be entered into a drawing for \$25 gift certificate to *Wood Ranch BBQ & Grill*

Call in answers to Corrine  
987-5755 x27 or email  
info@barlowwilliams.com

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## October Quiz Question

**Q:** *What is the famous painting, La Gioconda, more commonly called?*

**A:** *The Mona Lisa.*

Congratulations to:

Helen Judd

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

# More Of Us Living To 100

It's starting to get crowded in the 100-year-olds' club.

Once nearly nonexistent, the world's population of centenarians is projected to reach nearly 6 million by midcentury. Here are the startling facts:

- **340K** — The number of people worldwide who are 100 or older **today**.
- **6M** — The estimated number of people who will be 100 or older **in 2050**.
- **233%** — The estimated growth of the world's population 80 and older, **by 2040**.



The number of centenarians has already jumped from an estimated few thousand in 1950 to more than 340,000 worldwide today, with the highest concentrations in the United States and Japan, according to the latest Census Bureau figures and a report being released by the National Institute on Aging.

Demographers attribute this boom to decades of medical advances and improved diets, which have reduced heart disease and stroke. Genetics and lifestyle also play a factor. So, too, do doctors who are more willing to aggressively treat the health problems of people once considered too old for such care.

Japan, known for its low-fat staple of fish and rice, will have the most centenarians in 2050-627,000, or nearly 1 percent of its total population, according to census estimates. In the United States, centenarians are expected to increase from 75,000 to more than 600,000 by midcentury.

## Which Lesson Learned?



Johnny was being quizzed by the teacher during an arithmetic lesson.

"If you had ten dollars," said the teacher, "and I asked you for a loan of eight dollars, how much would you have left?"

"Ten," Johnny answered firmly.

"Ten?" she said. "How do you still have ten if you've loaned me eight?"

Johnny replied, "My daddy says I shouldn't loan money or borrow it. So you can ask for ten, but I would say no. So I would still have ten."

## Be Interesting With Prepared Stories

When at a party or networking event, having a few conversation starters on hand will help you break the ice and engage. But once you do that, you still need to be able to continue the conversation and be interesting.

So, just as you would have a few ice-breakers handy, prepare a few short stories in advance that might be relevant to the group you're with. This might feel contrived to you, but it won't seem that way to your listeners.

Suppose you are going to an event where there are likely to be some business people (a networking event or a party). To prepare for this event, perhaps you read through a copy of Entrepreneur magazine.

At the event, you start a conversation with “What kind of work do you do?” (Always an easy conversation starter in a business or formal social setting.) They tell you they make golf balls. You ask them more about the art and science of making golf balls.

Then you segue into a story: “That reminds me of another interesting business...” tell a story about an interesting entrepreneur you read about. Be prepared to tie your story back to them somehow, even if it’s to end by saying, “I think making golf balls is a lot like what the guy did in that business.”

Finally, be sure to ask the listener another question to help him tell his stories. Remember, most people are more interested in finding a great listener who can draw them out and make them feel interesting than they are in looking for someone with great stories. Use your story to encourage them to tell theirs.

## 13 Surprising Real Names Of Celebrities

- Nicolas Cage—Nicolas Kim Coppola
- Whoopi Goldberg—Caryn Johnson
- David Bowie—David Robert Jones
- Demi Moore—Demetria Guynes
- Hulk Hogan—Terry Jean Bollette
- Katy Perry—Katy Hudson
- Muhammad Ali—Cassius Clay, Jr.
- Woody Allen—Allen Stewart Konigsberg
- Julie Andrews—Julia Elizabeth Wells
- Michael Caine—Maurice J. Micklewhite
- Alice Cooper—Vincent Damon Furnier
- Tom Cruise—Thomas Cruise Mapother IV
- Elton John—Reginald Kenneth Dwight

## Sleep-Inducing Colors

Can the color of your bedroom help you sleep?

According to the Hotel booking site Travelodge, the answer is yes. Travelodge studied 2,000 British homes and found that those who slept in a blue bedroom got an average of 7 hours and 52 minutes of sleep every night. The study authors think this is because blue is associated with being calm, and helps reduce blood pressure and heart rate.

Shades of yellow were the second best, clocking in 7 hours and 40 minutes of sleep for inhabitants, closely followed by green (7 hours and 36 minutes), silver (7 hours and 33 minutes) and orange (7 hours and 28 minutes).

The worst colors were purple (5 hours and 56 minutes), brown (6 hours and 5 minutes) and grey (6 hours and 12 minutes).

The study also had a few other interesting findings:

- Of those with a blue bedroom, 58% reported they regularly wake up feeling happy.
- Of those with a green bedroom, 22% reported they regularly wake up feeling upbeat and positive.
- Of those with silver decor in their bedroom, 21% reported they are more motivated to exercise in their bedroom.

*“I love sleep. My life has the tendency to fall apart when I’m awake, you know?” ~ Ernest Hemingway*

# Satisfied With Great

The great composer Igor Stravinsky once wrote the music for a new ballet.

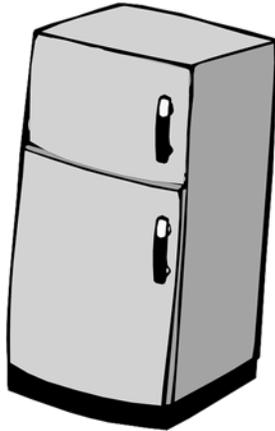
According to one story, after the ballet opened, a dancer sent Stravinsky a telegram: “Ballet great success, but if you would allow violin to play *pas de deux* instead of trumpet, it would be a triumph.”

Stravinsky cabled back: “Satisfied with great success.”



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## Is Your Fridge a Health Hazard?



You think your refrigerator is bad? In 2009, a San Jose, California, office building was evacuated and seven people taken to the hospital when one employee decided to clean out a long-neglected refrigerator. The mixture of mold and cleaning chemicals triggered a hazardous incident, according to a CNN report.

Your refrigerator may not be that dangerous, but for the sake of everyone’s health and safety here are some steps you should take to prevent a similar crisis:

- **Clean spills immediately.** Instead of crying over spilled milk, or spaghetti sauce, wipe it up when it’s easy to remove before lingering odors are created.
- **Set up a schedule for cleaning the refrigerator.** Plan to clean out your refrigerator once a month for optimal cleanliness.
- **Deep clean by removing drawers and shelves.** Pull out everything you can. You want to get to every inch of the interior, especially grooves and hard-to-reach areas where waste can fall and turn ugly. Wash out the drawers and shelves in the sink.
- **Use the right cleaning solution.** You should probably avoid a heavy chemical cleaner. A mixture of water, baking soda, and possibly vinegar will eliminate grime, germs, and odors.
- **Get into the seals.** Mold can build up in hidden locations around the rubber seals of the refrigerator. Carefully open these seals and wipe them out. Dry them thoroughly.
- **Let surfaces dry.** If possible, leave the doors open and allow the unit to air dry. Otherwise, use paper towels to remove any dampness from the interior.
- **Soak up odors.** A box of baking soda, or the type of charcoal used for houseplants, can absorb odors and keep the inside of the unit smelling fresh until the next cleaning.

# Kitchen Disasters Averted!

Anyone who cooks (and that's most of us) is familiar with unwanted results, like gooey rice or stuck-on cake. But did you know that there are some easy fixes for those common cooking disasters? Here are some examples.

**Disaster: You over-beat your egg whites. Solution: Add unbeaten whites.**

Add another unbeaten white (one for every two over-whisked whites), continuing just until a smooth consistency returned. "Quick fixed" whites act quite normally, but must be used at once. The Joy of Baking blog also adds that at this point, you should remove 1/4 cup of the egg whites.

**Disaster: A film of oil has risen to the top of your sauce. Solution: Use ice cubes to remove excess fat.**

Stir them into the pot and the fat will adhere to the cubes. You'll have to be quick and remove the cubes before they melt. Alternatively, *Reader's Digest* has a few similar tricks to skim the oil from the top:

- During cooking, you can also place a lettuce leaf on the top of the soup and remove it when it's covered in fat.
- Tear a paper towel into strips and drag the strips across the top of a soup or sauce, one at a time, to absorb fat floating on the surface.
- If you have more time, refrigerate the sauce or soup overnight, so the fat rises and settles at the top. Then skim the hardened fat off the top.

If you cook a fair amount, you might be interested in knowing that there's an app for that! Do a search on

either Google Play or iTunes for "Kitchen Disasters & Fixes" by Charman Christie of The Messy Baker. The app comes with a long list of things that go wrong in the kitchen and what you can do in each instance. It has you covered for everything from pasta stuck together to "rescue recipes" like making rum balls from dry cakes and muffins.

## Advocate Of The Month

Congratulations to our  
Advocate Of The Month,

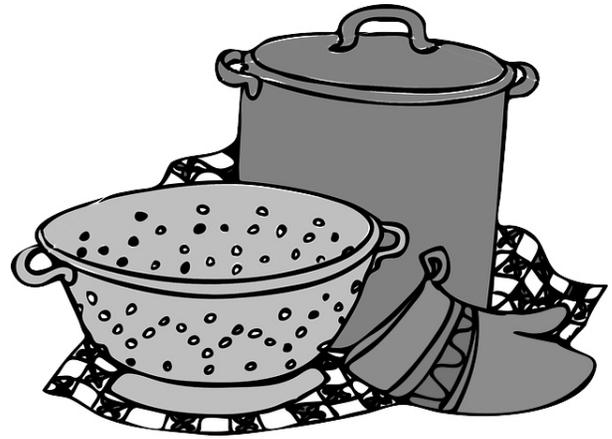
*Sybil Totten*

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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*"The most remarkable thing about my mother is that for thirty years she served the family nothing but leftovers. The original meal has never been found."* ~ Calvin Trillin

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Little Johnny's preschool class went on a field trip to the fire station. The firefighter giving the presentation held up a smoke detector and asked the class: "Does anyone know what this is?"

Little Johnny's hand shot up and the firefighter called on him.

Little Johnny replied: "That's how Mommy knows supper is ready!"

# PROPERTY SOLD IN LEISURE VILLAGE 2014

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

#	Model	DOM	Selling Price	Selling Date	#	Model	DOM	Selling Price	Selling Date
1	Newport	115	\$300,000	1/2	52	Valencia	142	\$500,000	7/7
2	Brentwd	59	\$260,000	1/8	53	Bel Air	56	\$355,000	7/9
3	Capri	4	\$325,000	2/5	54	La Jolla	19	\$501,000	7/9
4	Capri	6	\$379,000	2/6	55	Coro II	64	\$326,000	7/11
5	Holmby II	114	\$325,000	2/14	56	Brentwd	11	\$305,000	7/15
6	Holmby I	47	\$315,000	2/18	57	El Dor I	60	\$435,000	7/16
7	Holmby II	73	\$337,000	2/19	58	El Dorado	52	\$409,000	7/18
8	El Dorado	38	\$390,000	2/19	59	Amalfi	22	\$429,000	7/22
9	Bel Air	157	\$300,000	2/20	60	Holmby I	21	\$365,000	7/23
10	Del Mar	16	\$312,500	2/21	61	Coro II	60	\$285,000	7/25
11	Fiesta	182	\$323,400	2/25	62	Amalfi	71	\$425,000	7/28
12	Coro II	57	\$297,000	3/5	63	Monterey	24	\$278,000	7/31
13	Coro II	35	\$305,000	3/7	64	Del Mar	220	\$330,000	7/31
14	El Dorado	119	\$410,000	3/7	65	Valencia	35	\$475,000	7/31
15	El Dorado	23	\$375,000	3/14	66	El Dor II	80	\$370,000	8/1
16	Valencia	36	\$475,000	3/17	67	Coronado	131	\$323,000	8/7
17	Bel Air	55	\$270,000	3/25	68	El Dor I	117	\$458,900	8/7
18	El Dorado	10	\$479,000	3/25	69	Holmby II	83	\$329,000	8/12
19	Bel Air	147	\$300,000	3/26	70	Fiesta	75	\$355,000	8/13
20	Holmby II	25	\$335,000	3/28	71	Holmby II	14	\$344,000	8/14
21	Newport	171	\$260,000	3/31	72	Amalfi	107	\$365,000	8/14
22	Coronado	40	\$340,000	4/3	73	Del Mar	13	\$332,800	8/15
23	Galaxy	21	\$340,000	4/3	74	Bel Air	53	\$384,200	8/15
24	Valencia	37	\$450,000	4/3	75	El Dorado	36	\$405,000	8/15
25	Valencia	125	\$465,000	4/4	76	Del Mar	18	\$292,000	8/18
26	Bel Air	51	\$292,500	4/8	77	Amalfi	71	\$338,000	8/20
27	Del Mar	58	\$345,000	4/10	78	Holmby II	4	\$340,000	8/21
28	Del Mar	98	\$277,000	4/18	79	El Dorado	6	\$410,000	8/21
29	Capri	68	\$324,000	4/23	80	Brentwd	101	\$302,000	9/4
30	Holmby II	48	\$370,000	4/23	81	La Jolla	53	\$459,000	9/4
31	Valencia	44	\$435,000	4/25	82	Valencia	150	\$457,500	9/9
32	Amalfi	43	\$379,000	5/2	83	Avalon	1	\$230,000	9/10
33	Capri	90	\$325,000	5/8	84	Capri	19	\$332,500	9/10
34	El Dorado	55	\$415,000	5/8	85	El Dorado	3	\$340,000	9/10
35	Capri	49	\$365,000	5/9	86	Newport	117	\$345,555	9/12
36	El Dor I	42	\$439,950	5/12	87	Brentwd	6	\$240,000	9/15
37	Capri	68	\$310,000	5/13	88	El Dor I	93	\$540,000	9/19
38	Valencia	73	\$405,000	5/13	89	Capri	42	\$310,000	9/23
39	Capri	11	\$332,000	5/15	90	Monterey	26	\$285,000	9/24
40	Valencia	197	\$445,000	5/16	91	Valencia	104	\$454,000	9/26
41	La Jolla	50	\$482,000	5/16	92	Del Mar	155	\$305,000	9/17
42	Monterey	80	\$270,000	5/19	93	La Jolla	34	\$509,000	10/7
43	Monterey	3	\$286,000	5/20	94	Monterey	173	\$285,000	10/2
44	Monterey	92	\$270,000	6/6	95	Capri	63	\$325,000	9/30
45	El Dorado	10	\$365,000	6/10	96	Valencia	74	\$460,000	9/12
46	El Dor II	23	\$415,500	6/10	97	Monterey	78	\$279,000	10/17
47	Monterey	24	\$275,000	6/17	98	El Dorado	78	\$425,000	9/27
48	La Jolla	26	\$475,000	6/18	99	Holmby I	138	\$350,000	9/12
49	Bel Air	3	\$330,000	6/20	100	El Dorado	167	\$427,000	10/3
50	Valencia	43	\$510,000	6/23	101	Del Mar	122	\$347,500	10/31
51	Coronado	56	\$315,000	6/30					

Information deemed reliable, but not guaranteed.

## BARLOW RENTALS

Amalfi — \$2000

El Dorado I — \$2150

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 November 3, 2014

#	Model	Price
1	Coronado II	\$295,900
2	Coronado I-C	\$303,000
3	Brentwood	\$315,000
4	Capri	\$319,000
5	Coronado C-2-C	\$324,500
6	Bel Air	\$330,000
7	Capri	\$334,900
8	Capri	\$335,000
9	Bel Air	\$337,900
10	Capri	\$339,000
11	Monterey	\$345,000
12	Coronado I-C	\$349,000
13	Brentwood	\$349,500
14	Coronado II	\$349,900
15	Del Mar	\$369,000
16	Bel Air	\$379,000
17	El Dorado	\$379,000
18	Holmby II	\$389,900
19	Amalfi	\$427,500
20	Amalfi	\$429,000
21	El Dorado I	\$439,900
22	Amalfi	\$485,000

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 Buzz*

RETURN SERVICE REQUESTED

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