



YOUR REAL ESTATE CONSULTANTS FOR LIFE!

News to Help You Save Time & Money

March 2010

## The Tortoise And The Hare – Updated

Remember the old story about the tortoise and the hare? The tortoise and the hare had an argument about who was faster. They decided to settle the argument with a race. They agreed on a route, began the race, and the hare shot ahead and ran briskly for some time. Then, seeing that he was far ahead of the tortoise, he decided to sit under a tree and relax before continuing the race. He sat – and soon fell asleep. The tortoise kept plodding along, overtook the hare and finished the race, emerging as the winner.

Here's where the story gets updated: The hare was disappointed at losing and he did some soul-searching. He realized that he'd lost the race because he'd been overconfident and careless. So he challenged the tortoise to another race. The tortoise agreed. This time, the hare ran without stopping from start to finish.



Now the tortoise did some thinking, and realized there was no way he could beat the hare in a race as it was currently formatted. He thought for awhile, and then challenged the hare to another race, but on a slightly different route. The hare agreed. They started off, the hare running at top speed until he came to a broad river, with the finish line 10 yards on the other side. As the hare sat there wondering what to do, the tortoise plodded up to the riverbank, slid into the water, swam to the opposite bank, and continued across the finish line.

That's when the hare and the tortoise realized that the last race could have been run much better – if they ran *as a team*. They started off again, and this time the hare carried the tortoise till they reached the river. Then, the tortoise swam across with the hare on his back. On the opposite side, the hare again carried the tortoise and they reached the finish line together.

Team work makes the dream work!

Team work makes the dream work!

*Ave Barlow*

[www.LeisureVillage.com](http://www.LeisureVillage.com)

Information for YOUR Community

The Barlow Group—(805) 987-5755

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## ***February Quiz Answer***

**Question:** The fossa is native only to which island?

**Answer:** Madagascar.

**Source:** animals.nationalgeographic.com

### **Congratulations to *Kenney Nelson***

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**

## **Don't Trash Those Batteries**

You probably don't even think about it. You're replacing the battery in a flashlight, hearing aid, lap top, smoke detector or toy, and you toss the old battery in the trash. You're not alone: The average person owns 12 batteries and throws out about eight per year.

Batteries – so necessary to our lives, so nasty to the environment – can contain heavy metals such as mercury, lead, cadmium and nickel, which, when improperly disposed of, can contaminate our land, air and water. Rechargeable batteries result in a longer life span and use of fewer batteries, but they also may contain heavy metals that can hurt the environment.

Guidelines for safely disposing of batteries vary depending on the type of battery and where you live. Some hardware stores, drug stores, and electronics retailers now act as collection points for batteries. LVA has collection sites at the Recreation Center and the LVA office.

## **March Is...**

March 1: Peanut Butter Lover's Day

March 6: Dentist's Day

March 14: Daylight Saving Time Begins

March 17: St. Patrick's Day

March 20: Spring Begins

**HAPPY ST. PATRICK'S DAY**

## **Every Day, Every Step**

Every day you may make progress. Every step may be fruitful. Yet there will stretch out before you an ever-lengthening, ever-ascending, ever-improving path. You know you will never get to the end of the journey. But this, far from discouraging, only adds to the joy and glory of the climb.

– Winston Churchill

### ***HAPPY ANNIVERSARY TO YOUR HOME!***

- ☺ Jean Clements
- ☺ Gil & Rita Cooperman
- ☺ Catherine Friedman
- ☺ Phyllis Gee
- ☺ Paul & Terry Lichtman
- ☺ Irene Merchant
- ☺ Jennifer Siebers
- ☺ Eleanor Thomas
- ☺ Bill Vandersande
- ☺ Dan Violette

# Reducing Sodium Can Reduce Weight

For years, diet experts have suggested limiting intake of calorie-rich fats, sugars and carbohydrates. But if none of these restrictions has had the desired effect on your weight, try reducing the amount of sodium. A low-sodium diet – one with 1,000 to 1,500 milligrams a day – can help most people lose five or more pounds a month. Read labels, but as a rule of thumb, keep in mind that most processed foods – those that come in boxes, cans, or jars – are often high in sodium. As an added benefit, switching to a low sodium diet lowers blood pressure.



## WELCOME NEW CLIENTS

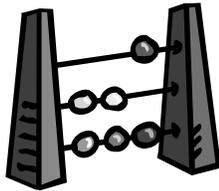
Here are some of the new clients who became members of our “Real Estate Family” this past month. We’d like to welcome you and wish you all the best!

**Celia Tobey**  
**Carol Ewald**  
**Delores Rudolph Estate**  
**Bonyhady Trust**  
**(Referred by Connie Mayer)**  
**Charlotte Olson**  
**(Happy to Serve You Again)**

*We love giving recognition to our new friends and our wonderful existing clients who are kind enough to refer their friends and relatives to us.*

## Does This Add Up?

The earliest adding machine was a simple counting board, used many thousands of years ago. Its successor, the abacus – a frame that holds rods with sliding beads – was developed in China around the year 900. In 1642, when he was only 19, the French scientist and philosopher Blaise Pascal invented an adding machine to help his father with his tax collecting. Pascal’s device was a wooden box with 16 dials that allowed rapid addition and subtraction.



The first electronic desktop calculator was made by the Bell Punch Co. of Uxbridge, England, in 1961. It was called the “Anita,” an acronym for “A New Inspiration To Arithmetic.” Unlike our handy pocket calculators, Anita used vacuum tubes, weighed more than 30 pounds, was the size of a cash register, and cost \$1,000!

## Directions For A New Direction

Are you in a rut? Do you need to make a change – but you don’t know how to start? You don’t have to completely overhaul your life. Try some of these exercises to stretch your perspective a little:

**Talk** to one new person every day.

**Eat** something that you’ve never tried before.

**Read** a random page from an encyclopedia (or Wikipedia).

**Pick** an object in your office or home, and think up a completely different use for it.

## Advocate Of The Month

Congratulations to our  
Advocate Of The Month,

*Connie Mayer*

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!**

**Commit** to telling the truth for one full day (without being rude).

**Perform** a random act of kindness for a stranger.

**Go** to a museum and spend some time looking at a piece of art you've never examined before.

**Learn** a magic trick.

## If You Don't – Or Can't – Retire

The traditional concept of whiling away your retirement days playing golf just doesn't appeal to lots of people anymore – or it isn't an option in this economy. If you're looking for a new career instead of retiring, be prepared:

- Update your technical skills. The rapid pace of technological change may require that you get additional training for the career you're thinking of pursuing. Check out your options with government, nonprofit, and corporate technology training programs.
- Evaluate your talents and values. Talk to people you know well, both professionally and personally, and find out what they think your strengths are. Have a good handle on your talents and values so your new career matches them.
- Do a little research. If a particular career appeals to you, investigate it. Talk to people already in the field, and find out what they like and don't like about their work.
- Don't ignore the financial implications of the new career. Make sure it will provide the income you need.
- Enjoy the work. Do something you love, and let yourself enjoy it. If, for example, you tended to be a workaholic in your former career, don't let yourself make the same mistake in your new pursuit.

## Pun Intended!

The dictionary defines "pun" as a "humorous play on words." See if you think these qualify:

**A vulture boards** an airplane, carrying two dead

### *March Quiz Question*

In honor of March, Women's History Month, who was the first woman to win the Nobel Peace Prize for economics?

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  
corrine@barlowwilliams.com

raccoons. The flight attendant looks at him and says, "I'm sorry, sir, only one carrion allowed per passenger."

**Two Eskimos sitting** in a kayak were chilly, so they lit a fire in the craft. Unsurprisingly it sank, proving once again that you can't have your kayak and heat it, too.

**A hungry traveler stops** at a monastery and is taken to the kitchens. A brother is frying chips. "Are you the friar?" the traveler asked. "No, I'm the chip monk," he replied.

**Two hydrogen atoms meet.** One says, "I've lost my electron." The other says, "Are you sure?" The first replies, "Yes, I'm positive."

**Then there was the man** who entered a local paper's pun contest. He sent in 10 different puns, in the hope that at least one of the puns would win. Unfortunately, no pun in 10 did.

***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

**HEAVEN'S BEST CARPET CLEANING**

**For all your home cleaning needs**

(805) 797-6229

**LIGHTHOUSE ELECTRIC**

**For all your electrical needs**

(805) 445-9679

**ASWELL TROPHY**

**For all your engraving needs**

(805) 487-2224

**CASTLE AIR**

**For all your heating needs**

(805) 445-8237

## **Avoid Infection At The Doctor's Office**

Health specialists say it's not uncommon for healthy people to visit the doctor for a routine checkup and then come down with a cold or some other bug. One reason: Sick people visit the waiting room and bring their germs with them.

To lower your exposure to infection, bring your own reading material – or toys, if you're going to the pediatrician. Sit on vinyl, plastic, or metal chairs rather than upholstered furniture, which can't be cleaned as often. If possible, schedule appointments first thing in the morning or right after the office's lunch break to minimize the time you spend in the waiting room.

## **Six Steps For Saving**

Trying to save money? Here are some simple ideas for adding some heft to your overall financial profile:

**Pay down your mortgage.** You can save more than \$63,000 on a 30-year, \$200,000 mortgage by paying just \$100 more a month.

**Save 10 percent.** Put aside 10 percent of your income for long-term investments and retirement savings before paying any bills.

**Track your expenses.** Record every dollar you spend for at least one week. You'll get a clearer idea of where the money goes and what you can cut back on.

**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*



**Energize your house.** Look for ways to make your house more energy efficient. You'll save on heating and cooling costs and also help the environment.

**Stay home.** Resist the temptation to eat out. Cook more meals at home. Instead of going to the movies, rent a video, read a book, or a play a game with your family.

**Don't rely on credit cards.** Credit card debt can eat up your savings and your future. Start reducing your debt, and don't buy anything on credit if you don't have the money to pay the bill off promptly.

## Have Some Halakahiki!

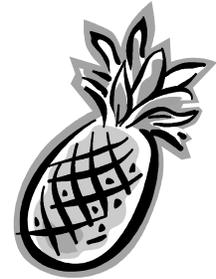
In the mood for some pineapple, or *halakahiki*, as they say in Hawaii?

Interestingly, pineapples aren't native to Hawaii – but rather to Brazil and Paraguay. How they came to Hawaii depends on which story you believe: Pineapples were brought back to Spain by Christopher Columbus, then introduced by the Spanish to the Hawaiian Islands; or, pineapples came from South America on a ship carrying the fruit as cargo that crashed off the shores of the Big Island in 1572; or, pineapples were brought to Hawaii by Captain James Cook in the 1770s!

Whichever story you choose to believe, here's one you *can* believe: Fresh pineapple is low in calories, has no cholesterol, and is a good source of vitamins C, B1 and B6, plus calcium, manganese, copper, and dietary fiber.

Pineapples won't ripen after they're picked, so it's important to select a fruit that's ripe when you buy it. Hormel Foods Corp. offers these tips on how to tell if a pineapple is ready to enjoy:

- The base of the pineapple should have a fresh, sweet smell.
- It should be heavy for its size.
- If you can easily pull out one of the bottom leaves from the plume, the pineapple is ripe.



A cut pineapple can be stored in an airtight container in the refrigerator for up to three days.

## Quotes

The really happy man is one who can enjoy the scenery on a detour.

– Unknown

I think the next best thing to solving a problem is finding some humor in it.

– Frank Clark

## ALL BARLOW LISTINGS IN LEISURE VILLAGE

Address	Model	Price
17130 Village 17	Brentwood	\$219,000
16180 Village 16	Monterey	\$225,000
1320 Village 1	Coronado II	\$255,000
22217 Village 22	Holmby I	\$279,000
39029 Village 39	Holmby II	\$279,000
5169 Village 5	Galaxy	\$335,000
35220 Village 35	Amalfi	\$359,000
17106 Village 17	La Jolla	\$434,900

Information deemed reliable, but not guaranteed.

## BARLOW RENTALS

Call for current rentals...they are  
going fast right now.

Information deemed reliable, but not guaranteed.

## PROPERTY SOLD IN LEISURE VILLAGE 2010

Based on information from the  
Ventura County MLS Corporation for the period  
January 1, 2010—February 24, 2010

MODEL	#SOLD	Average Price	Low Price	High Price	Avg Mkt Days
Amalfi	-	-	-	-	
Avalon	-	-	-	-	
Balboa	-	-	-	-	
Bel Air	-	-	-	-	
Brentwood	1	\$225,000	\$225,000	\$225,000	9
Capri	-	-	-	-	
Capri 2	-	-	-	-	
Coronado	-	-	-	-	
Coronado II	-	-	-	-	
Coronado 2-C	-	-	-	-	
Coronado I-C	-	-	-	-	
Del Mar	1	\$240,000	\$240,000	\$240,000	1
El Dorado	2	\$333,500	\$320,000	\$347,000	32
El Dorado I	-	-	-	-	
El Dorado II	-	-	-	-	
Fiesta	-	-	-	-	
Galaxy	-	-	-	-	
Holmby	2	\$286,000	\$272,500	\$299,500	56
La Jolla	-	-	-	-	
Monterey	2	\$208,000	\$201,000	\$215,000	213
Monterey I	-	-	-	-	
Newport	-	-	-	-	
Valencia	2	\$395,000	\$380,000	\$410,000	49
<b>TOTAL</b>	<b>10</b>				

Information deemed reliable, but not guaranteed.

## ALL ACTIVE LISTINGS IN LEISURE VILLAGE

Based on information from the  
Ventura County MLS Corporation for  
February 24, 2010

#	Model	Price
1	Newport	\$214,900
2	Brentwood	\$219,000
3	Monterey	\$225,000
4	Brentwood	\$232,500
5	Balboa	\$241,900
6	Capri	\$249,000
7	Del Mar	\$249,900
8	Coronado II	\$255,000
9	Bel Air	\$259,500
10	Del Mar	\$264,000
11	Del Mar	\$264,900
12	Capri	\$275,000
13	Holmby I	\$279,000
14	Holmby II	\$279,000
15	Coronado I-C	\$285,000
16	Capri	\$285,000
17	Holmby I	\$319,900
18	El Dorado	\$325,000
19	Galaxy	\$335,000
20	Amalfi	\$340,000
21	Coronado I-C	\$348,500
22	El Dorado	\$355,000
23	Amalfi	\$359,000
24	El Dorado	\$360,000
25	Amalfi	\$369,900
26	Valencia	\$382,900
27	El Dorado	\$385,000
28	La Jolla	\$410,000
29	Valencia	\$420,000
30	La Jolla	\$434,900
31	Amalfi	\$445,000
32	Amalfi	\$449,000

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.

**THANK YOU FOR  
YOUR VOTE!!!**

**We are honored to be  
voted the Favorite  
Realtor by the Ventura  
County Star Readers.**



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*The Barlow Buzz*

Dave Barlow  
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