



YOUR REAL ESTATE CONSULTANTS FOR LIFE!

News to Help You Save Time & Money

August 2010

The Power Of One

If you've ever thought "I'm only one person," here's a poem that suggests "one" may be the most powerful number of all:



One song can spark a moment, one flower can wake the dream.
One tree can start a forest, one bird can herald Spring.
One smile begins a friendship, one handclasp lifts a soul.
One star can guide a ship at sea, one word can frame the goal.

One vote can change a nation, one sunbeam lights a room.
One candle wipes out darkness, one laugh will conquer gloom.
One step must start each journey, one word must start a prayer.
One hope will raise our spirits, one touch can show you care.

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

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One voice can speak with wisdom, one heart can know what's true.

One life can make a difference –
And who's "the one"? It's you!

May we each strive to be *one that makes a difference!*

Pre-Interview Etiquette

It seems a shame that this even needs to be said, but here goes: If you're interviewing for a job, be nice to the receptionist.

In other words, you should be minding your manners, and not just with those you perceive as having the power to hire you. It's a common practice for managers to inquire about candidates' behavior with everyone who meets them. Interviewers are looking for someone that they and other coworkers have to agree to spend at least eight hours a day, five days a week with.

If you're rude or condescending to people you think are "beneath" you, word will get around. Here are some other waiting-for-an-interview guidelines:

- Introduce yourself to the receptionist. Be friendly in the same way you plan to be once you get into the real interview.
- Don't ask the receptionist to make copies of anything for you. You should already have your copies. You should already be prepared. And you shouldn't expect the receptionist to be your personal assistant.

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

ALLSTAR APPLIANCE SERVICE
For all your appliance repair needs
(805) 552-0900

MIRIAM'S CLEANING SERVICES
Spring cleaning help is here
(805) 797-6229

LASSEN NATURAL FOODS & VITIMINS

Prepare your body for the outdoor season
(805) 482-3287

CALIFORNIA POOLS
Get your pool ready for the swim season
(805) 484-3322

Advocate Of The Month

Congratulations to our
Advocate Of The Month,

Sister Rita Angerman

As the Advocate Of The Month
they 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!**

- You can accept a beverage, if offered, but never request one. Don't ask for a million accoutrements or your "half decaf, half regular, Sweet 'n' Low but real cream, and do you have cinnamon sprinkles?" either. Think simplicity.
- If you feel the need to make chitchat, be careful of what you say. Don't offer opinions on things that could make you look bad – the décor of the office, the latest political news or the hottest Hollywood scandal, for example.
- Don't talk on your cell phone while you're waiting for your interview. You might only sound annoying or you might sound like a jerk, but regardless, you're not focusing on the upcoming interview.
- Say a cordial goodbye.

August Quiz Question

What is the world's largest rodent?

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

How To Avoid Hydroplaning

If you're driving in rainy summer weather or anytime there's water on the road, be alert for the possibility of hydroplaning. The danger occurs when water builds up in front of your tires faster than your car's weight can push it away. A thin water layer between your tires and the road can cause your vehicle to ride it much like a water skier skims over a lake's surface. You can lose control, with your car sliding out of its lane or even off the road. The best way to prevent hydroplaning is to slow down on wet or slick roads, make sure your tires are properly inflated and have sufficient tread, and avoid puddles. Watch the road ahead for standing or running water, and give yourself enough time to slow down gradually rather than hitting the brakes.

Summer Pleasures

Rest is not idleness, and to lie sometimes on the grass on a summer day listening to the murmur of water, or watching the clouds float across the sky, is not a waste of time. – *John Lubbock*

You Vs. Adversity

Positive thinking alone may not ensure success, but it's an important start. If you don't believe in yourself, you'll have a hard time persevering against the obstacles and setbacks you're likely to encounter.

How do you maintain the right attitude in the face of adversity?

Tell yourself you can change. Think of how you've changed throughout your life – not physically, but emotionally. You're probably a different person today than you were five years ago, so don't assume you can't evolve further.

Use positive language. Banish words and phrases like "impossible" and "I can't" from your vocabulary. Replace them with words that emphasize strength and success: "challenging" instead of "impossible," and "I must" for "I can't."

Create the right environment. Listen to music that uplifts you. Watch inspirational movies and shows. You don't have to devote yourself to a life of singing *Tomorrow* and watching *Rocky*, but don't spend too much time on downbeat material. Mix it up, with a leaning toward the positive.

August Events

Did you know that August is National Golf Month?

Did you know August 15th is National Relation Day?

We have decided to celebrate both events at our office. Come by our office in the month of August to be part of our celebration. We will have a drawing at the end of the month for the prize of a one hour massage. If you come by and putt the golf ball you receive one ticket for the drawing. If you make a hole in one you receive five tickets. Either way you are entered into the drawing. See you soon!

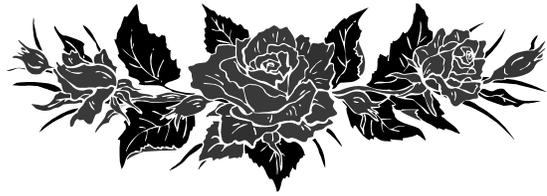
Appreciate your life. Focusing on what you don't have can crowd out your appreciation for what you already possess. Take some time every so often to enjoy what you've already achieved with your life. Think about what you did to get where you are, and use that as reminder of your capabilities.

Let go of mistakes. You're bound to fail at some things; don't obsess over them. Learn what you can and move on instead of beating yourself up over and over for them.

What Do Roses Say?

If you're a giver or receiver of roses, you might like to know that in the language of roses, each color symbolizes a different sentiment:

- Red = love.
- Dark pink = gratitude or appreciation.
- Light pink = admiration or sympathy.
- White = reverence, humility, or innocence.
- Yellow = joy, gladness, and friendship.
- Orange = enthusiasm or desire.



Keep Your Dog Safe

Dogs are members of our family, and here's how to keep these four-legged friends happy and healthy:

Never leave your dog (or any animal) in the car during hot or even warm weather. The interior temperature of your car can easily soar to 120 degrees in just minutes. The only way your dog can cool down is through panting and through the pads of their feet. Many animals die every year because their owners leave them in cars. Even if you leave the windows partially down, the temperatures can rise to dangerously high levels.

Don't let your dog ride in the bed of a pickup truck. Serious eye injuries can occur from debris hitting their eyes at 70 miles per hour. The dog could also be thrown into oncoming traffic or could fall underneath the truck and be injured. Serious injury or death can also occur when a driver hits the brakes suddenly, swerves, or is hit by another vehicle.

Keep your dog away from fertilizers, plant foods and insecticides; they can be fatal if your pet ingests them. Don't let your pet walk on a treated lawn.

Make sure your pet always wears an ID tag. Even if your dog has an embedded identification chip, he should also have a tag so he can be returned quickly to you if he's found. It's also a good idea to keep a current

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*



picture of your pet with you. That way, if he disappears or wanders off, you have a photo to show to people when you ask them if they've seen your dog.

Give your dog prescribed heartworm medicine on a regular basis. It's also a good practice to use only flea and tick medications prescribed by your dog's veterinarian.

Make sure your pet has plenty of water and shade when he's outdoors. And don't let your dog walk on hot asphalt when the heat is high, because it can burn his paws.

Tricks To Stay On Track

If you're thinking about starting a fitness program, here are some tricks to keep yourself on track:

- Get an audiobook that you think you'll love. Only allow yourself to listen to it while you exercise. That way, if you want to find out what happens next, you'll get moving.
- Watch your favorite TV show only while you're exercising – otherwise it's off limits.
- Keep track of your exercise days by putting a gold star on the calendar for every day you do your routine.
- Lay out your workout clothes before you go to bed. When you wake up and see them, you'll be a lot more likely to get on that treadmill.
-



What's In A Smile?

Smiling is a universal phenomenon, and here are some facts that may make you smile:

- Anthropologists postulate that smiling originated as a way to convey that there was no danger. Perhaps that carries into modern life; most people smile when meeting someone new.
- Primates smile to disarm aggressors and ease social interactions.
- A 15th-century treatise in Italy decreed that women should never display more than six upper teeth when smiling.

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!

The Shpiner Family
Mildred Mullery
The Beckley Family
(Happy to Serve You Again)
The Laird Family

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.

- An old law in Milan, Italy, required that citizens smile at all times when in public (except those attending funerals or visiting hospitals). Otherwise, they faced a fine of \$100.
- Forensic archaeologists have suggested that the Mona Lisa's celebrated smile was close-mouthed to hide gum-diseased black teeth.
- Babies as young as three weeks have been known to smile.
- Some dogs are smilers, particularly greyhounds. Dog handlers believe they do it to ingratiate themselves with those around them.

Where Are Your Financial Records ?

If your home was involved in a fire or natural disaster, would it be easy to reconstruct your financial records? It will be easier if you take a few minutes now to create a one-page sheet to help you through an emergency. Your one-pager should include:

1. Names and phone numbers of family members.
2. Names and phone numbers of your closest friends.
3. Names and phone numbers of your doctors.
4. Names and phone numbers of your professional advisers (lawyers, accountants, etc.).
5. Name of the person who handles employee benefits where you work.
6. All family members' Social Security numbers.
7. All of your accounts and the names of the institutions where they're kept (for example, XXXX bank, savings account; XXXX bank, checking account; XXXX company, 401k).

You'll also want to include locations of the following so you can grab them as you evacuate:

Life insurance policies, homeowner's insurance policy, marriage license, prenuptial agreement, birth certificates and/or adoption papers, the original copy of your will, and the forms that name your retirement account beneficiaries.

Make three copies of this sheet and keep one for yourself in a fireproof cabinet, give one to your lawyer or someone else you trust, and send one to someone you are close to and trust who lives in another town, who is unlikely to experience the same disaster you might, for instance.

July Quiz Answer

Question: Which professional athlete hit a home run in a major league baseball game, and scored a touchdown in an NFL football game, in the same week in 1989?

Answer: Deion Sanders.

Source: espn.go.com

Arline Miller

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

ALL BARLOW LISTINGS IN LEISURE VILLAGE

Address	Model	Price
42070 Village 42	Bel Air	\$235,000
16306 Village 16	Coronado II	\$255,000
42012 Village 42	Amalfi	\$315,000
16128 Village 16	Galaxy	\$325,000
16120 Village 16	El Dorado	\$329,000
25202 Village 25	El Dorado	\$334,500
35220 Village 35	Amalfi	\$335,000

Information deemed reliable, but not guaranteed.

BARLOW RENTALS

Coronado—\$1500 / month
 Capri—\$1500/ month
 Del Mar—\$1500 / month
 Coronado—\$1550 / month
 Coronado—\$1550 / month
 Valencia—\$1825 / month
 Valencia—\$2000 / month

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—July 26, 2010

MODEL	#SOLD	Average Price	Low Price	High Price	Avg Mkt Days
Amalfi	6	\$352,000	\$315,000	\$400,000	93
Avalon	-	-	-	-	
Balboa	-	-	-	-	
Bel Air	2	\$244,200	\$240,000	\$248,500	132
Brentwood	7	\$231,000	\$210,000	\$273,000	62
Capri	4	\$250,200	\$240,000	\$256,000	152
Capri 2	-	-	-	-	
Coronado	-	-	-	-	
Coronado II	3	\$251,300	\$248,000	\$256,000	20
Coronado 2-C	-	-	-	-	
Coronado I-C	1	\$343,000	\$343,000	\$343,000	34
Del Mar	6	\$245,000	\$235,000	\$250,000	90
El Dorado	7	\$317,900	\$275,000	\$347,000	45
El Dorado I	-	-	-	-	
El Dorado II	1	\$340,000	\$340,000	\$340,000	2
Fiesta	-	-	-	-	
Galaxy	-	-	-	-	
Holmby	6	\$281,600	\$260,000	\$299,500	59
La Jolla	5	\$402,200	\$380,000	\$430,000	131
Monterey	3	\$215,800	\$215,000	\$217,500	140
Monterey I	1	\$250,000	\$250,000	\$250,000	1
Newport	3	\$187,700	\$132,000	\$230,000	75
Valencia	6	\$393,700	\$350,000	\$420,000	46
TOTAL	61				

Information deemed reliable, but not guaranteed.

ALL ACTIVE LISTINGS IN LEISURE VILLAGE

Based on information from the
 Ventura County MLS Corporation for
 July 26, 2010

#	Model	Price
1	Balboa	\$179,900
2	Balboa	\$195,000
3	Balboa	\$199,900
4	Newport	\$219,000
5	Brentwood	\$219,900
6	Newport	\$219,900
7	Brentwood	\$232,500
8	Bel Air	\$235,000
9	Bel Air	\$244,900
10	Del Mar	\$245,000
11	Del Mar	\$248,000
12	Del Mar	\$249,900
13	Coronado II	\$255,000
14	Bel Air	\$269,900
15	Holmby I	\$279,900
16	Valencia	\$299,950
17	Coronado I-C	\$305,000
18	Coronado II	\$310,000
19	Amalfi	\$315,000
20	Amalfi	\$318,000
21	Galaxy	\$325,000
22	El Dorado	\$329,000
23	El Dorado	\$334,500
24	Amalfi	\$334,900
25	Amalfi	\$335,000
26	Valencia	\$335,000
27	Holmby II	\$335,000
28	El Dorado	\$339,500
29	Amalfi	\$340,000
30	El Dorado	\$345,000
31	El Dorado	\$349,000
32	Amalfi	\$349,000
33	Amalfi	\$357,000
34	El Dorado	\$360,000
35	Amalfi	\$369,000
36	Amalfi	\$379,000
37	Amalfi	\$388,000
38	Valencia	\$397,775
39	Valencia	\$399,950
40	El Dorado II	\$409,000
41	Valencia	\$410,000
42	La Jolla	\$427,500

For Questions or Additional Information Call The Barlow Group

THANK YOU FOR YOUR VOTE!!!

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



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RETURN SERVICE REQUESTED

The Barlow Buzz

Dave Barlow
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Camarillo CA 93012

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