



YOUR REAL ESTATE CONSULTANTS FOR LIFE!

News to Help You Save Time & Money

March 2011

The House Of 1,000 Mirrors



Long ago in a faraway village, there was place known as the House of 1,000 Mirrors.

A happy little dog learned of this place and decided to visit. When he arrived, he bounced happily up the stairs to the doorway of the house. He looked through the doorway with his ears lifted high and his tail wagging as fast as it could. To his great surprise, he found himself staring at 1,000 other happy little dogs with their tails wagging just as fast as his. He smiled a great smile, and was answered with 1,000 great smiles just as warm and friendly. As he left the house, he thought to himself, "This is a wonderful place. I will come back and visit it often."

Another little dog, who was not happy like the first one, decided to visit the House.

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

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He slowly climbed the stairs, his head hung low as he looked through the doorway. When he saw the 1,000 unfriendly looking dogs staring back at him, he growled at them, and was horrified to see 1,000 little dogs growling back at him. As he quickly backed away from the door, he thought to himself, "This a horrible place, and I will never go back there again."

**All the faces in the world are mirrors.
What reflections do we see in the faces of the people we meet?**

Help For The Terminally Tardy

Are you always running late? Maybe you're legitimately busy, but sometimes chronic lateness springs from other factors. The danger is that being late all the time will give you a reputation for being undependable and/or careless.

Take better control of your time by considering these psychological causes for being constantly behind schedule:

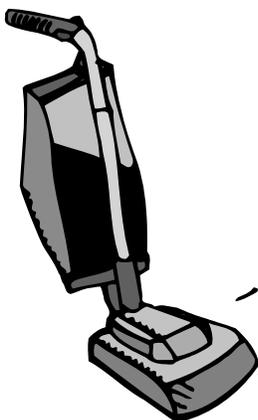
Adrenalin. For some people, rushing to every meeting and event provides excitement. If you're enjoying the chase too much, look for other activities to fill your need for thrills. Skydiving, maybe?

Control. Making other people wait for you – instead of the other way around – is one way to feel you're the one in control. The problem is, important people like family, friends, customers and the boss don't like it. Remind yourself that other people's time is important, too.

Validation. Being busy can be one measure of success: "Look at all my customers/projects/ places to go/people to see!" But if you overextend yourself, you'll burn out. Could you consider measuring "success" by standards other than how "busy" you are?

Anger. Sometimes we "punish" people by forcing them to waste time waiting for us. This rarely solves any problems and may exacerbate them. If you've got an issue, talk it out openly. You'll both save a lot of time.

Housework Humor



Spring begins on March 20, and around this time the thoughts of some turn to spring cleaning. But not everyone, as you'll see from these quotes:

Housework is something you do that nobody notices until you don't do it. – Evan Esar

Nature abhors a vacuum. And so do I. – Anne Gibbons

Cleaning your house while your kids are still growing is like shoveling the walk before it stops snowing. – Phyllis Diller

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!

Mike & June Cummings
(Happy to Serve You Again)

Rosemary Clarke

Geoff & Shearon Millar

Frank Disabito

(Happy to Serve You Again)

Gina Connor

(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

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*



Cleanliness is not next to godliness. It isn't even in the same neighborhood. No one has ever gotten a religious experience out of removing burned-on cheese from the grill of the toaster oven. – Erma Bombeck

My idea of housework is to sweep the room with a glance. – Anonymous

Always keep several get well cards on the mantle, so if unexpected guests arrive, they'll think you've been sick and unable to clean. – Maxine

I'm not going to vacuum 'til Sears makes one you can ride on. – Roseanne Barr

I hate housework. You make the beds, you wash the dishes and six months later you have to start all over again.
– Joan Rivers

Housework is a treadmill from futility to oblivion with stop-offs at tedium and counterproductivity. – Erma Bombeck

Conran's rule of housework: It expands to fill the time available plus half an hour.
– Shirley Conran

When it comes to housework the one thing no book of household management can ever tell you is *how* to begin. Or maybe I mean *why*. – Katharine Whitehorn

If your house is really a mess and a stranger comes to the door, greet him with, "Who could have done this? We have no enemies." – Phyllis Diller

Dust is a protective cover. – Anonymous

Which Door Are You Looking At?

When one door of happiness closes, another opens; but often we look so long at the closed door that we do not see the one which has opened for us. – Helen Keller

Advocate Of The Month

Congratulations to our
Advocate Of The Month,

Ann Brown

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!**



Knives Belong In Blocks

Kitchen organizers say knives should be stored in a knife block rather than a drawer. Why? Because there's good chance you'll cut yourself reaching into that drawer to retrieve a knife. And, when knives are kept in a drawer they become dull more quickly – and a dull knife can easily slip off the surface it's cutting and cut you instead.

March 17: St. Patrick's Day Sillies

Q: What do you call fake stone in Ireland?

A: A sham rock.

Q: What do you get if you cross poison ivy with a four-leaf clover?

A: A rash of good luck.

Q: How can you tell if an Irishman is having a good time?

A: He's Dublin over with laughter!

Q: What kind of music does a leprechaun band play?

A: Shamrock 'n' roll.



Don't Use These Passwords

“Password” used to be a game show. Now it's a defensive precaution against hackers and identity theft. Don't make it easy for someone else to invade your privacy online.

A study of more than 32 million exposed passwords (conducted by Internet security firm Imperva) revealed the 10 most common. Don't use these:

- 123456
- 12345
- 123456789
- Password
- iloveyou
- princess
- rockyou
- 1234567
- 12345678
- abc123



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

MASSAGE THERAPIST
Debra Lang helps relax your tense body
(805) 987-3777

GREEN'S PEST CONTROL
Have ants, spiders or other pests?
(805) 642-2177

THE CURRY LEAF
Yummy Indian Food-Mild OR Spicy
(805) 482-8880

EYEDENTITY GRAPHICS
Great graphic design & printing
(805) 482-3287

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

Time To Change The Time

Daylight Saving Time begins March 13 and most of us “spring forward” – that is, turn our clocks ahead one hour. You'll get that hour back on November 6, when we “fall back.”

Don't Become A Smoke Detector Statistic

Are you checking your smoke detector at least once every six months, if not more frequently? Although the average life of a smoke detector can span as long as 10 to 15 years, the devices can go on the blink, and you wouldn't know it. About 30 percent of smoke detectors fail after 10 years, according to a recent report, and about 50 percent of them shut down after 15 years.



Though your smoke detectors might emit a sound when you test them, that doesn't necessarily mean the devices are working and will alert you to smoke or fire.

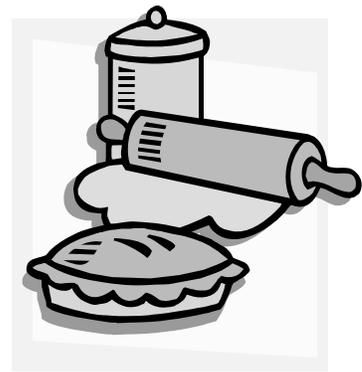
And if your smoke detectors aren't battery operated or don't have a battery backup – replace them. Detectors hard-wired into your electrical system won't work during a power outage, and we all know that can happen anytime.

Taking just a few minutes to test your smoke detectors and replace the batteries will help prevent you from becoming one of these statistics: 40 percent of home fire deaths happen in homes with no smoke detectors, and another 23 percent happen in homes with detectors that don't work.

When Is “Generic” Good?

The word “generic” has something of a bad reputation; many people think of it as synonymous with bland, boring, ordinary. But at the grocery store and pharmacy, “generic” can mean saving money without giving up on quality. Here are some generic products that the consumer finance Web site WalletPop counsels shoppers to embrace:

- **Medicine.** Pharmaceutical makers are required to include the same ingredients in generic medications that are used in name brands, making them just as effective and safe – and less expensive.
- **Cereal.** Generic breakfast cereal generally runs about 25 to 50 percent less than the name brand, and it frequently has the same taste and comes in larger boxes.
- **Basic cooking staples.** Flour, salt, sugar, and other pantry items are exactly the same no matter what name is on the package, making generic flour, for example, more economical than a name brand.
- **Electronic cables.** Your brand-new big screen plasma TV doesn't really need the most expensive brand of cables on the market. Salespeople may suggest a particular manufacturer, but you'll get the same signal transfer with a generic.
- **Cosmetics.** Makeup and other beauty products aren't patented, so drugstores and manufacturers can offer duplicates at about half the price.



High Stress = Slow Healing

A recent study at Ohio State University found that high stress levels slow healing. Students with small surface wounds needed 40 percent more time to heal during final exams compared to those with similar wounds who weren't under pressure. "This is news to keep in mind if you're heading in for elective surgery," says Dr. Phillip Marucha. "Trying to get too much done beforehand could heighten stress and thereby slow recovery."

What Do Your Words Say About You?

The words you use say a lot about you. A strong vocabulary doesn't depend on your ability to slip words like "obstreperous" or "conterminous" into casual conversation, but simply using language that fully expresses what you're trying to say. Here are some tips for building a good vocabulary:

Read widely. The best way to learn new words is to expose yourself to them as much as possible. Don't limit yourself to industry journals and popular novels. Read magazines from outside your industry and books that challenge you with their language.

Use the dictionary. When you run across an unfamiliar word, look it up promptly. These days you can find the meanings of unfamiliar words easily on the Internet instead of paging through that massive edition of Webster's sitting on your bookshelf.

February Quiz Answer

Question: Which one of the following countries is **not** in South America? (a) Suriname (b) Ecuador (c) Nicaragua (d) Guyana

Answer: (c) Nicaragua

Source: www.worldatlas.com

Congratulations to Judy Siegel!

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!

March Quiz Question

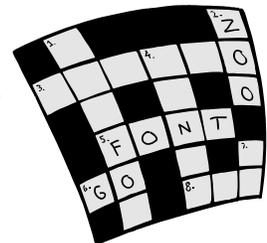
**Where is the Zonule
of Zinn found?**

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

Practice new words. Don't just read them silently; speak new words out loud so you're comfortable with them and can pronounce them correctly. Then look for opportunities to use them in conversation – not to draw attention to yourself, but to get into the habit of expanding your vocabulary.

Play word games. Take the occasional vocabulary quiz; work on crossword puzzles; play Scrabble or Boggle or any other word game you can find. You'll think about words differently and learn new ones as you go.



ALL BARLOW LISTINGS IN LEISURE VILLAGE

Address	Model	Price
17201 Village 17	Brentwood	\$217,000
17220 Village 17	Capri	\$224,900
9201 Village 9	Del Mar	\$242,000
42012 Village 42	Amalfi	\$300,000
17213 Village 17	Valencia	\$410,000
41055 Village 41	La Jolla	\$439,000

Information deemed reliable, but not guaranteed.

BARLOW RENTALS

Newport—\$1350 / month
 El Dorado I—\$1800 / month
 El Dorado I—\$1950 / 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—February 24, 2011

MODEL	#SOLD	Average Price	Low Price	High Price	Avg Mkt Days
Amalfi	-	-	-	-	-
Avalon	1	\$174,000	\$174,000	\$174,000	45
Balboa	-	-	-	-	-
Bel Air	-	-	-	-	-
Brentwood	-	-	-	-	-
Capri	1	\$220,000	\$220,000	\$220,000	107
Capri 2	-	-	-	-	-
Coronado	-	-	-	-	-
Coronado II	-	-	-	-	-
Coronado 2-C	-	-	-	-	-
Coronado I-C	-	-	-	-	-
Del Mar	1	\$214,000	\$214,000	\$214,000	139
El Dorado	-	-	-	-	-
El Dorado I	-	-	-	-	-
El Dorado II	-	-	-	-	-
Fiesta	-	-	-	-	-
Galaxy	1	\$272,000	\$272,000	\$272,000	170
Holmby	-	-	-	-	-
La Jolla	1	\$365,000	\$365,000	\$365,000	60
Monterey	-	-	-	-	-
Monterey I	-	-	-	-	-
Newport	-	-	-	-	-
Valencia	2	\$325,000	\$310,000	\$340,000	242
TOTAL	7				

Information deemed reliable, but not guaranteed.

ALL ACTIVE LISTINGS IN LEISURE VILLAGE

Based on information from the
 Ventura County MLS Corporation for
 February 24, 2011

#	Model	Price
1	Newport	\$199,000
2	Brentwood	\$215,000
3	Brentwood	\$217,000
4	Capri	\$224,900
5	Del Mar	\$225,000
6	Bel Air	\$229,900
7	Capri	\$235,000
8	Del Mar	\$239,000
9	Del Mar	\$240,000
10	Del Mar	\$242,000
11	Coronado I-C	\$245,000
12	Bel Air	\$245,900
13	Holmby I	\$262,900
14	El Dorado	\$265,000
15	Holmby II	\$281,000
16	El Dorado	\$295,000
17	Amalfi	\$300,000
18	El Dorado	\$310,000
19	El Dorado II	\$325,000
20	Amalfi	\$327,500
21	El Dorado	\$335,000
22	Amalfi	\$340,000
23	Coronado I-C	\$345,000
24	El Dorado	\$349,950
25	Amalfi	\$359,000
26	El Dorado	\$384,990
27	Valencia	\$410,000
28	La Jolla	\$439,000

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 Group—(805) 987-5755



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The Barlow Buzz

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 Camarillo CA 93012

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