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News to Help You Save Time & Money

April 2014

Can't Get It Right? Let Go

The story is told of a Zen monk who was asked to dedicate a temple by writing the words "The First Principle" using his best calligraphy for display above the main door.

The monk sat at his table and carefully made the symbols on a sheet of paper. But a Zen master looked at it and said, "That's no good. Can you try again?" The monk performed his calligraphic art a second time



with the master standing over him. Once he'd finished, the master again said, "No, that's still not good enough. Do it again."

The monk worked all afternoon and into the night, with the demanding master rejecting one attempt after another. He was close to exhaustion when the master finally stepped away to attend to other duties.

Relieved for a time from the pressure of observation, the monk sighed and mindlessly sketched the symbols again, without paying attention to the finer points of his art. The master returned a few minutes later, looked at the paper, and smiled. "That's perfect."

Paradoxically, I've found that sometimes letting go is the only way to get what I've been seeking!

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

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Made You Laugh

Comedian Will Rogers was meeting President Coolidge, who was said to have absolutely no sense of humor. Rogers bet a friend he could make the president laugh in 20 seconds or less.

A formal introduction was made: “Mr. President, may I introduce my friend, Mr. Will Rogers.” As they shook hands, Rogers made a quizzical face and said, “I’m sorry, I didn’t get your name?”

Coolidge burst out laughing, and Rogers won his bet.

Bring Out The Gnomes



“April showers bring May flowers,” which means it’s time to bring out the garden gnomes to tend the garden. But where did garden gnomes come from in the first place?

The first garden gnomes were made in Gräfenroda, a town known for ceramics in Thuringia, Germany in the mid-1800s. Philip Griebel made terracotta animals as decorations, and produced gnomes based on local myths as a way for people to enjoy the stories of the gnomes’ willingness to help in the garden at night. The garden gnome quickly spread across Germany and into France and England, and wherever gardening was a serious hobby.

Griebel’s descendants still make them and are the last of the German producers. Garden gnomes were first introduced to the United Kingdom in 1847 by Sir Charles Isham, when he brought 21 terracotta figures back from a trip to Germany and placed them as ornaments in the gardens of his home, Lamport Hall in Northamptonshire. Only one of the original batch of gnomes survives: Lampy, as he is known, is insured for one million pounds (about \$1.6 million US).

April Quiz Question

Q: *Who was the Benedictine monk who invented champagne?*

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

March Quiz Question

Q: *How far do most continents move each year?*

A: *About 0.6 inches or 1 - 2 centimeters or per year. North America is about 60 feet or 18 meters from where it was in our grandparents' youth.*

Congratulations to:
Fran Cohen

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!

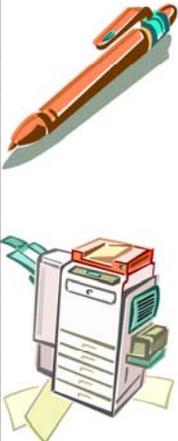
Physics Funnies

You don’t have to be a physicist to get a laugh out of these jokes—but it might help:

- A Higgs boson walked into a cathedral. The priest came up and said, “Excuse me, but we don’t allow Higgs bosons in here.”

The particle replied, “But without me, how can you have mass?”

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*



- A photon checked into a hotel. The clerk said, “Do you need help with your luggage?”
“Oh, I don’t have any luggage,” the photon said. “I’m traveling light.”
- The bartender said, “We don’t serve tachyons here.”
A tachyon walks into a bar.
- A cop stopped Schrodinger for speeding and asked to look in the car’s trunk. Then he walked to the front of the car and asked, “Sir, do you know there’s a dead cat in the trunk of your vehicle?”
Schrodinger said, “Well, I do now!”

How to Use An Extra \$50

A \$50 bonus may not seem like much, but these days every extra dollar can help you maintain your financial stability. Here are five ideas for making the most of a small bonus:

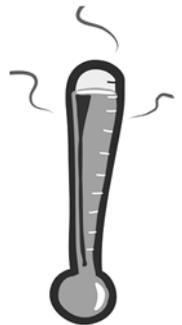
- Cut credit card debt. If you put \$50 toward a \$2,000 credit card balance, you’ll cut your payback time by four months if you usually pay a minimum of \$40 month. Using the \$50 toward the debt can save you \$103 in interest (at 16 percent).
- Buy financial management software. Use the \$50 to help you manage your money better by putting it toward some financial software like Quicken. It’ll help you keep better control of your checking account and help you identify other areas where you can save money.
- Buy a share or two of a stock. Just look for an online brokerage firm with low minimum account balance requirements and low commissions. Commissions are especially important to investors just starting out because even a \$10 fee can eat into what you have to invest.
- Look around the house and purchase or repair something that's been nagging at you. Bugged by a broken latch? Tired of your old shower curtain? Wish you had different pulls on your kitchen cabinets? Maybe that \$50 can give you a whole new look.

We are what we repeatedly do. Excellence, therefore, is not an act but a habit. ~ Aristotle

Thermogenic Foods Burn Fat

What is Thermogenic Food? It’s food that raises your metabolism slightly, helping to burn off calories. The best known of these foods are spicy peppers and green tea. But the actual thermogenic effects of those foods are fairly low—about 80 calories at most when consumed in high quantity.

In fact, the best way to get a thermogenic effect is to combine different foods. Since fat has the lowest thermogenic effect, and protein the highest, a diet that is low in fat plus high in lean protein will give you the greatest burn. In addition, lower your carbohydrates because excessive carbs convert to fat.



When you combine the right thermogenic foods with a few essential fats, plenty of green veggies, and a limited amount of starchy carbs, plus 20-minutes a day of moderate exercise (like taking a brisk walk) your body will become a fat burning machine and you won't feel deprived of foods.

There's A Phobia For Everything

Many people have phobias. Some of the more common types are arachnophobia (fear of spiders), acrophobia (fear of heights), ophidiophobia (fear of snakes), and agoraphobia (fear of open spaces or crowded, public places). But many people suffer from what may seem to others like bizarre phobias, including:

- Agyrophobia (fear of crossing the street)
- Pediophobia (fear of dolls) and related Automatonophobia (fear of a ventriloquist's dummy)
- Coulrophobia (fear of clowns)
- Scoleciphobia (fear of worms)
- Hippopotomonstrosesquippedaliophobia (ironically, fear of long words)



There are many more. In fact, the website *phobialist.com* lists hundreds of phobias, some so obscure that one wonders if they exist only in imagination. Of course they do.

Smile, It Makes You Happy

Smiling is not just a *response* to feeling happy—it can also *make* us happy. Our physical response to our feelings in turn affects our emotional states, and for many of us, it is easier to control our facial muscles than it is to control our minds. For this reason, there may be merit in faking a smile. This theory was originally named the “facial feedback hypothesis” and many studies have been undertaken to test the reality behind the façade.

Advocate Of The Month

Congratulations to our
Advocate Of The Month,

Jim Miller

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!**

For instance, researchers in Wales studied people who had Botox injections and experienced difficulty frowning as a result of paralyzed facial muscles. Those who did reported higher levels of joy than people who had no problem frowning, regardless of their actual levels of self-confidence. The researchers point to this as proof of the mind-body connection when it comes to happiness—if frowning can make you feel sadder, smiling can make you feel happier.

The reason this works is because your facial muscles give direct neurological feedback to your brain. If your smile is particularly big, you'll be working your orbicularis oculi, the muscle in the corner of your eyes. When this muscle gets flexed, your brain is even more convinced that you should be feeling good, because that muscle is only used when you are truly smiling.

Effective Writing Is Lean

Good writing commands attention and keeps readers engaged. Think “Less is more.” You’ve got to carve away the superfluous to get to the essentials, whether you’re telling a story or explaining a sales contest. Here are some pointers to keep your writing tight:

- Define your mission. What’s the purpose of your letter/memo/email/report? What are you trying to accomplish with your writing? If you have the end in mind, start there. Write the ending first, and then go back to the beginning and middle.
- Don’t be afraid to write several drafts. Then pare each subsequent draft by cutting unnecessary details, overly flowery descriptions, and empty phrases that don’t add anything to the content or that repeat something said elsewhere. Be ruthless.
- Tweak sentences. Consider each sentence individually. Look for redundancies, unnecessary details, and jargon. Can you eliminate words or substitute one word for three?
- Put it aside for a while, and then read it again. Can anything else be eliminated? Words? Sentences? Whole paragraphs? Does it convey the right tone?



Three Keys To Career Success

Before launching a career, remember these three foundations for achieving a satisfying long-term career:

- **Identify your strengths.** You can waste a lot of time pursuing goals that don’t allow you to do what you’re best at. That doesn’t mean you shouldn’t stretch and learn fresh skills so you can find new opportunities, but you’ll do best by putting your natural talents to work instead of ignoring or fighting them.
- **Be realistic.** Take a hard look at what you want to achieve, break it down into individual steps, and re-evaluate if you’re willing and able to follow through until the very end. If not, don’t be afraid to adjust your goals.
- **Sharpen your social skills.** Few people work in total isolation from the rest of humanity. Learn to speak with confidence, show genuine interest in other people, ask good questions, and persuade people without alienating them.

Why Kids Don’t Dress Warmly

It’s a battle most parents have fought: Small kids who won’t put on a coat when it’s cold outside, no matter how many times you tell them.

In very small children, the reason may be that their brains don’t plan and anticipate the way older people do. Studies conducted by the University of Colorado at Boulder suggest that preschoolers file information away but don’t use it to think ahead—Little Janie remembers where her coat is, but doesn’t think about putting it on until she’s outside and freezing.



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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

Instead of driving your children (and yourself) crazy insisting that they put on their jackets, try saying something like, "Your coat is in the closet when you decide to put it on." Most of the time, kids will quickly realize that they need warm clothing when they start feeling chilly, and they'll be able to find their coats quickly because they know where to look.

There's More Than One Way...

You should never assume there's only one way to get a job done. A writer on the NewsOK website tells the story of a friend working on Christmas cards with his wife and 6-year-old son.

The son's job was to lick stamps (this was a few years ago, before self-adhesive stamps were common) and put them on envelopes, but he didn't like the taste of the glue on the postage stamps. Still, after a while the child emerged from his room with every envelope stamped.



"But I thought you didn't like the way the stamp tasted when you licked it," one parent said.

"Yeah, it was yucky," the boy replied. "So I just licked the envelopes and then stuck on the stamps on."

Why To Hold Firm On Bed Time

Getting young children into bed at a reasonable hour is a struggle in many families. One good reason to stand your ground, though, comes from University College London (UCL). British researchers report that children with irregular bedtimes seem more likely to develop behavioral problems later in life.

UCL analyzed data on more than 10,000 children in the UK, studying sleeping habits at ages 3, 5, and 7. Children whose bedtimes weren't consistent had worse behavioral scores throughout their early childhood in such areas as hyperactivity, peer problems, and emotional difficulties. The good news, though, is the problem is reversible. Children who were put on a regular bed schedule showed clear behavioral improvement.



ALL BARLOW LISTINGS IN LEISURE VILLAGE

Address	Model	Price
18117 Village 18	Capri	\$320,000
26127 Village 26	Del Mar	\$329,000

Information deemed reliable, but not guaranteed.

BARLOW RENTALS

Capri—\$1600 / month

Visit our website for up to date information:

www.LeisureVillage.com

Information deemed reliable, but not guaranteed.

PROPERTY SOLD IN LEISURE VILLAGE 2014

Based on information from the Ventura County MLS Corporation for the period January 1, 2014— March 24, 2014

MODEL	#SOLD	Average Price	Low Price	High Price	Avg Mkt Days
Amalfi					
Avalon					
Balboa					
Bel Air	1	\$300,000	\$300,000	\$300,000	157
Brentwood	1	\$260,000	\$260,000	\$260,000	59
Capri	1	\$325,000	\$325,000	\$325,000	4
Capri 2	1	\$379,000	\$379,000	\$379,000	6
Coronado					
Coronado II	2	\$301,000	\$297,000	\$305,000	46
Coronado 2-C					
Coronado I-C					
Del Mar	1	\$312,500	\$312,500	\$312,500	16
El Dorado	3	\$391,700	\$375,000	\$410,000	60
El Dorado I					
El Dorado II					
Fiesta	1	\$323,400	\$323,400	\$323,400	182
Galaxy					
Holmby	3	\$325,700	\$315,000	\$337,000	78
La Jolla					
Monterey					
Monterey I					
Newport	1	\$300,000	\$300,000	\$300,000	115
Valencia	1	\$475,000	\$475,000	\$475,000	36
TOTAL	16				

Information deemed reliable, but not guaranteed.

ALL ACTIVE LISTINGS IN LEISURE VILLAGE

Based on information from the Ventura County MLS Corporation for March 24, 2014

#	Model	Price
1	Balboa	\$279,900
2	Monterey	\$290,000
3	Monterey	\$299,900
4	Capri	\$320,000
5	Capri	\$325,000
6	Del Mar	\$329,000
7	Holmby II	\$375,000
8	Amalfi	\$379,000
9	Valencia	\$410,000
10	Valencia	\$445,000
11	Valencia	\$545,000

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.



In order for April Showers to bring May Flowers, seeds must be first planted . . .

. . . What seeds are we planting each day?

Hard work, honesty, and service are our focus.

Remember, We reap what we sow!



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