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News to Help You Save Time & Money

May 2014

Don't Change Your Nature

A very old man used to meditate early every morning under a large tree on the bank of the Ganges River in India. One morning he saw a scorpion flailing helplessly in the strong current of the river, tangled in a complex network of tree roots.

The old man immediately reached out to rescue the drowning scorpion. The panicked animal tried to sting him, but the man persisted. For several minutes his hand darted back and forth,



evading the scorpion's deadly stinger as he tried to rescue it.

A passerby saw the struggle and called out. "Hey, old man, what's wrong with you? You're going to get yourself killed. Just let it go."

The man sat back and looked calmly into the stranger's eyes. "Friend," he said. "It is the nature of the scorpion to sting. It is my nature to save the helpless. I do not expect him to change his nature to suit me, nor will I change my nature to suit him."

It is a confident person who stays true to their nature when being pressured to change.

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Information for YOUR Community
The Barlow Group—(805) 987-5755

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Mother Sets The Tone

“Yes, I know—you walked five miles to school, barefoot in the snow, and it was uphill... both ways!”

That’s how I sometimes tease a friend whose memories of the Depression are dark and difficult. My own recollections of those days are much more upbeat. Why the difference?

Thinking about it now, I realize that my mother set the tone of our lives back then. The Depression and all its deprivation might have entered our St. Paul, Nebraska home...but Mother never let it enter our hearts.

How could I not feel the joy of life when we were having so much fun “skating” on our dining room floor? After she rubbed paste wax on the surface, we’d don heavy socks and do the polishing by skating and dancing on it.

Mother fought dullness with beauty. She used my watercolors to paint pictures on plain white paper, turning it into colorful wrappings for homemade gifts. She always managed to find paint to brighten our kitchen. When she painted the trim on the kitchen table and chairs, she also painted the wooden handles of large spoons and other utensils.

Even when doing the toughest chores, Mother had a way of having fun. I remember how we struggled to bring in frozen clothes from the line during winter.

Instead of complaining about our stinging hands, we’d laugh and prop the stiff clothes on chairs like people until the clothing thawed.

And she was a brave woman. During those hard times, Mother must have felt discouragement and worry...and she probably cried some secret tears. But she was determined that our lives would be full of pleasant memories. ~by Venus Bardanouve, excerpted from *Reminisce Magazine* online

Mother’s Day: Sunday May 11

Red Spot Mystery Solved

The Great Red Spot of Jupiter has long puzzled astronomers. A storm in Jupiter’s atmosphere has kept it going for almost two hundred years—why has it persisted?

May Quiz Question

Q: *Are humans precocial or altricial?*

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

April Quiz Question

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

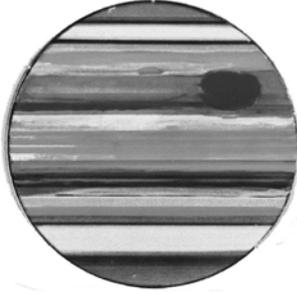
A: *Dom Perignon.*

Congratulations to:

Al Gladstone

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!



Scientists now think they know the answer. Instead of just a turbulent mass of gases swirling horizontally over the planet (which would sustain the spot for only a few decades), gases spouting vertically seem to be responsible for the spot's longevity.

Earlier analyses of the Jovian winds discounted the effects of vertical plumes. But a team of astronomers from the University of California at Berkeley and Harvard calculated precise wind speeds for the vertical streams, and found that they could keep the Great Red Spot going for as long as 800 years. Gases spewing from the top and bottom of the spot loop around, picking up energy from jet streams and then diving back into the conflagration in an activity that keeps the storm—and the spot—constantly replenished.

Eating Smart

Want to get smarter? Watch what you eat. No guarantees, but try some of these mental boosters:

- Walnuts. A Spanish study found that people who eat a small handful of walnuts each day saw their memory improve by 19 percent.
- Spinach. The magnesium in Popeye's favorite food may not make you instantly stronger, but it can increase the blood flow to your brain.
- Mussels. Mussels provide high levels of vitamin B12, which can help insulate your brain cells as you age.
- Asparagus. Eating your vegetables is good for you. Asparagus is packed with folate, which can decrease the risk of depression.

A mother is a person who, seeing there are only four pieces of pie for five people, promptly announces she never did care for pie. ~Unknown

Question Assumptions

Here's why you should always question your assumptions:

Late at night, a doctor's phone rang. He answered it groggily. "Hello?"

"Dr. Jones? This is Dave Mitchell. I'm sorry to call so late, but my wife has this sharp pain in her side. It's tender when I touch it, and I wonder if I should take her to the hospital."

The doctor recognized his patient's voice. "That's all right, Dave. Just give her a few aspirin; I'm sure she'll be fine."

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*



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987-5755
www.dave-mitchell.com

Dave called back a few minutes later. “Doctor, are you sure about this? My wife thinks it might be appendicitis.”

“It’s not appendicitis,” the doctor said curtly. “Maybe it’s something she ate.”

“How can you be sure?”

“Because I removed your wife’s appendix seven or eight years ago. I remember it clearly. And no one grows a second appendix.”

Dave paused. “Yes, but some people have a second wife.”

The Origin of Vaccinations

Vaccinations can be controversial, but the practice developed as a successful response to a deadly disease—smallpox. An epidemic hastened the decline of the Roman Empire, killing 7 million people in A.D. 108, and the disease decimated native and immigrant populations in the New World. During the 18th century, 400,000 Europeans died of smallpox, and survivors were often left blind or disfigured.

Physicians and family noticed that survivors of smallpox were immune to the disease afterward. Travelers to Western Europe from Turkey in the 18th century reported the success of a procedure in which smallpox was introduced into the body of a healthy individual, who then became immune to the disease.

The British aristocrat Lady Mary Wortley Montague, who had suffered facial scars from smallpox, had her 5-year-old son inoculated against the disease when her husband was stationed at a diplomatic post in Istanbul. Upon her return to England, she had the embassy physician, Chares Maitland, demonstrate the effectiveness of the practice by having her 4-year-old inoculated in the presence of royal court physicians.

The term “vaccination” comes from Edward Jenner, an 18th-century British physician who experimented with cowpox, a less-threatening disease that appeared to confer immunity from smallpox. The word derives from the Latin “vaca,” which means “cow.” In the 19th century, French scientist Louis Pasteur further developed the technique to prevent the spread of anthrax.



Noticing More Tattoos Lately?

Tattoos used to be associated with images of sailors and motorcycle gangs, but they’re more common than ever these days. According to Harris Interactive, one in five adults had a tattoo in 2012, up from 16 percent in 2003 and 14 percent in 2008. We spend about \$1.65 billion getting tattooed annually.



Some stereotypes persist, however: Harris found that 45 percent of respondents find people with tattoos less attractive, and 27 percent believe that tattooed people are less intelligent. Still, 86 percent of people with tattoos say they’ve never regretted their ink.

Sam Walton's "Secrets"

Whatever you might think of Wal-Mart, founder Sam Walton was a remarkable businessman. Here are 10 of the key principles Walton followed, as recounted in *Sam Walton: Made in America, My Story*, by Sam Walton, co-authored with J. Huey (Doubleday):

- Believe in what you do. If you dedicate yourself to work that you love and doing the best you can, your enthusiasm will be contagious.
- Treat your workers like partners. Share your profits fairly and team up with everyone in your company to perform and excel together.
- Motivate with more than money. People respond more powerfully to other incentives.
- Communicate everything. The more your team members know, the more they'll be able to do for the company and the better they'll be able to do it.
- Show your appreciation. There's no replacement for sincere praise, and no more cost-effective motivational tool.
- Lighten up. Don't take yourself too seriously. Take some time to have fun and let others have fun along with you.
- Listen to your partners. Look for ways to encourage your employees to talk to you.
- Surprise your customers. Give them something extra to show your appreciation for their business. Listen to their complaints and correct them promptly and cheerfully.
- Watch your expenses. You can overcome almost any setback if you're using your money efficiently and not wasting any.
- March to your own beat. Don't follow conventional wisdom.

Advocate Of The Month

Congratulations to our Advocate Of The Month,

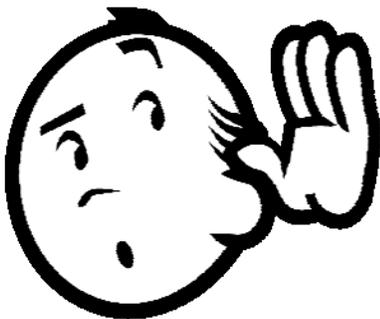
Steve Welch

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!



Listen Between The Lines

A young man who was constantly quarreling with his wife sought advice from a trusted uncle. His uncle advised him, "You have to learn to listen to her."

The man went home and did his best. A month later he returned and told his uncle, "It's no better, and I've been listening to every word she says."

The uncle smiled. "Now go back and listen to every word she isn't saying."

Your Device Can Make You Sick

Computers, tablets, smartphones, and other electronic gadgets make our lives easier in many ways. But can they also endanger your health? Doctors and scientists are increasingly alert to new kinds of illnesses that appear to be connected to our growing addiction to technology:

- **Cybersickness.** Screens that provide the illusion of three-dimensional imaging can cause vertigo, nausea, and migraines in some people.
- **Laptop thigh, or “toasted-skin syndrome.”** The heat of a laptop (which can reach 100 degrees or more on the lower casing) is said to have burned the legs of a small number of users.
- **Nomophobia.** One study found that 66 percent of users experience fear of being separated from their phones for even a short time.
- **Phantom vibration syndrome.** The sensation that one’s mobile phone is ringing or vibrating even though no call is actually coming through may affect seven in 10 cell phone users.



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- **Texting thumb.** Excessive texting with one’s thumbs can cause tendonitis. The condition is on the rise, according to orthopedists.

*My mother had a great deal of trouble with me,
but I think she enjoyed it. ~Mark Twain*

Can Type 2 Diabetes Be Reversed?

Type 2 diabetes, also known as adult onset diabetes, is typically manageable, and drugs aren’t always necessary. A diet low in sugar, saturated fats, and trans fatty acids, along with moderate aerobic exercise can reduce symptoms.

But can type 2 diabetes be reversed?

If "reversing" means that we don't need medication anymore, that's possible for some people, provided they have not had diabetes for long and have fewer genetic factors involved.

The best prescription for reducing the effects of type 2 diabetes include getting regular sleep, reducing intake of sugar, and losing extra weight, especially around the waistline.

ALL BARLOW LISTINGS IN LEISURE VILLAGE

Address	Model	Price
26127 Village 26	Del Mar	\$329,000
39037 Village 39	Holmby II	\$339,000
38101 Village 38	Amalfi	\$395,000
7410 Village 7	El Dorado	\$395,000
26140 Village 26	El Dorado	\$419,000
24131 Village 24	El Dorado II	\$419,900
25336 Village 25	El Dorado I	\$479,000

Information deemed reliable, but not guaranteed.

BARLOW RENTALS

None at time of printing

Watch our postings at
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— April 28, 2014

MODEL	#SOLD	Average Price	Low Price	High Price	Avg Mkt Days
Amalfi					
Avalon					
Balboa					
Bel Air	4	\$290,600	\$270,000	\$300,000	103
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	3	\$314,000	\$297,000	\$340,000	44
Coronado 2-C					
Coronado I-C					
Del Mar	3	\$311,500	\$277,000	\$345,000	57
El Dorado	4	\$413,500	\$375,000	\$479,000	48
El Dorado I					
El Dorado II					
Fiesta	1	\$323,400	\$323,400	\$323,400	182
Galaxy	1	\$340,000	\$340,000	\$340,000	21
Holmby	5	\$336,400	\$315,000	\$370,000	61
La Jolla					
Monterey					
Monterey I					
Newport	2	\$280,000	\$260,000	\$300,000	143
Valencia	5	\$446,000	\$405,000	\$475,000	86
TOTAL	31				

Information deemed reliable, but not guaranteed.

ALL ACTIVE LISTINGS IN LEISURE VILLAGE

Based on information from the Ventura County MLS Corporation for April 28, 2014

#	Model	Price
1	Balboa	\$279,900
2	Monterey	\$299,900
3	Coronado II	\$300,000
4	Monterey	\$309,900
5	Coronado II	\$319,500
6	Del Mar	\$329,000
7	Holmby II	\$339,000
8	Coronado II	\$339,900
9	Holmby II	\$349,000
10	Del Mar	\$349,000
11	Coronado II	\$389,000
12	Amalfi	\$395,000
13	El Dorado	\$395,000
14	El Dorado	\$419,000
15	El Dorado II	\$419,900
16	El Dorado I	\$479,000
17	Valencia	\$525,000

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.

HOW DO YOU CELEBRATE YOUR MOTHER?

Notes, flowers, breakfast, gifts, time...we recommend all of the above.



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