

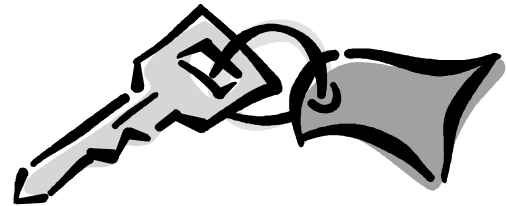


YOUR REAL ESTATE CONSULTANTS FOR LIFE!

News to Help You Save Time & Money

February 2008

How Important Is Packaging?



A young man was getting ready to graduate from college. For many months he'd admired a beautiful sports car in a dealer's showroom, and knowing his father could well afford it, he told him that was all he wanted.

On graduation morning, the young man's father called him into his private study. His father told him how proud he was to have such a fine son, and how much he loved him. He handed his son a beautifully wrapped gift box. Curious, but somewhat disappointed, the young man opened the box and found a lovely, leather-bound Bible, with his name embossed in gold on the cover. "With all your money," he said angrily, "you give me a Bible?" He stormed out of the house, leaving the Bible behind.

Many years passed and the young man was very successful in business. He had a beautiful home and a wonderful family. He thought of his father often, and how he hadn't seen him since that

www.LeisureVillage.com
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 The Barlow Group—(805) 987-5755

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graduation morning. Then one day he received a telephone call telling him his father had passed away. His father had willed all of his possessions to his son, and he was asked to come immediately and take care of things.

When he arrived at his father's house, sadness and regret filled his heart. He began to search through his father's important papers and saw the still-new Bible, just as he had left it years ago. He opened the Bible and began to turn the pages. As he did so, a car key dropped from the back of the Bible. It had a tag with the dealer's name, the same dealer with the sports car he'd desired. On the tag was the date of his graduation, and the words *Paid in Full*.

Are you missing out on blessings because you're focused on how they're wrapped?

Steve Barlow

On Valentine's Day

Valentine's Day is February 14, and if romantic music is part of your plans, here's a Top 12 list of love songs spanning 80 years and the many moods of love:

- "Someone to Watch Over Me," Rosemary Clooney
- "Night and Day," Fred Astaire
- "Unchained Melody," Righteous Brothers
- "First Time Ever I Saw Your Face," Roberta Flack
- "Cherish," The Association
- "Can't Help Falling in Love with You," Elvis Presley
- "Your Song," Elton John
- "I Will Always Love You," Dolly Parton
- "In Your Eyes," Peter Gabriel
- "Just the Way You Are," Billy Joel
- "We've Only Just Begun," The Carpenters
- "Come Away with Me," Nora Jones



Life Is Often The Best Teacher

The vicissitudes of life and the workplace are sometimes our best teachers.

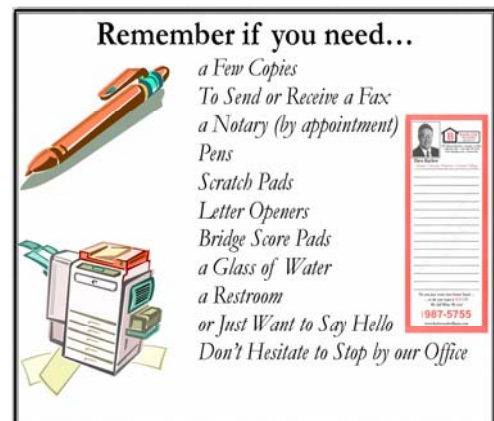
Often the lesson comes from words spoken at the right time and in the right way from someone in the know, which can lead us to a solution we couldn't see before we experienced the difficulty.

Many philosophies and religions postulate that life usually teaches what we need to know. Keeping an open mind is important when you're struggling with a particularly difficult problem. A person, event or experience can put you in the realm of learning if you stay open to what you can learn. Hence the adage, "When the student is ready, the teacher appears." So, don't be intimidated when a problem arises. Instead, ask yourself what can be learned from the situation at hand.

Email Etiquette

The next time you compose an email, ask yourself these questions before you hit the *Send* button:

1. Do I really need to send this email?
2. Did I use an appropriate subject line?
3. Did I get to my point quickly enough without sounding rude?
4. Is my language as clear as it can be?
5. Did I say too much and veer away from what's really



important?

6. Did I get my facts straight?
7. Did I use correct capitalization and grammar?
8. Did I make a joke and is it appropriate? Might it still fall flat when it lands on someone else's screen?
9. Did I check my spelling?
10. Did I read what I wrote after I finished composing it?

Advocate Of The Month

Congratulations to our
Advocate Of The Month,
Estella Bjel

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!**

Celebrating Black History Month

Did you know that Black History Month was originated in 1926 by Carter Godwin Woodson as Negro History Week, and then expanded to the full month of February in honor of Frederick Douglass and Abraham Lincoln, who were both born in that month?

That's just one of "101 Fast Facts" at <http://www.biography.com/blackhistory>. Here are some other fascinating Fast Facts:

Record Breakers:

Music composer and producer Quincy Jones (1933-) is the most Grammy-nominated artist in the history of the awards, with 76 nominations and 26 awards.

Wilma Rudolph (1940-1994) was born the 20th of 22 children, and stricken with polio as a child. She not only overcame polio but broke world records in three Olympic track events, and was the first American woman to win three gold medals at the Olympics (1960).

Inventors:

In 1872, Elijah McCoy (1843-1929) invented an automatic lubricator for oiling steam engines. The term "the real McCoy" is believed to be a reference about the reliability of Elijah's McCoy's invention.



Andrew Jackson Beard (1849-1921) invented the "Jenny Coupler" which allowed train cars to hook themselves together when they were bumped into one another. The device is still used today.

Little Known:

Muhammad Ali (1942-) was named after his father, who was named after the

January Quiz Answer

Question: Which human organ produces insulin?

Answer: Pancreas.

Source: www.cancerhelp.org.uk

Congratulations to *Bill Roffler, V6*.

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

19th-century abolitionist and politician Cassius Marcellus Clay.

Jockey Isaac Murphy (1861-1896) was the first to win three Derbys and the only jockey to win the Kentucky Derby, the Kentucky Oaks, and the Clark Handicap in the same year.

Firsts:

Matthew Henson (1867-1955) was part of the first successful U.S. expedition to the North Pole (1909).

Charles H. Turner (1867-1923), a zoologist and educator, was the first person to discover that insects can hear.

Visit <http://www.biography.com/blackhistory> for more Fast Facts, bios, photos, videos, and reasons to celebrate Black History Month.

A Family That Eats Together...

In these busy times, when something has to give, it's often the family mealtime. But family meals are a time of strengthening family ties, keeping track of your children's lives, and can lead to better physical and mental health for your children. Shared meals can offer

Better communication – an opportunity to update each other on what's going on with school, jobs and friends.

Stronger family bond – the time together promotes a feeling of being needed and belonging.

Shared learning – from table manners and social skills to family values and basic cooking skills.

Improved nutrition at reduced cost – when families eat together the meals tend to be more nutritious; studies show that those who ate meals with families as adolescents were more likely

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For all your mortgage planning needs

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to eat fruit, dark green and orange vegetables, and drink fewer soft drinks as young adults. And shopping for family-sized meals can save money.

Here are some tips for making family mealtime a pleasant and fun experience:

- Make family meals a priority.
- Aim for four or more meals a week.
- Be flexible about when and where you eat – at home, in a restaurant, in a park, near the playing field.
- Cook it quick and eat it slow.
- Respect each individual’s right to decide how much to eat.
- Work toward happy, relaxing conversations.
- Ask for family members’ menu suggestions, then shop for food and cook together, and clean up together.
- Take telephone calls later.
- Turn the TV off.
- Keep a sense of humor and laugh a lot.

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!

**Ruth Wilson
(Happy To Serve You Again)
Ray Casner
Cara Johnson and Family
Lane and Margaret Petersen**

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

How To Slow Down And Listen

Do you ever find your mind wandering when someone is talking to you? No, you’re not abnormal and you don’t have attention deficit disorder.

Most people speak at an average rate of about 120 words a minute, but most people can *listen* about four times faster. So, your mind fills in the gaps by thinking of other things.

Be aware of this and try to “slow down” your listening. Work on staying focused, so you can really comprehend everything the speaker is saying.

Daffy Definitions

If a “homonym” is a word with more than one meaning, do

HAPPY ANNIVERSARY TO YOUR HOME!

- ☺ Gladys Budlong
- ☺ Caren French
- ☺ Bob Haggarty
- ☺ Ilya & Gina Keslin
- ☺ Andrea Kobliner
- ☺ George & Alda Kroll
- ☺ Milana Piliper
- ☺ Joanne Price
- ☺ Eileen Splinter
- ☺ Gordon & Bettie Twa
- ☺ Ruth Wilson
- ☺ Patricia Worthen

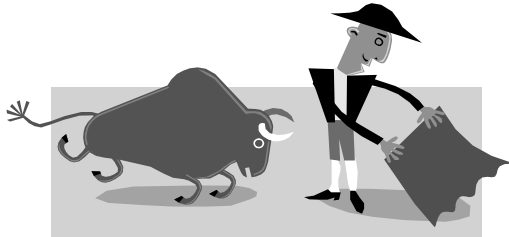
these words qualify?

ARBITRATOR: A cook who leaves Arby's to work at McDonalds.

AVOIDABLE: What a bullfighter tries to do.

BERNADETTE: The act of torching a mortgage.

BURGLARIZE: What a crook sees with.



CONTROL: A short, ugly inmate.

COUNTERFEITERS: Workers who put together kitchen cabinets.

ECLIPSE: What a barber does for a living.

EYEDROPPER: A clumsy ophthalmologist.

HEROES: What a guy in a boat does.

LEFTBANK: What the robber did when his bag was full of money.

MISTY: How golfers create divots.

PARADOX: Two physicians.

PARASITES: What you see from the top of the Eiffel Tower.

PHARMACIST: A helper on the farm.

POLARIZE: What penguins see with.

PRIMATE: Removing your spouse from in front of the TV.

RELIEF: What trees do in the Spring.

RUBBERNECK: What you do to relax your wife.

SELFISH: What the owner of a seafood store does.

SUDAFED: A litigation brought against a government official.

February Quiz Question

Who was the first African-American woman to receive a medical degree in the U.S.?

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

What A Gift!

How often do you say, "If only I had more time..."? Well, in February, you do!

2008 is a Leap Year, and that means 29 days in February instead of 28. If you're over 12 you've been through enough Leap Years not to give them much thought, but do you know why Leap Years are a part of our lives?

If you're curious, you can spend a few minutes on the Internet learning about the whys and hows of Leap Year. Better yet, why not spend few minutes planning how you'll use this gift of extra time? For instance...

Have a Leap Day party. February 29 is a Friday – what a great way to start your weekend!

Turn off your cell phone and take a nap. When was the last time you did that?

Spend a few hours volunteering. You'll feel so good, you just might want to do it again.

Spend time with a friend or family member you haven't see for awhile. Someone you said "I'll be in touch" to, but somehow, just haven't.

Rent a video, read a book, get a massage, whatever you wish you "only had more time" to do. Make the most of this gift of extra time – the next Leap Year isn't until 2012.

ALL CURRENT LEISURE VILLAGE LISTINGS

As of January 21, 2008 there are 47 homes for sale in Leisure Village. Prices range from \$245,900—\$550,000. Here is the list by models:

Amalfi—4	Avalon—0	Balboa—0
Bel Air—1	Brentwood—3	Capri—3
Coronado—5	Del Mar—2	El Dorado—12
Galaxy—2	Holmby—4	La Jolla—4
Monterey—3	Newport—0	Valencia—4

Information deemed reliable, but not guaranteed.

RENTALS

Brentwood—\$1400 / month
Newport—\$1450 / month
Capri—\$1400 / month
Capri—\$1550 / month
Holmby—\$1650 / month
El Dorado—\$1775 / month

Information deemed reliable, but not guaranteed.

PROPERTY SOLD IN LEISURE VILLAGE 2008

Based on information from the
Ventura County MLS Corporation for the period
January 1, 2008 to January 21, 2008

MODEL	#SOLD	Average Price	Low Price	High Price	Avg Mkt Days
Amalfi	1	\$340,000	\$340,000	\$340,000	124
Avalon	-	-	-	-	-
Balboa	1	\$195,000	\$195,000	\$195,000	26
Bel Air	-	-	-	-	-
Brentwood	-	-	-	-	-
Capri	2	\$287,500	\$270,000	\$305,000	125
Capri 2	-	-	-	-	-
Coronado	-	-	-	-	-
Coronado II	-	-	-	-	-
Coronado I-C	-	-	-	-	-
Del Mar	-	-	-	-	-
El Dorado	-	-	-	-	-
El Dorado I	-	-	-	-	-
El Dorado II	-	-	-	-	-
Fiesta	-	-	-	-	-
Galaxy	-	-	-	-	-
Holmby	-	-	-	-	-
La Jolla	1	\$490,000	\$490,000	\$490,000	99
Monterey	-	-	-	-	-
Monterey I	-	-	-	-	-
Newport	-	-	-	-	-
Valencia	1	\$440,000	\$440,000	\$440,000	63
TOTAL	6				

Information deemed reliable, but not guaranteed.

ALL BARLOW LISTINGS IN LEISURE VILLAGE

Based on information from the
Ventura County MLS Corporation for
January 21, 2008

Address	Model	Price
31109 Village 31	Brentwood	\$274,950
11233 Village 11	Del Mar	\$279,000
1111 Village 1	Coronado II	\$295,995
41082 Village 41	Capri	\$314,900
35207 Village 35	Holmby	\$319,000
3222 Village 3	Coronado I-C	\$325,000
14114 Village 14	El Dorado	\$365,000
6312 Village 6	Galaxy	\$385,000
24102 Village 24	El Dorado	\$389,000
33224 Village 33	Amalfi	\$394,000
25321 Village 25	El Dorado	\$419,900
42002 Village 42	Valencia	\$465,000
29201 Village 29	La Jolla	\$490,000

In Escrow

34145 Village 34	Holmby	\$357,900
19233 Village 19	Holmby	\$359,900
8114 Village 8	El Dorado	\$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.

Referral Reward Program

We want to thank those of you who have participated in the Client Referral program! Marketing for new clients costs us tons of time, money and energy. Like any company, we need new clients to stay in business. Over the years we've found that looking for new clients takes away from the time we would rather be spending with you and for you, and out with other clients.

If we helped you in the sale of or purchase of real estate, you know how well we serve our clients. If you refer your friends and relatives to us, everybody benefits. We can serve you better. We send you a nice gift. And we assure you that we'll take the very best care of any friends or family you refer to us.

For more information about our Referral Reward Program, just give us a call at 805-987-5755. It's a great program where, as our way of saying "thanks," we send you a token of our appreciation for recommending our services.

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