



YOUR REAL ESTATE CONSULTANTS FOR LIFE!

News to Help You Save Time & Money

March 2007

The Secret Of Kinko's

Chances are good you've been to a Kinko's – there are over 1,500 of them worldwide. But did you know that Kinko's was started by a self-described “hyperactive dyslexic” who failed second and ninth grades?

Despite the challenges he faced in school, Kinko's founder Paul Orfalea persevered and went on to graduate from the University of Southern California. While he was a student he noticed a copy machine in the library and realized that few people had easy access to this new technology. In 1970 he followed his entrepreneurial leanings and with a \$5,000 loan, opened the first Kinko's near the USC campus. The 100-square-foot space was in the back of a hamburger stand, so cramped that the copy machine had to be lugged out onto the sidewalk each day! And the company name? “Kinko” was Paul's nickname, his college friends' tribute to his wildly curly hair.



Paul's strategy of “see a need and fill it” – selling copies and school supplies to students – was so successful that by the close of the 1970s Kinko's had 80 stores, located primarily near colleges and universities.

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

By the end of the 1980s the company had expanded to service the small office/home office market with over 400 stores, and in the late 1990s and early 21st century Kinko's made *Fortune* magazine's list of the “100 Best Companies to Work For in America,” *Forbes* list of “500 Biggest Private Companies,” and *Working Mother* magazine's list of “Best Companies for Working Mothers.”

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In 2004 the FedEx Corporation acquired Kinko's, and today Paul Orfalea is involved in a variety of business ventures, teaching, public speaking, and philanthropic activities that help kids facing the same learning challenges that he once faced.

Now that's how you turn obstacles – into opportunities!

Steve Barlow

Cranberry Cure?

Researchers are finally starting to understand how cranberry juice can fight a host of human illnesses, many of which are caused by E. coli bacteria, including urinary tract infections. Scientists have found that compounds (tannins) in cranberry juice can render E. coli bacteria incapable of initiating an infection. Researchers at Worcester Polytechnic Institute, for example, say that the cranberry may offer an alternative to antibiotic treatment to combat E. coli in the future.

Annually, about eight million people are affected by urinary tract infections. Researchers have suspected that something in cranberry juice stopped bacteria from adhering to the lining of the urinary tract, and now they're able to see how this interference to adhesion takes place.

On the molecular level, the tannins in cranberry juice cause the shape of the bacteria to change from rods to spheres. The tannins also alter the bacterial cell membranes, and that makes it difficult for the bacteria to make contact with the cells, or from latching on if they do make contact. The higher the concentration of cranberry juice, the stronger the effects were on the bacteria, indicating that whole cranberry products would have better results than diluted products.

The use of cranberries as powerful antibacterial agents is great news since there is much concern about the overuse of antibiotics.

How Much To Tip?

"TIP" is an acronym To Insure Promptness. Tipping is not mandatory, with the exception of restaurants that add a tip to the bill for larger groups (generally eight or more people), and hotels that include a tip in your room service bill (so it's a good idea to check the bill before signing it). Tipping is at your discretion and should be regarded as a reward for good or superlative service.

HAPPY ANNIVERSARY TO YOUR HOME!

- ☺ Jean Clements
- ☺ Gil & Rita Cooperman
- ☺ Jerry & Catherine Friedman
 - ☺ Phyllis Gee
 - ☺ James Graham
 - ☺ Eleanor Henke
 - ☺ Ruth Kaptan
- ☺ Paul & Terry Lichtman
 - ☺ Irene Merchant
 - ☺ Eleanor Thomas

February Quiz Answer

Question: What is Europe's largest active volcano?

Answer: Mount Etna

Source: www.time.com

Congratulations to *David Harris, V3*.

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!

Here are some basic guidelines for tipping appropriately in various situations; you should feel free to adjust your tip based on level of service.

Server at a full-service restaurant – 15% to 20% of your pre-tax bill. If you've used a discount or received any free items, tip on the amount that your bill would have come to if you'd paid full price. If your party is large or placing many special requests, you should increase your tip appropriately. **Sommelier** – 15% to 20% of your total wine expenditures. **Delivery person for individual home food delivery** – 5% to 10% of the total bill. **Take Out** – If the restaurant features carryout meals, 10%. If the restaurant is typically only a sit-down location, tip at least 15% for the effort.

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!

Kristin Meredith
Frank & Merle Strauss
(referred by Reva Shpiner)
Paul & Terry Lichtman
(Happy To Serve You Again)
Peter Soli
David & Tobi Ferber
(Happy To Serve You Again)
Susan Galloway

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.

Valet Parking – \$1 to \$2 per car. **Taxi** – 10% to 15% of the total fare. **Limos** – 15% to 20% of the total bill.

At the airport – skycaps, \$1 to \$2 per bag. Long-term parking shuttle driver – \$1 to \$2 per bag if the driver assists you with your bags. If you’re traveling with crutches or a wheelchair or you need special assistance from airport staff, a few dollars to the employee is appropriate.

At the salon or spa – stylist and colorist, 15% to 20% of the total bill each. Shampoo tech, \$1 to \$2. Nail tech, 15% to 20% of the total bill. Massage therapist, 10% to 20% per massage. Aesthetician – 10% to 20% per service.

At the hotel – room service, 10% to 15% of the bill, unless the tip has already been included.



Bellman, \$1 to \$2 for delivering bags to your room and again if he or she assists you when you check out. Maid, for stays of more than one night, \$1 to \$10 per night, depending on how expensive the room is and how messy you are. Leave the maid’s tip in the hotel room in a marked envelope.

Why Headphones Cause Hearing Loss

According to *InformationWeek*, earbud-style headphones can cause serious hearing loss. Northwestern University professor and audiologist Dean Garstecki said that earbuds could raise the signal by six to nine decibels – the difference between the sound of a vacuum cleaner and a motorcycle.

Earbuds are the type of headphones that rest inside the ear and are often packaged with personal electronic devices, often for listening to music. Garstecki says that just one hour of high-volume listening with these devices can cause permanent damage.

What should people who use these devices do to reduce their chances of hearing loss? Garstecki recommends limiting listening time to no more than one hour per day, switching to over-the-ear headphones, and turning the volume down – way down.

Lifesaving Information

One question every person should ask themselves annually is, “Have I replaced the batteries in the smoke alarm this year?” If you haven’t, write yourself a note right now so it doesn’t slip your mind. Buy the batteries and replace them immediately. Don’t put the batteries aside to “do it later.” As soon as you get home from the store, put the batteries into your smoke alarm. Those batteries, small

Reminder:
Daylight Saving Time
begins March 11 – set your
clocks forward one hour.



as they are, could save your life and those of your loved ones.

Many people find it easy to remember their annual battery-changing day by scheduling it on their birthday, wedding anniversary, when Daylight Saving Time begins (or ends), or Super Bowl Sunday. Whatever day you choose, make this a habit.

How To Break Bad Habits

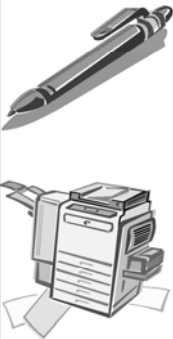
If you're like most people, you probably have a bad habit or two that you'd like to get rid of. Habits are reacting or doing something automatically that helps us reduce stress. Habits are usually a way of comforting ourselves, but sometimes they can get in the way of our relationships or cause pain for ourselves and others. For instance, some people have a drink to relieve stress, and after the drink they sometimes become less sensitive to others' feelings. Others bite their fingernails when they're nervous, which doesn't look professional, and some people smoke when they're stressed, which gives them something to do other than focus on how they feel – and this can be dangerous to their health.

Once you're aware that you have a bad habit, how do you go about breaking it? Follow these tips to raise your awareness and have a better chance of success:

Keep a journal. Record how many times a day you catch yourself in your habit and how you feel when you resort to automatic behavior. This will help you see what purpose your habit is serving for you.

Focus on breaking one habit at a time. Sometimes people make resolutions to quit all their bad habits at once. While this is admirable, it can also be unrealistic for some people. The best approach is usually to knock out one habit at a time. Pick the habit that you most want to rid yourself of and then start your program to change only that one.

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*



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 needs
 (805) 482-0339

GREEN'S TERMITE
For all your pest control needs
 (805) 642-2177

NMS MOVING SYSTEMS
For all your moving needs
 (805) 483-2497

GOSE, LECHMAN & LUND
For all your estate planning needs
 (805) 389-7374

PINNACLE FINANCIAL
For all your mortgage planning needs
 (805) 389-0282

Be kind and understanding of yourself. Try to think of yourself as you would a young child you were trying to teach something. Be forgiving and patient, but determined to help yourself succeed. Stay away from negative self-talk. Don't degrade yourself if you slip or fail in your attempts. Reward yourself for at least trying to improve and get back to the business of breaking your habit.

Why Teens Have More Accidents

While teens' bodies develop fully by the time puberty is over, the brain has a ways to go before it's done with development, according to *Chicago Tribune* writer Ronald Kotulak in a piece titled *Driven to Distraction*.

Kotulak says it's this mismatch – a fully developed body coupled with a still-developing brain – that's a key factor to

March Quiz Question

Who was the first woman to command a Space Shuttle mission?

Everyone who faxes, e-mails or calls in the correct answer by the 20th 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

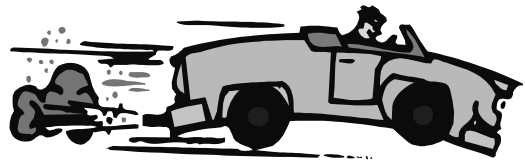
the number one cause of death among adolescents: motor vehicle accidents.

Using MRI scans, scientists are finding that adolescents are undergoing a biological makeover that includes massive synaptic growth in the brain. This renovation of the brain is not complete until sometime in the mid-20s, scientists now believe. This new information explains a lot about teens. Teens are often able to reason just as well as adults, so parents and other adults often wonder why teens make such bad decisions. Scientists now know that a teen's reasoning can be easily overrun by out-of-control emotions or other distractions. In other words, their ability to use their logical faculties is being undermined.

Researchers say that this huge synaptic growth adolescents undergo resembles the ones that occur right after birth. Many synapses are created, but learning will only occur after the extra synapses in the

brain, the ones that aren't being stimulated by experience, are eliminated. Kotulak says this is much like the process of sculpting, where material has to be removed, chipped away, to make a work of art. It's this "blossoming" and "pruning" that allow an adolescent to make the transition to adulthood.

It seems that science is finally starting to understand the adolescent mind. Unfortunately, this long period of brain development (up to the mid-20s) can spell trouble and even disaster when teens begin to drive. Scientists believe that the last part of the brain to develop is the prefrontal cortex, which controls decision making, judgment, and impulse control. It develops later in boys than in girls, and considering that driving demands a lot of multitasking that requires the very skills that are last to develop, it's not surprising that many teens find themselves in trouble when they begin to drive.



Make yourself indispensable and you'll be moved up. Act as if you're indispensable and you'll be moved out.

– Anonymous

In Case You Were Wondering...

- A clear conscience is usually the sign of a bad memory.
- Change is inevitable, except from vending machines.
- Plan to be spontaneous tomorrow.
- When the only tool you own is a hammer, every problem begins to look like a nail.
- 42.7% of all statistics are made up on the spot.
- Experience is a wonderful thing. It enables you to recognize a mistake when you make it again.
- Monday is an awful way to spend one-seventh of your life.
- If you think nobody cares, try missing a couple

Advocate Of The Month

Congratulations to our Advocate Of The Month,
Reva Shpiner, V18.

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!**

of payments.

- If you lend someone \$20 and never see that person again, it was probably worth it.
- The easiest way to find something lost around the house is to buy a replacement.
- The best way to forget all your troubles is to wear tight shoes.
- Bills travel through the mail at twice the speed of checks.
- Life is not about how fast you run, or how high you climb, but how well you bounce.

How To Set Boundaries At Work

Are you constantly barraged by interruptions? These days, who isn't? But how do you manage your interruptions? Here are a few ideas for keeping your time to yourself at work:

Don't chime in. When office chatter starts up around your cube, you may be tempted to join the fun. But take a deep breath and think before you do. You may become involved in an ever-growing and time-consuming fun-fest. Can you afford to? Would it be best for you to just put your headphones on and keep on plugging away at your task? You don't want to be asocial, but you do have work to complete, so you'll need to decide on a case-by-case basis what you should do.

Learn to break away. If you're involved in a conversation that you need to bring to an end, you can try mirroring what the person has just said and then changing the subject. The mirroring allows you to avoid seeming rude. For instance, if someone is talking about the new juice machine in the cafeteria, you can say, "Yes, it offers some healthy choices. By the way, I'm just starting to work on the Johnson file, do you have anything you need to add?" This tactic will guide the conversation back to work and clue the person in to the fact that you're moving on.

Don't make your space too inviting for others. Unless you have clients meeting you at your cube, you probably don't want to set up a comfy chair for someone to crash on in your space. Use your judgment: Would you be better off without that extra chair for visitors?

An Irish Blessing

May you always have walls for the winds,
A roof for the rain, tea beside the fire,
Laughter to cheer you, those you love near you,
And all your heart might desire.

Quotes

The dictionary is the only place where success comes before work.
– Anonymous

Real generosity is doing something nice for someone who will never find out.
– Frank A. Clark

I long to accomplish a great and noble task, but it is my chief duty to accomplish humble tasks as though they were great and noble. The world is moved along, not only by the mighty shoves of its heroes, but also by the aggregate of the tiny pushes of each honest worker.
– Helen Keller



BARLOW LISTINGS

11113 Village 11	\$349,000	Just Listed	Del Mar
23211 Village 23	\$395,000	Just Listed	El Dorado
5161 Village 5	\$479,500	Just Listed	El Dorado I
20132 Village 20	\$495,000	Just Listed	Valencia
22216 Village 22	\$319,900		Capri
31109 Village 31	\$319,900		Brentwood
31319 Village 31	\$499,000		Valencia
40002 Village 40	\$329,500	In Escrow	Capri
31123 Village 31	\$379,500	In Escrow	Amalfi
5120 Village 5	\$395,000	In Escrow	El Dorado

Information deemed reliable, but not guaranteed.

RENTALS

Coronado II—\$1450 / month
 Brentwood—\$1500 / month
 Coronado II—\$1500 / month
 Del Mar—\$1550 / month
 Coronado II—\$1700 / month
 El Dorado—\$1800 / month
 El Dorado—\$1800 / month

ALL ACTIVE LISTINGS IN LEISURE VILLAGE

Based on information from the
 Ventura County MLS Corporation for
 March 5, 2007

#	Model	Price
1	Avalon	\$249,000
2	Balboa	\$257,000
3	Balboa	\$258,900
4	Balboa	\$259,950
5	Balboa	\$269,000
6	Coronado II	\$299,000
7	Brentwood	\$299,500
8	Monterey	\$305,999
9	Coronado II	\$315,000
10	Capri	\$319,900
11	Brentwood	\$319,900
12	Coronado II	\$320,000
13	Brentwood	\$320,000
14	Brentwood	\$335,000
15	Coronado II	\$336,000
16	Capri	\$344,900
17	Bel Air	\$345,000
18	Bel Air	\$345,000
19	Del Mar	\$349,000
20	Brentwood	\$349,000
21	Coronado II	\$355,000
22	Capri	\$374,500
23	Bel Air	\$375,000
24	Coronado II	\$379,000
25	Capri	\$385,000
26	El Dorado	\$395,000
27	Coronado I-C	\$395,000
28	El Dorado	\$399,000
29	Holmby	\$405,000
30	Holmby	\$410,000
31	El Dorado	\$419,000
32	Holmby	\$420,000
33	El Dorado	\$425,000
34	Amalfi	\$429,900
35	Holmby	\$430,000
36	Amalfi	\$439,900
37	Amalfi	\$448,000
38	Holmby	\$450,000
39	Holmby	\$469,000
40	El Dorado I	\$479,500
41	Valencia	\$480,000
42	Valencia	\$495,000
43	El Dorado	\$495,000
44	Amalfi	\$495,000
45	Valencia	\$499,000
46	El Dorado I	\$499,900
47	Galaxy	\$508,900
48	Valencia	\$510,000
49	Valencia	\$515,000
50	Valencia	\$539,950
51	La Jolla	\$550,000
52	Amalfi	\$550,000
53	La Jolla	\$610,000

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.

PROPERTY SOLD IN LEISURE VILLAGE 2007

Based on information from the
 Ventura County MLS Corporation for the period
 January 1, 2007 to March 5, 2007

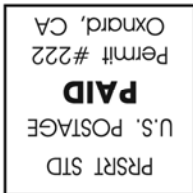
MODEL	#SOLD	Average Price	Low Price	High Price	Avg Mkt Days
Amalfi	4	\$402,500	\$365,000	\$475,000	95
Avalon	-	-	-	-	-
Balboa	-	-	-	-	-
Bel Air	1	\$350,000	\$350,000	\$350,000	50
Brentwood	2	\$282,500	\$280,000	\$285,000	36
Capri	2	\$333,450	\$320,000	\$346,900	80
Capri 2	-	-	-	-	-
Coronado	1	\$313,000	\$313,000	\$313,000	7
Coronado II	-	-	-	-	-
Coronado I-C	-	-	-	-	-
Del Mar	2	\$322,750	\$318,000	\$327,500	94
El Dorado	1	\$355,000	\$355,000	\$355,000	167
El Dorado I	-	-	-	-	-
Fiesta	-	-	-	-	-
Galaxy	-	-	-	-	-
Holmby	1	\$375,000	\$375,000	\$375,000	43
La Jolla	2	\$566,250	\$537,500	\$595,000	52
Monterey	-	-	-	-	-
Monterey I	-	-	-	-	-
Newport	1	\$319,000	\$319,000	\$319,000	85
Valencia	1	\$499,500	\$499,500	\$499,500	106
TOTAL	18				

Information deemed reliable, but not guaranteed.



Return Service Requested
Camarillo CA 93012
5257 Mission Oaks Blvd

The Barlow Buzz



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.

If you want any friends, coworkers, relatives, business acquaintances, etc. to receive a **FREE** subscription to this newsletter, please let us know their contact information and we'll send them the latest issue.

We'll also send them a note with their first issue telling them that you suggested they receive this newsletter, and to contact us if they would like to stop at any time. **If you enjoy this newsletter, share it with people you know**, with no hassle for you!