



YOUR REAL ESTATE CONSULTANTS FOR LIFE!

News to Help You Save Time & Money

May 2007

## A Mother's Day Message

The day before Mother's Day, a woman stopped at a flower shop to order some flowers to be sent to her mother who lived 200 miles away.

As she got out of her car she noticed a young girl sitting on the curb sobbing. She asked her what was wrong and the girl replied, "I wanted to buy a red rose for my mother. But I only have seventy-five cents, and a rose costs two dollars." The woman smiled and said, "Come on in with me. I'll buy you a rose." She bought the little girl her rose and ordered her own mother's flowers.

As they were leaving she offered the girl a ride home. "Yes, please!" she said. "You can take me to my mother." She directed the woman to a cemetery, where the young girl placed the rose on a freshly dug grave.



**Mother's Day – May 13**

The woman returned to the flower shop, canceled her order, bought an armload of flowers, and drove the two hundred miles to her mother's house.

**Don't wait to stop and smell the roses!**

## How To Raise Emotionally Healthy Kids

Raising emotionally healthy children is one of the most important gifts a parent can give to a child. Here are some suggestions from the American Academy of Pediatrics on

[www.LeisureVillage.com](http://www.LeisureVillage.com)  
Information for YOUR Community  
The Barlow Group—(805) 987-5755

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raising happy, emotionally healthy kids:

- Make sure you use lots of positive words with your child.
- Respond immediately to your child's physical and emotional needs.
- Set good examples, both in your home and in public. Always be polite, use "please" and "thank you," and say "I'm sorry" when appropriate.
- When your child is experiencing negative emotions, is angry, argumentative, or sad, try giving him a hug or other gesture of affection that he likes. Then talk to your child about these feelings.
- Children need discipline, and parents should have a system of setting limits and restrictions for children that is nonviolent. Allowing a child to constantly break rules without being disciplined will encourage more violations in the future.
- Make time to spend with your child. Plan to do something she enjoys.
- Help your child foster positive relationships with friends, siblings and members of the community.
- Give your child steady support and encouragement to discover her strengths. You need to believe in your child so she'll begin to believe in herself. Listening to your child and praising accomplishments will go far in developing your child's self-esteem.

### **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!

**Jay & Sheila Balter**  
**Kaye Eifer**  
**Barry Kravitz**

*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.*

## **Love That Lawn!**

Your lawn is the first thing guests see when they walk up to your home, but a healthy lawn can do more than just enhance your home's curb appeal. It can have a cooling effect during the hot summer months, resist insects, trap dust and dirt in the air, and create an overall healthier environment. Follow this grassy guide for a gorgeous, green lawn all summer long.

### **Fertilizing Facts**

To grow healthy and strong, your lawn needs nutrients, and that means regular fertilizing. Fertilizer helps your grass and plants grow evenly, while combating environmental factors such as heat, dry weather, and insects. Fertilizer should be applied four to five times a year, beginning now and continuing through October. Ensure even distribution when applying fertilizer by using a spreader and walking at a steady pace.

### **Advocate Of The Month**

Congratulations to our Advocate Of The Month,  
**Mary Barkemeyer, V16.**

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!**

### **Wake Up And Water**

If fertilizer is the secret to a lush lawn, then watering is the prerequisite. Keep these tips in mind before turning on the hose:

- Most lawns need at least one inch of water a week.

- Stick to deep, infrequent watering to sustain a healthy root system.
- Water your lawn during the early morning hours. During the day, water can evaporate; at night, if your lawn is already damp, additional watering can risk disease.
- Try to water during periods of low wind and minimal sun.

### **Get More From Your Mow**

Yes, unfortunately, you have to mow a lawn to keep it looking great. But there are tricks to mowing that can actually make your lawn look better. Try one or more of these techniques the next time you cut the grass:

- Mow at least once a week, twice in the spring when grass is growing faster.
- Never cut more than one third of the length of the grass when mowing.
- Keep your mower blade sharp to ensure a clean cut of the mowed grass. Otherwise, the blade tears at the ends of the grass, rather than cutting it clean. This could leave ragged ends that later turn brown and give the lawn a dried-out look.
- Each week, try mowing in a different direction (horizontally, vertically, diagonally) to prevent grass compaction.

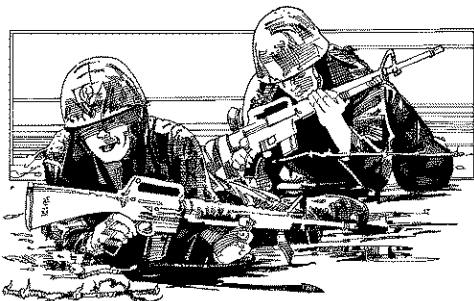
– Adapted from [www.homemadesimple.com](http://www.homemadesimple.com)

## **May Is National Military Appreciation Month**

Well over 90 million American have ties to the military: They’ve either served or are serving today, or they had a family member in uniform in the past or currently serving.

In 1999 Congress designated May as National Military Appreciation Month to “honor, remember, recognize and appreciate all military personnel – those men and women who have served throughout our history and all who now serve in uniform, and their families, as well as those Americans who have given their lives in defense of the freedoms we all enjoy today,” according to the National Military Appreciation Month website, [www.nmam.org](http://www.nmam.org).

That website has a variety of suggestions on ways to honor our military, from flying the flag on your house, car or business to a link that enables you to send an email or letter of thanks to active military members. Other ideas include organizing an event in your community or workplace; hiring veterans through [www.hirevetsfirst.gov](http://www.hirevetsfirst.gov); and simply saying “Thank you” when you see a person in a military uniform.



Spend some time at [www.nmam.org](http://www.nmam.org) for more ideas on how to “honor, remember, recognize and appreciate all military personnel” during May – and all year round.

**May 28: Memorial Day**

# Where Do Old Cell Phones Go To Die?

When you decide it's time to retire your cell phone and replace it with the latest has-everything model, what do you do with your old cell phone?

1. Stick it in a drawer.
2. Stick it in a drawer with your six previous cell phones.
3. Throw it away.

If you choose option one or two, you're missing an opportunity to support a charity, help save a gorilla or even get cash back. If you're willing to spend a few minutes doing some research on the Internet, just Google "recycle cell phone" and you'll find all sorts of options for disposing of your old cell. A word of caution: Before you select an organization to sell or donate your phone to, check them out at the Better Business Bureau's website at <http://search.bbb.org/searchform.aspx>.

If you're option three, you may be breaking the law in a number of states. Cell phone circuit boards can contain toxins such as arsenic, lead and mercury, many of which are Persistent Bioaccumulative Toxins (PBTs). These toxins can be released into the air and groundwater when burned in incinerators or disposed of in landfills, resulting in a serious threat to human health and our environment.

## *HAPPY ANNIVERSARY TO YOUR HOME!*

- ☺ Gudi Amerikaner
- ☺ Mary Barkemeyer
- ☺ Ivan & Estella Bjel
- ☺ Mollie Braverman
- ☺ Roberta Dearmore
- ☺ Antonette Duren
- ☺ Ron & Ellie Edwards
- ☺ Beverly Gandy
- ☺ Ted Hanf
- ☺ Kathy Kappler
- ☺ Hank & Shirley Koval
- ☺ Margaret Lagasse
- ☺ Josie Markey
- ☺ Dixie Maygren
- ☺ Mary Messer
- ☺ Richard & Elfriede Parker
- ☺ Joe Pinto
- ☺ Mike Rubell & Karen Rippner
- ☺ Joseph & Anne Silver
- ☺ Lucille Sublette

***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

It's simple to recycle your cell phone and who knows – maybe you'll help save a gorilla!

## **How To Become A Great Conversationalist**

Do you have what it takes to become a great conversationalist? According to etiquette expert Jodi R.R. Smith in *Mannersmith Monthly*, conversing meaningfully in a concise way is an important skill to develop. Here are a few of her tips:

**Don't be shy.** Go ahead and be the first to speak. Ask an open-ended question to kick off the conversation.

**Be inquisitive.** Let your curiosity drive the conversation. People love to be asked questions about themselves. But remember to keep it on the right level; you're not interrogating the person, you're trying to have a pleasant conversation.

**Listen to the other person.** Try not to fall into the trap of planning what you're going to say next while the other person is talking. Really focus on what the person is saying.

**Don't be drab.** Be ready to talk about someplace you've been lately, a good book you've read, something you've enjoyed. You're best bet is to talk about something positive.

**Avoid the dirty details of your life.** While the other person may be interested in listening to you, you don't want to reveal everything about yourself. There are some things that are best kept private. Use discretion when you converse.

**End the conversation at a high point.** Remember, this is a quick conversation we're talking about. Average length is probably two to eight minutes.

**Remember if you need...**



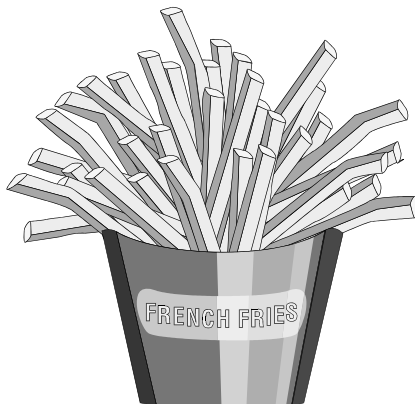
*a Few Copies  
To Send or Receive a Fax  
a Notary (by appointment)  
Pens  
Scratch Pads  
Letter Openers  
Bridge Score Pads  
a Glass of Water  
a Restroom  
or Just Want to Say Hello  
Don't Hesitate to Stop by our Office*



## What Is Trans Fat?

We hear a lot about “trans fats,” but what are they?

Trans fatty acids are made by heating liquid vegetable oils in the presence of hydrogen, according to the Harvard School of Public Health. The process is more commonly known as *hydrogenation*. It's easy to figure out how hydrogenated an oil is – the harder the oil is at room temperature, the more hydrogenated it is. So, if you have a choice between stick margarine and a soft, spreadable margarine, you know the spreadable one is less hydrogenated, and therefore contains less trans fats.



Processed foods often contain trans fats. Snack foods, prepared baked foods, french fries and other fried snacks usually have a lot of trans fats.

Trans fats are not good for your cholesterol level because they raise the level of bad LDL – low-density lipoproteins, which carry cholesterol from the liver into the rest of the body. When there's too much of it, it can be deposited on the walls of the arteries. Trans fats also lower the level of good HDL, high-

density lipoproteins, which carry blood back to the liver and process cholesterol so it can be eliminated from the system.

It's a good idea to educate yourself by checking the trans fats amounts on food labels, and asking restaurant staff if they use trans fats in their food preparation.

## The Buzz About Blogs

If you don't know what a blog is, you're not alone. Originally known as "web logs" or "weblogs," the term evolved into "blog" and is now recognized as a word by the *American Heritage Dictionary*. *Webster's New Millennium Dictionary* takes it a step further and lists "blogger," "blogged" and "blogging" as well!

Simply, a blog is an online diary that's published on a web page and has the following features:

**You don't have to know any programs to set up or use a blog.** The technology behind blogs is simple and allows anyone to set up one. It's quick and easy.

**It's easy for others to comment on your blog.** This feature means that blogs are inspiring unprecedented interactivity between writers and readers.

**Blogging is considered to be quick and informal.** That means they can cut through a lot of unnecessary steps and really reach people.

### May Quiz Question

**Cinco de Mayo, May 5<sup>th</sup>, is the anniversary of what important event in Mexico's history?**

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

### April Quiz Answer

**Question:** What is the only mammal that flies?

**Answer:** Bats

Source: [www.initaly.com](http://www.initaly.com)

**Congratulations to**  
*Roberta Dearmore, V42.*

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!**

**Blogs are easily linked to other blogs and sites.** This means that lots of information can be shared quickly.

Start your own free blog at websites like Blogger.com.

## On Having Enough

I wish there was an award for people who come to understand the concept of "enough." Good enough. Successful enough. Thin enough. Rich enough. Socially responsible enough. When you have self-respect you have enough, and when you have enough, you have self-respect.  
– Gail Sheehy

## BARLOW LISTINGS

11113 Village 11	Del Mar	\$349,000	
31109 Village 31	Brentwood	\$319,900	
23211 Village 23	El Dorado	\$379,000	
9112 Village 9	El Dorado	\$398,000	
32130 Village 32	Holmby	\$410,000	
20132 Village 20	Valencia	\$489,500	
40216 Village 40	La Jolla	\$559,900	
18210 Village 18	Amalfi	\$575,000	
22216 Village 22	Capri	\$319,900	In Escrow
18115 Village 18	Capri	\$329,900	In Escrow
5161 Village 5	El Dorado I	\$459,000	In Escrow
31319 Village 31	Valencia	\$485,000	In Escrow

Information deemed reliable, but not guaranteed.

## RENTALS

Brentwood—\$1400 / month  
 Coronado II—\$1425 / month  
 Coronado II—\$1450 / month  
 El Dorado—\$1750 / month

## ALL ACTIVE LISTINGS IN LEISURE VILLAGE

Based on information from the  
 Ventura County MLS Corporation for  
 April 23, 2007

#	Model	Price
1	Balboa	\$239,000
2	Avalon	\$249,000
3	Balboa	\$249,900
4	Balboa	\$249,995
5	Monterey	\$304,000
6	Newport	\$305,000
7	Monterey	\$310,000
8	Bel Air	\$317,000
9	Brentwood	\$319,900
10	Bel Air	\$325,000
11	Brentwood	\$325,000
12	Coronado II	\$330,000
13	Coronado II	\$336,000
14	Brentwood	\$339,000
15	Capri	\$344,900
16	Del Mar	\$349,000
17	Coronado	\$349,900
18	Capri	\$350,000
19	Capri	\$360,000
20	Holmby	\$360,000
21	Capri	\$363,900
22	Coronado I-C	\$369,000
23	Del Mar	\$369,000
24	Coronado	\$369,900
25	Capri	\$375,000
26	El Dorado	\$379,000
27	Coronado I-C	\$380,000
28	El Dorado	\$384,500
29	Holmby	\$389,000
30	El Dorado	\$398,000
31	Capri	\$399,900
32	Holmby	\$399,900
33	Amalfi	\$409,000
34	Amalfi	\$409,000
35	Holmby	\$410,000
36	Holmby	\$410,000
37	El Dorado	\$419,000
38	Holmby	\$420,000
39	Amalfi	\$429,000
40	Holmby	\$430,000
41	Amalfi	\$439,000
42	Holmby	\$440,000
43	El Dorado	\$489,000
44	Valencia	\$489,500
45	Valencia	\$495,000
46	El Dorado	\$499,000
47	Galaxy	\$508,900
48	Valencia	\$510,000
49	Amalfi	\$550,000
50	La Jolla	\$559,900
51	Amalfi	\$575,000

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 April 23, 2007

MODEL	#SOLD	Average Price	Low Price	High Price	Avg Mkt Days
Amalfi	5	\$395,000	\$365,000	\$475,000	122
Avalon	-	-	-	-	-
Balboa	1	\$270,000	\$270,000	\$270,000	38
Bel Air	4	\$338,725	\$315,000	\$369,900	136
Brentwood	3	\$282,300	\$280,000	\$285,000	36
Capri	4	\$325,000	\$315,000	\$346,900	115
Capri 2	-	-	-	-	-
Coronado	2	\$300,000	\$287,000	\$313,000	25
Coronado II	1	\$300,000	\$300,000	\$300,000	175
Coronado I-C	1	\$360,000	\$360,000	\$360,000	18
Coro III-2-C	-	-	-	-	-
Del Mar	4	\$300,000	\$253,000	\$327,500	97
El Dorado	5	\$390,500	\$355,000	\$442,000	116
El Dorado I	-	-	-	-	-
El Dorado II	1	\$385,000	\$385,000	\$385,000	21
Fiesta	-	-	-	-	-
Galaxy	-	-	-	-	-
Holmby	1	\$375,000	\$375,000	\$375,000	43
La Jolla	2	\$566,250	\$537,500	\$595,000	102
Monterey	-	-	-	-	-
Monterey I	-	-	-	-	-
Newport	1	\$319,000	\$319,000	\$319,000	85
Valencia	3	\$496,200	\$460,000	\$529,000	127
<b>TOTAL</b>	<b>38</b>				

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.

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!**

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**www.LesireVillage.com**  
**Information for Your Community**  
**The Barlow Group—(805) 987-5755**



*The Barlow Buzz*

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Camarillo CA 93012  
Return Service Requested

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Oxnard, CA