



YOUR REAL ESTATE CONSULTANTS FOR LIFE!

News to Help You Save Time & Money

April 2008

Why Practice?

A class of high school basketball players with similar skills was divided into three groups to conduct an experiment.

Group one was told not to practice shooting free throws for one month. Group two was told to practice shooting free throws an hour a day for a month. Group three was told to practice shooting free throws an hour a day for a month – but only in their imaginations.



At the end of the month, all three groups were tested. The group that didn't practice slipped slightly in its percentage of free throw successes. The group that practiced an hour a day also slipped slightly. But the third group, which practiced only in their minds, increased its success rate by two percentage points.

How could actual practice, such as that done by the second group, fail to improve performances as much as practicing in the mind?

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

The explanation is that in your mind, you never miss a shot.

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What are you practicing in *your* mind?

Start Over – Grow Stronger

Keep on beginning and failing. Each time you fail, start all over again, and you will grow stronger until

you have accomplished a purpose. Not the one you began with perhaps, but one you'll be glad to remember.

– Anne Sullivan

How To Grow A Great Garden

The trees are budding, the grass is growing, and you're thinking of all those wonderful garden plans you never got around to last year. This year, get a head start on the season with some tips to help save time and avoid disappointment. And don't forget to involve the kids – this is one of the few times you can give them permission to play in the dirt!

- If your only winter crop was couch potatoes, be careful. Don't strain those under worked winter muscles. Bend at the knees and lift with your legs, not your back.
- Check your garden chemicals and dispose of last season's leftovers appropriately. Don't buy more chemicals than you can use in a season – the smaller the bottle, the better.
- Avoid using insecticides by planting marigolds, basil, mint, chives, onions, and chrysanthemums near or in your garden. Secretions from these and many other plants act as a natural insect repellent.
- If cleaning out the fireplace is on your schedule, great! Save the ashes – your flower beds love them.
- Starting seedlings in vermiculite to get a jump on the season? Be sure to transplant them as soon as the second pair of true leaves form, or they'll starve.
- Your soil is ready for planting when you grab a handful and it crumbles. If it forms a ball, it's still too wet to start gardening.
- Mulches can keep the soil from warming up, so wait to apply mulches until plants are three to four inches tall and the soil is warm.
- Use leaves, grass clippings, coffee grounds, and tea bags to form a compost pile, and use it to enrich your soil. For best results, chop elements into small pieces before adding them to the pile.
- Many of last year's plants will multiply. If you're going to thin them out, pack up a few as gifts for your neighbors (this is a great job for kids).

March Quiz Answer

Question: If your grocery cart is full of Rock, Northern Pink, California Spot, and Gulf of Mexico White, what are you purchasing?

Answer: Shrimp.

Source: *Saveur Magazine*

Congratulations to Jerry Cullen, V17.

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

And don't forget to sit back and enjoy your handiwork!

– Adapted from *homemadesimple.com*

Money Matters

Here are some suggestions from the Academy of Matrimonial Attorneys to keep your finances – and your relationship – on track:

No matter who makes the most money, divide the household responsibilities fairly.

Set short- and long-term goals together, and stick to them unless you both agree to change them.

Each partner should have access to money they can spend any way they want. No one should ever have to ask his or her spouse for money.

Set a budget and stick to it for at least a year. If necessary, consult a financial counselor to help keep your finances in order.

Administrative Professionals Week

Once upon a time we called it “National Secretaries Week,” but the name has gone through several changes from its beginning as National Secretaries Week in 1952, to Professional Secretaries Week in 1981, to Administrative Professionals Week in 2000.

HAPPY ANNIVERSARY TO YOUR HOME!

- ☺ Pauline Messmer Adams
- ☺ Gary & Anne Hoffman
 - ☺ Vicki Howard
- ☺ Bo & Barbara Humphrey
 - ☺ Harold Keeler
- ☺ Herbert & Sylvia Lippe
 - ☺ Helen McGinnis
 - ☺ Elise Perlmutter
- ☺ Vito & Vera Portanova
- ☺ Larry & Teresa Santora
- ☺ Norman & Rose Marie Schroeder
 - ☺ Louis & Harriett Schwab
 - ☺ George & Helen Tatarian
 - ☺ Norma Toole
 - ☺ Milan & Mary Weiss

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!

Robert Minech
(Happy To Serve You Again)
Max Moore
Peter & Nancy Auerbach

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

But through all the name changes, the goal remains the same: To recognize and celebrate the work of the millions of secretaries, administrative assistants, and other people in various support roles.

Here are some suggestions from the International Association of Administrative Professionals (IAAP) Web site for observing the last full week of April, Administrative Professionals Week:

- Hold a company-wide observance or special event for administrative staff, such as a presentation by a professional development speaker, or a group recognition of administrative professionals by the chief executive.

- Provide registration for a professional development seminar to build the individual’s technical, interpersonal or

business skills.

- Support membership in appropriate networking and professional associations.
- Encourage study for and attainment of professional certification.

Additional gift suggestions include appropriate business-related items such as personalized business cards or a desktop nameplate, or a monetary bonus for exemplary performance.

IAAP also suggests that it's always wise for employers, managers, supervisors or executives to ask their administrative staff how *they* would prefer to observe this event.

Help Your Child Get A Good Night's Sleep

Does your child suffer from sleep problems? If so, he or she is more likely to have trouble *falling* asleep than *staying* asleep. Here are some tips to help your children sleep better from the American Academy of Sleep Medicine:

Follow a consistent bedtime routine. Set aside 10 to 30 minutes to get your child ready to go to sleep.

Establish a relaxing setting at bedtime.

Interact with your child at bedtime. Don't let the television, computer or video games take your place.

Keep your children from TV programs, movies and video games that are not appropriate for their age.

Don't let your child fall asleep while being held, rocked, nursed, or fed a bottle.



At bedtime, don't allow your child to have foods or drinks that contain caffeine, and try not to give him or her any medicine that has a stimulant.

A "Head Rest" Heads-Up

Do you have a feature in your car that you refer to as a "head rest"?

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 planning 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

MIRIAM'S CLEANING SERVICE

For all your home cleaning needs

(805) 797-6229

GOSE, LECHMAN & LUND

For all your estate planning needs

(805) 389-7374

CARRIGAN FINANCIAL GROUP

For all your mortgage planning needs

(805) 389-0282

April Quiz Question

What is the most abundant element in the universe?

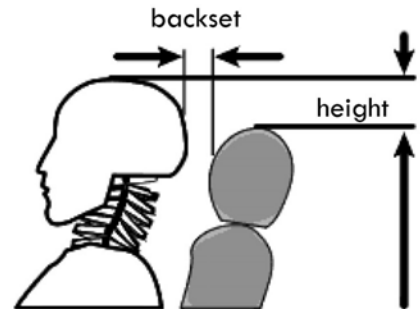
Everyone who faxes, e-mails or calls in the correct answer by the 25th of this month will be entered into a drawing for a \$25 gift certificate to *Wood Ranch BBQ & Grill*.

Call in answers to Corrine 987-5755 x27 or email info@barlowwilliams.com

It's actually a *head restraint*, and it's not there so you can "rest" your head. Head restraints are installed in vehicles for safety purposes and are as essential a safety feature as seat belts and air bags. Why? Because effective head restraints reduce the rearward motion of your head in a rear-end crash, decreasing the likelihood of whiplash injuries which cause painful, permanent damage to hundreds of thousands of people every year.

The key word here is *effective*, and head restraints are effective only if positioned properly – something many of us don't know how to do. This takes only a few minutes, and may prevent a lifetime of disability:

1. Sitting in your normal driving (or riding) posture, adjust the head restraint up or down until the center of the head restraint at least meets the center of the back of your head, or higher.
2. If the head restraint adjusts forward and backward, position it as close to the back of the head as possible, ideally within three inches. This adjustment is called the "backset."
3. Each time you get into your car, check to be sure your head restraint and those of your passengers are positioned correctly.
4. If you're unable to adjust your head restraint correctly, consider purchasing an aftermarket head restraint add-on.
5. When you're researching a car purchase, check out the head restraint design along with other safety features. Web sites such as www.iihs.org (Insurance Institute for Highway Safety) offer head restraint information and ratings.

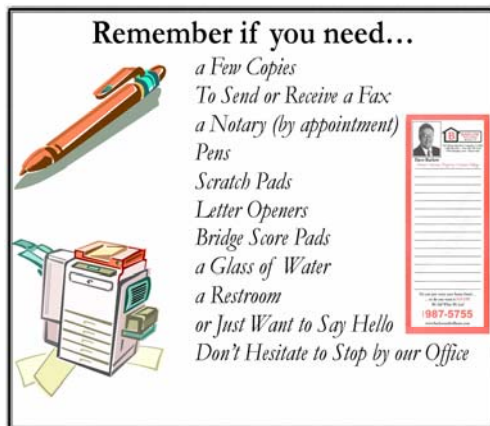


While head restraints will never make the list of a vehicle's "sexy" options, this important technology *can* save you from a chronic, life-changing injury.

Give That Customer What He Wants!

A store manager accidentally overheard one of his salesmen talking to a customer. "No, sir," the salesman said. "We haven't had any for a long time and it doesn't look like we'll be getting any very soon, either."

The manager, appalled at the discouraging news his salesman had delivered, called after the departing customer, "You come back in a week or so, and we'll have whatever you want!" Then



the manager turned to the salesman and yelled, “Never, *ever* tell a customer we’re out of something and can’t get it for him! Tell them we’ll have it for them as soon as possible! What in the world did that customer want anyway?”

“Rain,” answered the salesman.

Saying “I’m Sorry” – The Right Way

Apologies are an important and necessary way for humans to maintain long-term relationships. If you’ve received an apology that wasn’t done well, then you know how much it matters to apologize the right way. Here are three recommendations on how to deliver a winning apology:

- Take responsibility. Tell the person you’re apologizing to exactly what you’re sorry for: “I’m sorry I lost control of my temper the other night.” Stay away from excuses such as, “I’ve been fighting with my husband a lot and I just lost it.” Stick with what happened and don’t blame your shortcoming on anything or anyone else.
- Acknowledge that you’ve hurt the other person. Say, “I know I hurt you.” Avoid saying, “You seemed offended from what I said.”
- Let the other person know that you have good intentions for the future. Be specific. Say, “I will remember how much I’ve hurt you. I will also remember that you don’t like to be criticized publicly.” This is better than just saying you’ll try not to do it in the future.

Marriage has no guarantees. If that’s what you’re looking for, go live with a car battery.

– Erma Bombeck

What Can We Change?

We cannot change our past. We cannot change the fact that people act in a certain way. We cannot change the inevitable. The only thing we can do is play on the one string we have. And that is our attitude.

– Charles R. Swindoll

Quotes

I have not failed. I’ve just found 10,000 ways that won’t work.

– Thomas Edison

Smooth seas do not make skillful sailors.

– African Proverb

If criticism had any power to harm, the skunk would be extinct by now.

– Fred Allen

Advocate Of The Month

Congratulations to our
Advocate Of The Month,
Pat Lowe

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!

ALL CURRENT LEISURE VILLAGE LISTINGS

As of March 24, 2008 there are 35 homes for sale in Leisure Village. Prices range from \$179,000.—\$549,000. Here is the list by models:

Amalfi—4	Avalon—1	Balboa—1
Bel Air—0	Brentwood—2	Capri—2
Coronado—3	Del Mar—0	El Dorado—6
Galaxy—2	Holmby—1	La Jolla—3
Monterey—5	Newport—0	Valencia—5

Information deemed reliable, but not guaranteed.

RENTALS

Monterey—\$1350 / month
Newport—\$1350 / month
Capri—\$1400 / month
Newport—\$1450 / month
Coronado II—\$1450 / month
Del Mar—\$1475 / month
Holmby—\$1650 / month
El Dorado—\$1700 / month
El Dorado—\$1700 / 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 March 24, 2008

MODEL	#SOLD	Average Price	Low Price	High Price	Avg Mkt Days
Amalfi	2	\$332,000	\$324,000	\$340,000	206
Avalon	-	-	-	-	-
Balboa	1	\$195,000	\$195,000	\$195,000	26
Bel Air	1	\$270,000	\$270,000	\$270,000	163
Brentwood	-	-	-	-	-
Capri	3	\$301,000	\$270,000	\$328,000	105
Capri 2	-	-	-	-	-
Coronado	-	-	-	-	-
Coronado II	-	-	-	-	-
Coronado I-C	1	\$325,000	\$325,000	\$325,000	20
Del Mar	1	\$245,000	\$245,000	\$245,000	150
El Dorado	4	\$393,750	\$325,000	\$430,000	99
El Dorado I	-	-	-	-	-
El Dorado II	-	-	-	-	-
Fiesta	-	-	-	-	-
Galaxy	1	\$320,000	\$320,000	\$320,000	24
Holmby	2	\$346,950	\$340,000	\$353,900	37
La Jolla	3	\$508,067	\$490,000	\$519,200	115
Monterey	1	\$220,000	\$220,000	\$220,000	84
Monterey I	-	-	-	-	-
Newport	-	-	-	-	-
Valencia	2	\$470,000	\$440,000	\$500,000	45
TOTAL	22				

Information deemed reliable, but not guaranteed.

ALL BARLOW LISTINGS IN LEISURE VILLAGE

Based on information from the
Ventura County MLS Corporation for
March 24, 2008

Address	Model	Price
11244 Village 11	Balboa	\$209,900
31109 Village 31	Brentwood	\$264,950
1111 Village 1	Coronado II	\$295,995
14114 Village 14	El Dorado	\$355,000
6312 Village 6	Galaxy	\$385,000
25321 Village 25	El Dorado	\$385,000
33224 Village 33	Amalfi	\$394,000
42002 Village 42	Valencia	\$439,950
29201 Village 29	La Jolla	\$490,000
34128 Village 34	La Jolla	\$549,000

In Escrow

11233 Village 11	Del Mar	\$265,000
41082 Village 41	Capri	\$314,500
24102 Village 24	El Dorado	\$389,000

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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The Barlow Buzz

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