



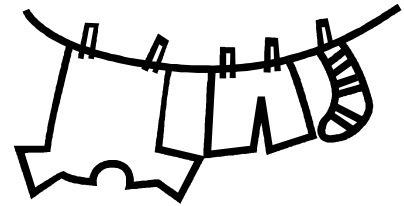
YOUR REAL ESTATE CONSULTANTS FOR LIFE!

News to Help You Save Time & Money

April 2009

Window Wisdom

A young couple moves into a new neighborhood. The next morning, while they're eating breakfast, the wife looks out the window and sees her neighbor hanging the wash on a line in the backyard.



"That laundry isn't very clean," she said to her husband. "Our neighbor doesn't know how to wash correctly. Perhaps she needs better laundry soap."

Her husband looked on, but remained silent.

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

INSIDE THIS ISSUE

- Otis' Ups And Downs
- How To Become A Better Listener
- Go Gray!
- Silly Similes
- There's A Reason For Rules!
- How To Save Money — And The Planet
- Can You Lower Your Risk For Dementia?
- "To Educate And Empower"
- When Techno Was Slow
- Grow Down!
- Leisure Village Sales Statistics 2009
- Available Homes For Sale and Rent

Every time her neighbor hung her wash to dry, the young woman would make the same comments.

After about a month, the young woman looked out the window and was surprised to see a nice, clean wash on her neighbor's line. She said to her husband, "Look! She's learned how to wash correctly. I wonder who taught her?"

The husband said, "Honey, I got up early this morning and cleaned our windows."

How's the view from *your* windows?

Ave Barlow

March Quiz Answer

Question: The saguaro cactus is native only to which desert?

Answer: Sonoran Desert.

Source: www.nps.gov

Congratulations to *Elise Perlmutter, v25.*

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

The Wit Of Winston

British Prime Minister Winston Churchill will always be remembered for his quick wit and succinct comebacks. Someone once remarked to him, "Who would want to live to be 90?" Churchill's reply: "Everyone who is 89."

Otis' Ups And Downs

At America's first world's fair (New York City, 1853), an enthusiastic engineer made history in the Crystal Palace Exhibition Hall. Elisha Otis stood on a platform to demonstrate that the safety elevator he'd designed could not fall. He

shocked his audience by dramatically taking a saber and cutting the only rope by which the platform was visibly suspended. Screams of horror rang out. But Otis, as planned, fell only a few inches before the spring mechanism he'd engineered was activated to halt his descent. "All safe, ladies and gentlemen, all safe," he reassured them.

Otis' safety elevator would shape the world's cities: Architects could build up, instead of out, because climbing flights of stairs ceased to be an issue. His invention would eventually carry people skyward from the Eiffel Tower to the Empire State Building.

Yet Otis Elevators had humble beginnings; the inventory listed in its account book of 1853 shows a total value of \$122.71. Today Otis is the largest manufacturer of elevators, escalators, and moving walkways in the world with more than \$10 billion in revenue. Otis elevators now lift the equivalent of the world's population once every nine days.

How To Become A Better Listener

Let's face it: Being a good listener is not as easy as it sounds. We've all drifted off into our own thoughts when we're supposed to be paying attention to what someone else is saying. Maybe it's because the subject matter is boring or the person is speaking in a monotone; maybe we're distracted by some personal matter that worries us. Whatever it is, these tips can help improve your listening skills:

1. Listen more than you talk.

HAPPY ANNIVERSARY TO YOUR HOME!

- ☺ Gary & Anne Hochman
- ☺ Vicki Howard
- ☺ Bo & Barbara Humphrey
- ☺ Harold Keeler
- ☺ Herbert & Sylvia Lippe
- ☺ Gertie Lupo
- ☺ Helen McGinnis
- ☺ Robert Minech
- ☺ Peggy O'Reilly
- ☺ Elise Perlmutter
- ☺ Vito & Vera Portanova
- ☺ Larry & Teresa Santora
- ☺ Norman & Rose Schroeder
- ☺ Milan & Mary Weiss
- ☺ Norma Toole
- ☺ George & Helen Tatarian
- ☺ Louis & Harriett Schwab

2. Stay focused on what the other person is saying – not on what you’re going to say next. Don’t plan a story you want to tell while the person is still talking.



3. Never finish another person’s sentences.

4. Resist the urge to dominate the conversation (see #1).

5. Give appropriate feedback, but don’t interrupt.

6. Occasionally mirror back short summations of what the other person is saying to keep your mind from moving on to other subjects, and to assure the other person that you’ve understood what he or she has been saying.

Go Gray!

More than half of women over the age of 40 don’t dye their hair, according to hair products manufacturer L’Oréal. The conclusion? The color gray is sending a message of self-acceptance and confidence like never before.

Silly Similes

Dictionary.com defines “simile” as “a figure of speech in which two essentially unlike things are compared, often in a phrase introduced by *like* or *as*.” Here are some examples:

1. His thoughts tumbled in his head, making and breaking alliances like underwear in a dryer without Cling Free.
2. He was as tall as a six-foot, three-inch tree.
3. The little boat gently drifted across the pond exactly like a bowling ball wouldn’t.
4. From the attic came an unearthly howl. The whole scene had an eerie, surreal quality, like when you’re on vacation in another city and *Jeopardy* comes on at 7 instead of 7:30.
5. Her vocabulary was as bad as, like, whatever.
6. Long separated by cruel fate, the star-crossed lovers raced across the grassy field toward each other like two freight trains, one having left Cleveland at 6:36pm traveling at 55mph, the other from Topeka at 4:19pm at a speed of 35mph.
7. John and Mary had never met. They were like two hummingbirds who had also never met.
8. Shots rang out, as shots are wont to do.
9. The plan was simple, like my brother-in-law Phil. But unlike Phil, this plan just might work.
10. The young fighter had a hungry look, like the look you get from not eating for a while.

Advocate Of The Month

Congratulations to our
Advocate Of The Month,

Anita Lind

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!**

April Quiz Question

What is the longest snake known in the modern world?

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

There's A Reason For Rules!

While keeping your kids active is a good thing, you might want to make sure they know the rules of the game when they're playing sports, says the Nationwide Children's Hospital.

In a two-year period, an estimated 98,000 sports injuries were caused by an action ruled illegal by referees or disciplinary committees. All told, 6.4 percent of high school sports-related injuries were due to illegal activity. The highest proportion of those injuries: girls' basketball (14 percent), girls' soccer (almost 12 percent), and boys'

soccer (11 percent). The bottom line: Pointing out illegal activity to young sports players and encouraging them to modify their behavior could reduce their risk of injuries.

How To Save Money – And The Planet

Conserving water isn't just good for the planet – it's good for your wallet, too. Here are 12 ways you can reduce your water consumption:

- Don't let the water run when rinsing your dishes. Fill one sink with wash water and one sink with rinse water.
- Adjust your sprinklers so they're watering your lawn and not the sidewalks, fences, or street.
- Water your lawn and garden in the morning or evening when it's cooler to minimize evaporation.
- Run your washing machine only when it's full. This can save up to 1,000 gallons of water per month.
- Use your garbage disposal sparingly. Compost instead.
- Wash fruits and vegetables in a pan of water instead of under running tap water.
- Use organic mulch around plants to retain moisture.

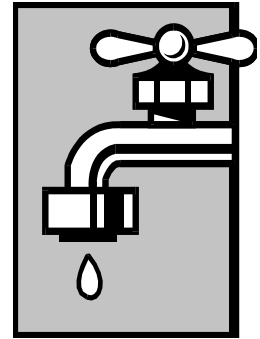
WELCOME NEW CLIENTS

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!

Billy & Bobby Gibbs
Bruna Migliaccio
(Happy To Serve You Again)
David & Ellen Wohlstadter
(Happy To Serve You Again)
Gary & Margaret Mack

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.

- Use a broom instead of a hose to clean your driveway.
- Shorten your shower time by just one or two minutes to save up to 150 gallons of water per month.
- Put food coloring in your toilet tank. If you see it seep into the bowl without flushing, there's a leak in the tank. Fix it and you can save up to 1,000 gallons of water per month.
- Turn faucets off tightly after each use.
- Designate one glass per person per day for drinking water to reduce the number of glasses going into the dishwasher.



Can You Lower Your Risk For Dementia?

An active social life might be the key to avoiding dementia, a study by Kaiser Permanente Southern California has found. Researchers say that the more socially engaged you are, the lower your risk for the condition. The study followed more than 2,200 women ages 78 and older for four years. The women who had larger social networks were 26 percent less likely to suffer dementia.

While previous studies have pointed to the helpfulness of social engagement, some of the results have been mixed. For instance, some studies found that being married was helpful, while other studies found it was not. In this study, however, the researchers report that marriage didn't make a difference in the dementia risk; it was the social network that provided the protection. Those women with at least one daily contact or more had a lower risk for dementia, and it didn't matter whether the interaction was made face-to-face, via telephone, or through email.

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

“To Educate And Empower”

On Thursday, April 23, millions of workplaces, employees, parents and children will celebrate “Take Our Daughters And Sons To Work Day.”

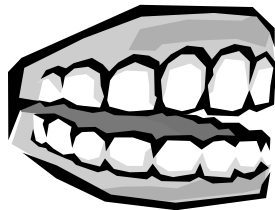
The theme for this year's event is *Building Partnerships To Educate And Empower*, and the goal is to “encourage girls and boys to dream without gender limitations, and to think imaginatively about their family, work and community lives,” according to the foundation Web site, www.daughtersandsonstowork.org.

The Canadian counterpart, “Take Our Kids To Work Day,” occurs later this year on November 4. Learn more at www.takeourkidstowork.ca.

When Techno Was Slow

The fast spread of technology we’re accustomed to is a relatively new phenomenon; word of innovations spread more slowly 200 years ago. Take one example from the annals of dental technology, according to AmericanHeritage.com.

George Washington, a longtime sufferer of bad teeth and toothaches, visited many dentists to find a solution to his chronic periodontal pain. Finally, he met a competent and creative dentist named John Greenwood, who made him a set of dentures.



In an effort to improve his practice, in 1790 Greenwood converted his mother’s spinning wheel into a high-tech denture-making device by attaching a drill to it. Greenwood’s son later wrote, “My father was the first to use the foot-drill, and he made it himself from an old spinning wheel of my grandmother’s; and, since his death, I myself used it, the same one, in my practice for 20 years, and I have it yet. I never had seen one before, and I know the hand bow-drill was always used before.”

Both Greenwoods used the drill to create dentures for patients, but didn’t see it as something that could be used on real teeth. Despite the foot-treadle drill’s obvious usefulness, no other dentists used the device until almost 75 years later.

Grow Down!

By the time most of us are adults, we’ve unfortunately learned to suppress our natural joy and creative spirit. Getting back to that innate capacity is the key to tapping your innovative output, says creativity and breakthrough ideas expert Joey Reiman (www.thinkbriighthouse.com).

Think about it. If you ask children to dance or draw a picture, they’ll most likely do it. But ask the same of an adult and you’ll no doubt get a look and maybe a choice comment.

If you want to improve your creativity, you have to reconnect to that part of yourself you’ve shut down merely because you’ve become a grownup. In other words, “Grow down,” Reiman advises.

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

HEAVEN’S BEST CARPET CLEANING

For all your home cleaning needs

(805) 797-6229

PETERSON DENTAL

For all your dental needs

(805) 482-1558

FAMILY OPTOMETRY GROUP

For all your vision needs

(805) 482-4628

GOSE and LECHMAN

For all your estate planning needs

(805) 389-7374

ALL BARLOW LISTINGS IN LEISURE VILLAGE

Address	Model	Price
42005 Village 42	Brentwood	\$245,000
17110 Village 17	Capri	\$235,000
42069 Village 42	Capri	\$275,000
13322 Village 13	Coronado I-C	\$285,000
20179 Village 20	Holmby	\$310,000
42010 Village 42	Holmby II	\$269,500
9204 Village 9	El Dorado	\$349,000
40223 Village 40	La Jolla	\$435,000

Information deemed reliable, but not guaranteed.

BARLOW RENTALS

Newport—\$1200 / month
Monterey—\$1300 / month
Del Mar—\$1550 / month
Bel Air—\$1550 / month
El Dorado—\$1775 / month
Valencia—\$1800 / month
Valencia—\$1800 / month
La Jolla—\$2000 / month
La Jolla—\$2150 / month

Information deemed reliable, but not guaranteed.

PROPERTY SOLD IN LEISURE VILLAGE 2009

Based on information from the
Ventura County MLS Corporation for the period
January 1, 2009—March 26, 2009

MODEL	#SOLD	Average Price	Low Price	High Price	Avg Mkt Days
Amalfi	2	\$344,450	\$329,900	\$359,000	52
Avalon	1	\$169,000	\$169,000	\$169,000	44
Balboa	-	-	-	-	-
Bel Air	-	-	-	-	-
Brentwood	-	-	-	-	-
Capri	1	\$230,000	\$230,000	\$230,000	32
Capri 2	-	-	-	-	-
Coronado	-	-	-	-	-
Coronado II	2	\$247,000	\$239,000	\$255,000	140
Coronado 2-C	-	-	-	-	-
Coronado I-C	-	-	-	-	-
Del Mar	-	-	-	-	-
El Dorado	2	\$327,000	\$315,000	\$339,000	85
El Dorado I	-	-	-	-	-
El Dorado II	-	-	-	-	-
Fiesta	-	-	-	-	-
Galaxy	1	\$279,000	\$279,000	\$279,000	167
Holmby	2	\$307,250	\$299,500	\$315,000	81
La Jolla	1	\$479,000	\$479,000	\$479,000	72
Monterey	-	-	-	-	-
Monterey I	-	-	-	-	-
Newport	-	-	-	-	-
Valencia	1	\$395,000	\$395,000	\$395,000	18
TOTAL	13				

Information deemed reliable, but not guaranteed.

ALL ACTIVE LISTINGS IN LEISURE VILLAGE

Based on information from the
Ventura County MLS Corporation for
March 26, 2009

#	Model	Price
1	Balboa	\$195,000
2	Balboa	\$199,900
3	Monterey	\$200,000
4	Brentwood	\$222,500
5	Newport	\$225,000
6	Coronado	\$229,000
7	Newport	\$230,000
8	Capri	\$234,000
9	Capri	\$235,000
10	Del Mar	\$237,000
11	Monterey	\$239,000
12	Bel Air	\$239,000
13	Brentwood	\$245,000
14	Capri	\$245,000
15	Del Mar	\$249,000
16	Capri	\$249,500
17	Del Mar	\$255,000
18	Coronado I-C	\$260,000
19	Holmby II	\$269,500
20	Capri	\$275,000
21	Del Mar	\$284,000
22	Coronado I-C	\$285,000
23	Bel Air	\$285,000
24	Holmby II	\$289,500
25	Holmby	\$294,000
26	Holmby	\$310,000
27	Coronado II	\$315,000
28	Del Mar	\$325,000
29	El Dorado	\$340,000
30	La Jolla	\$364,900
31	El Dorado	\$365,000
32	Valencia	\$375,000
33	Amalfi	\$389,000
34	Galaxy	\$399,000
35	Amalfi	\$399,500
36	La Jolla	\$421,000
37	La Jolla	\$459,000
38	La Jolla	\$495,000

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.

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!**

This newsletter is intended for entertainment purposes only. Credit is given to the authors of various articles that are reprinted when the original author is known. Any omission of credit to an author is purely unintentional and should not be construed as plagiarism or literary theft.

Copyright 2009 Dave Barlow. This information is solely advisory, and should not be substituted for legal, financial or tax advice. Any and all financial decisions and actions must be done through the advice and counsel of a qualified attorney, financial advisor and/or CPA. We cannot be held responsible for actions you may take without proper financial, legal or tax advice.

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



RETURN SERVICE REQUESTED

Dave Barlow
5257 Mission Oaks Blvd
Camarillo CA 93012

The Barlow Buzz

