



YOUR REAL ESTATE CONSULTANTS FOR LIFE!

News to Help You Save Time & Money

April 2010

“Crunch, Crunch” Or “Knock, Knock”?

Crunch. Crunch. That was the sound of Joe Markham’s problem. The three-year-old German Shepherd he’d adopted, Fritz, loved to chew rocks. So much, in fact, that his teeth were one-third their normal size.

In every other way, Fritz was a wonderful and loving companion. But Markham knew the dog’s one bad habit was endangering his health. So Markham, a partner in a motorcycle/auto repair shop, encouraged Fritz to try softer substitutes: radiator hoses and motorcycle tires. But the dog didn’t favor either of these items enough for it to become a rock replacement.



One day, Fritz stretched under a workbench, pulled out a part from a car, trotted over to Markham, and dropped the part on Markham’s foot. With this rubber-knobbed gizmo it was love at first bite. Fritz forgot his beloved rocks. His new obsession had customers asking what kind of toy was making the dog so joyful.

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

INSIDE THIS ISSUE

- Don’t Buy A “Flood Car”
- The Mighty, Majestic Redwood
- Let’s Recycle Large Appliances
- How To Avoid “Blackberry Thumb”
- Step Back From Conflict
- Take Time For Poetry
- Learn The New Jargon Now
- How To Exercise Your Brain
- Do We Over-Share?
- Play Ball!
- Help Your Team Shine
- Leisure Village Sales Statistics 2010
- Available Homes For Sale and Rent

That’s when Markham speculated that if his dog loved this type of rubber so much, other dogs would, too. And so began a long journey of prototypes, rejections, manufacturing woes, ridicule, and late-night commercial slots. But Markham persevered because he knew his *real* customers – the furry, four-legged ones – would prove him right.

Today Markham’s toy, the KONG, has sold 50+ million worldwide, and according to the company’s Web site, “Millions and millions of dogs have confirmed that KONG is the world’s best dog toy!”

Is that “crunch, crunch” of a problem really the “knock, knock” of opportunity?

Steve Barlow

Don't Buy A "Flood Car"

Car experts say that, when an area of the country suffers heavy flooding, unscrupulous dealers rush in and buy flood-damaged vehicles in salvage yards, then they clean them up and resell them. It's a dangerous and dishonest practice because vehicles exposed to rising water often have malfunctioning brakes and computer systems. Here are some pointers on how to spot a flood car:

- It will have a musty smell.
- There will be rust underneath the dashboard or on the interior trunk or hood hinges.
- You'll see water stains on the upholstery or mismatched upholstery (signaling that the stained portions were replaced).
- It will have condensation or water droplets inside the interior light fixtures.

HAPPY ANNIVERSARY TO YOUR HOME!

- ☺ Gail Hillesheim
- ☺ Bo & Barbara Humphrey
- ☺ Harold Keeler
- ☺ Sylvia Lippe
- ☺ Helen McGinnis
- ☺ Robert Minech
- ☺ Peggy O'Reilly
- ☺ Elise Perlmutter
- ☺ Vito & Vera Portanova
- ☺ Larry & Teresa Santora
- ☺ Norman & Rose Marie Schroeder
- ☺ Louis & Harriett Schwab
- ☺ Norma Toole
- ☺ Milan & Mary Weiss

The Mighty, Majestic Redwood



In 1963, the National Geographic Society recorded the tallest of all known trees, a majestic California redwood that stood 367.8 feet. These trees' longevity may be partly due to the fact that redwoods are not vulnerable to disease or insects, and their one-foot-thick bark often protects them from fires. Even if one is burned or cut down, a redwood is capable of sprouting a new tree from a burl at the base of its trunk. Redwoods have been known to live for as long as 2,500 years, but the average span is 500 to 700 years. Typically, the trees, which have shallow root systems, are blown down by strong winds.

The Spanish called them "palo colorado" or "red trees" after their reddish bark. Early settlers kept their poultry in burnt-out redwoods – the diameter of which could reach 20 feet – and called such trees "goose pens." The first railroads in California were laid on redwood ties, and today California wines are kept in redwood vats to preserve the flavor of the grapes. Learn more about these fascinating giants and the Redwood National and State Parks at <http://www.nps.gov/redw/index.htm>.

Let's Recycle Large Appliances

Did you know that about 95 percent of a refrigerator can be salvaged or recycled? Here's a list of materials that can be saved in a typical large appliance:

Steel; glass shelves; liners (plastic); copper and aluminum components; polyurethane foam insulation; compressor oil; and CFC refrigerants.

How To Avoid “Blackberry Thumb”

The American Society of Hand Therapists (ASHT) recently warned owners of personal digital assistants – such as Blackberries, iPods, and Sidekicks – of the danger of developing carpal tunnel syndrome, tendonitis, or other hand, wrist, and arm ailments. “Handheld electronics may require prolonged grips, repetitive motion on small buttons, and awkward wrist movements,” says Donna Breger-Stanton, ASHT president. “These devices are immensely popular, and they’re getting smaller with even more features which encourages extended use. Most of the population could suffer hand ailments unless they learn to take preventive measures.” Her suggestions:

- Don’t bend your wrist in either direction when holding the device. Grip it loosely and hold it straight in your hand.
- Take a break every hour.
- If possible, place pillows in your lap on which to rest your arms.
- Switch hands frequently to reduce fatigue.
- Watch your posture. “People may strain their elbows and wrists by leaning or slouching for a long period while working on these devices,” Breger-Stanton says.

Advocate Of The Month

Congratulations to our
Advocate Of The Month,

Sherry King

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!

March Quiz Answer

Question: In honor of March, Women’s History Month, who was the first woman to win the Nobel Peace Prize for economics?

Answer: Elinor Ostrom (in 2009).

Source: nobelprize.org

Patrick Gunning, V41

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

Step Back From Conflict



What happens when someone “pushes your buttons”? Do you instinctively push back? That may do more harm than good.

Whether you’re with family, friends or coworkers, it’s sometimes best to back away from conflict, at least until you can resolve it calmly and rationally. Here are three guidelines to keeping your cool:

Recognize your automatic responses. When someone gets under your skin, irritates you, or

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*

flat-out infuriates you, what goes through your head? Pay attention to your thoughts and emotions. Resolve not to lose control over your words and actions.

Think about the end result. Explore the consequences of your reaction to conflict in the past. Did you regret what you said or did? Was the stress of acting out your anger – or holding it in – really worth it? Should you act this way again?

Stop before you react. The next time your automatic responses start playing in your head, imagine yourself hitting the stop button on a recorder. This can allow you to think more clearly about what’s really happening. Then you can move calmly ahead toward a solution that works for both of you.

Take Time For Poetry

Are you a fan of poetry? If your response is, “I don’t know much about it...” then this is the month for you. April is National Poetry Month in the U.S. and Canada, when publishers, booksellers, literary organizations, libraries, schools and the poets themselves band together to celebrate poetry and its vital place in our culture.

From Shakespeare to Silverstein, from Angelou to Austin, there’s such breadth, depth and variety in poetry that there really is something for everyone to enjoy and appreciate. Learn more about National Poetry Month at www.poets.org and www.poets.ca.

Learn The New Jargon Now

Some of the most creative thinking in the workplace comes from the desire to avoid saying what we really mean. Check out these innovative euphemisms for typical workplace antics:

Blamestorm: A discussion centered around finding an excuse – or a scapegoat – for failure.

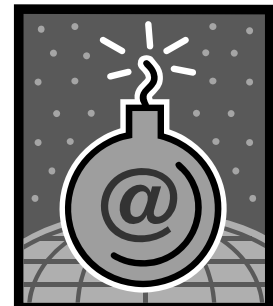
Data transport system: A briefcase.

Ohnosecond: The fraction of a moment between hitting “send” and realizing you’ve just sent an embarrassing email to everyone in your organization.

Percussive maintenance: Hitting a computer or other electronic device in an attempt to get it to work.

Presenteeism: The opposite of absenteeism; an obsession with being visible at work regardless of how productive you are.

Run it up the flagpole: Hoping someone with real authority will give you permission to do something if you ask politely.



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!

Nancy Cole
Steven & Ingrid Boehm
Gary & Jen Johnson
Julien Hurault
(Happy to Serve You Again)

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.

Stress puppy: Someone who thrives on pressure.

Vulcan nerve pinch: The awkward hand stretch needed to reach all the keys necessary for certain computer commands.

Xerox subsidy: Using the office photocopier for personal reasons.

How To Exercise Your Brain

Like any other part of your body, your brain needs exercise to stay healthy. Although physical exercise can encourage the growth of new brain cells, mental exercises will also help your mind stay sharp. So...

- Mix up your routine. When you take the same route to work every day, or even fix the same peanut butter sandwich for your lunch, your mind stops stretching itself. Look for different activities that force you to think actively about what you’re doing.
- Stay mentally active. Crossword puzzles, sudoku, and other games can keep your mind in shape. So can taking a class, learning a new language, or reading something challenging in a book group.
- Reduce your stress. Easier said than done for many of us, but meditation, yoga, and getting plenty of sleep can relieve pressure that interferes with the ability to form fresh memories.
- Socialize. Don’t let yourself get isolated. Talking to people and making new friends will stimulate your brain and give you more opportunities to learn and grow.
- Test yourself. Make up a few simple mental exercises. For example, try to identify the coins in your pocket, or the keys you carry, by touch instead of sight.

Do We Over-Share?

Some employers are worried about what their workers are saying on Facebook and other social networking sites.

A survey by Travelers found that one out of eight people share work-related information on social media sites, and 30 percent say they don’t think posting information about their employer is a problem as long as they believe the information is true.

April Quiz Question

What is another name for an apiarist?

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
corrine@barlowwilliams.com

“An employee could inadvertently post confidential information that could cause irreparable harm to a business,” says Kathy Swendsen, President of Travelers Global Technology. “In addition, the speed and ease of publication to a wide audience makes it virtually impossible to remove the information once it’s posted.”

Play Ball!

It’s time to play ball! As a salute to the start of baseball season, here are some quotations to remind us why we love this game:

That’s the true harbinger of spring, not crocuses, or swallows returning to Capistrano, but the sound of a bat on a ball. – *Bill Veeck, 1976*

A critic once characterized baseball as six minutes of action crammed into two-and-one-half hours. – *Ray Fitzgerald, 1970*

A baseball game is simply a nervous breakdown divided into nine innings. – *Earl Wilson*

I don’t want to play golf. When I hit a ball, I want someone else to go chase it. – *Roger Hornsby*



Baseball is almost the only orderly thing in a very unordered world. If you get three strikes, even the best lawyer in the world can’t get you off. – *Bill Veeck*

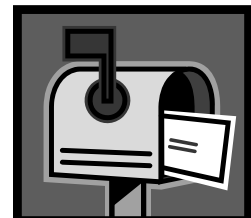
Sandy’s fastball was so fast, some batters would start to swing as he was on his way to the mound. – *Jim Murray, on Sandy Koufax*

You spend a good piece of your life gripping a baseball, and in the end it turns out that it was the other way around all the time. – *Jim Bouton, Ball Four, 1970*

Feeling Stuck?

Do you feel like you’re not really making any progress in your life? Try this. Write a letter to yourself. In the letter envision what you would like to be true for yourself in one year’s time. Let your mind create the situation as if it has already happened. Make sure you write about where you are in relation to the dreams you have for yourself.

Then seal the letter and give it to someone you trust completely. Ask that person to mail the letter back to you in one year’s time. Measure how much progress you’ve really made to realize your dreams. Many people who try this exercise find that they’ve moved quite a ways from where they were a year ago and are making steady progress toward their goals.



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

LIGHTHOUSE ELECTRIC

For all your electrical needs

(805) 445-9679

ASWELL TROPHY

For all your engraving needs

(805) 487-2224

CASTLE AIR

For all your heating needs

(805) 445-8237

ALL BARLOW LISTINGS IN LEISURE VILLAGE

Address	Model	Price
17130 Village 17	Brentwood	\$219,000
16180 Village 16	Monterey	\$225,000
16306 Village 16	Coronado II	\$255,000
22217 Village 22	Holmby I	\$267,000
16209 Village 16	El Dorado	\$357,000
35220 Village 35	Amalfi	\$359,000
44016 Village 44	Amalfi	\$365,000

Information deemed reliable, but not guaranteed.

BARLOW RENTALS

Call for current rentals...they are going fast right now.

Information deemed reliable, but not guaranteed.

PROPERTY SOLD IN LEISURE VILLAGE 2010

Based on information from the
Ventura County MLS Corporation for the period
January 1, 2010—March 29, 2010

MODEL	#SOLD	Average Price	Low Price	High Price	Avg Mkt Days
Amalfi	-	-	-	-	
Avalon	-	-	-	-	
Balboa	-	-	-	-	
Bel Air	-	-	-	-	
Brentwood	3	\$229,900	\$225,000	\$235,000	39
Capri	2	\$247,500	\$240,000	\$255,000	239
Capri 2	-	-	-	-	
Coronado	-	-	-	-	
Coronado II	1	\$250,000	\$250,000	\$250,000	3
Coronado 2-C	-	-	-	-	
Coronado I-C	-	-	-	-	
Del Mar	1	\$240,000	\$240,000	\$240,000	1
El Dorado	4	\$310,500	\$320,000	\$347,000	41
El Dorado I	-	-	-	-	
El Dorado II	1	\$340,000	\$340,000	\$340,000	2
Fiesta	-	-	-	-	
Galaxy	-	-	-	-	
Holmby	2	\$286,000	\$272,500	\$299,500	56
La Jolla	1	\$401,000	\$401,000	\$401,000	152
Monterey	2	\$208,000	\$201,000	\$215,000	213
Monterey I	-	-	-	-	
Newport	1	\$230,000	\$230,000	\$230,000	14
Valencia	4	\$400,000	\$380,000	\$420,000	45
TOTAL	22				

Information deemed reliable, but not guaranteed.

ALL ACTIVE LISTINGS IN LEISURE VILLAGE

Based on information from the
Ventura County MLS Corporation for
March 29, 2010

#	Model	Price
1	Newport	\$210,000
2	Brentwood	\$219,000
3	Newport	\$219,900
4	Monterey	\$225,000
5	Newport	\$229,900
7	Capri	\$232,500
6	Brentwood	\$232,500
8	Balboa	\$241,900
10	Del Mar	\$249,900
9	Del Mar	\$249,900
11	Coronado II	\$255,000
12	Capri	\$259,995
13	Del Mar	\$264,000
14	Capri	\$265,000
15	Holmby I	\$267,000
16	Coronado I-C	\$285,000
17	Holmby II	\$309,900
18	Fiesta	\$319,000
19	Holmby I	\$319,900
21	El Dorado	\$325,000
20	Amalfi	\$325,000
22	Amalfi	\$340,000
23	El Dorado	\$357,000
24	Amalfi	\$359,000
25	El Dorado	\$360,000
26	Amalfi	\$365,000
27	Amalfi	\$369,000
28	Valencia	\$382,900
29	El Dorado	\$385,000
30	Amalfi	\$389,000
31	La Jolla	\$410,000
32	Valencia	\$420,000
33	Amalfi	\$445,000
34	La Jolla	\$446,900
35	Amalfi	\$449,000
36	La Jolla	\$450,000

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.

THANK YOU FOR YOUR VOTE!!!

We are honored to be voted the Favorite Realtor by the Ventura County Star Readers.



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The Barlow Buzz

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