



YOUR REAL ESTATE CONSULTANTS FOR LIFE!

News to Help You Save Time &amp; Money

June 2010

## Dad's Lessons Of Life

Tim Russert, moderator of NBC's *Meet the Press* from 1991 to 2008, did something that most of us will never do: He wrote a book expressing his gratitude for – and celebrating the wisdom of – his beloved father. The 2004 memoir was entitled *Big Russ & Me: Father and Son: Lessons of Life*, and it became a #1 bestseller.



*Big Russ & Me* did something else: It inspired more than 60,000 people to write and email Russert with their own memories of their fathers. In 2006 Russert turned some of those memories into his second bestseller, *Wisdom of Our Fathers: Lessons and Letters from Daughters and Sons*, giving others an opportunity to express their gratitude for – and celebrate the wisdom of – their own fathers.

[www.LeisureVillage.com](http://www.LeisureVillage.com)

Information for YOUR Community

The Barlow Group—(805) 987-5755

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Tim Russert died suddenly in June 2008 at the age of 58. In addition to being a son he was himself a father, a husband, and in the words of a colleague, "one of the premier political journalists and analysts of his time." He received countless awards for professional excellence, and was clear on where credit for his many accomplishments was due. In the introduction to *Big Russ & Me* Russert wrote, "I hope this book will encourage readers to think about the things they learned from their father. Whatever we achieve and whoever we are, we stand on their shoulders."

**You don't have to write a book to tell the dads in your life how much you appreciate them. And don't forget Father's Day on June 20!**

*Steve Barlow*

## What Is NIHL?

NIHL is *noise-induced hearing loss*, and men are at the greatest risk, according to a study of more than 5,000 people conducted by the University of California-Irvine Medical Center. The likely cause: greater recreational and occupational exposure to noise, along with higher rates of military service. But men and women suffer equally when their hearing deteriorates.

Pay attention to these symptoms of NIHL so you can seek treatment (or encourage someone you love to seek treatment):

- Sounds seem muffled to you.
- Ringing in the ears.
- Sensation of pressure in your ears.
- Others complain more frequently that your TV or music is too loud.
- People feel you're not paying attention to them.
- Background noise makes understanding speech difficult.
- You hear better with one ear than the other while speaking on the phone.
- You have frequent earaches or ear infections.

Because hearing loss happens gradually over time, many people don't realize they're experiencing it. See a doctor and get your hearing tested if you have any of the warning signs listed above.

## Does Generation Y = Generation Why?

If a fresh-faced batch of new graduates or interns gets hired at your workplace, don't dismiss them as naïve, spoiled, or indifferent – common misperceptions about Generation Y, loosely defined as people born in the 1980s and 1990s.

### **HAPPY ANNIVERSARY TO YOUR HOME!**

- ☺ Ted & Terri Brandt
- ☺ Nancy Cyr
- ☺ David & Helene Haleman
- ☺ Karalee Johnson
- ☺ Edith Kuznitz
- ☺ Herman Rever
- ☺ Gerald & Rosemary Vangsgard
- ☺ Gilberto Chapa
- ☺ Blanche Bell

Diane Danielson, president of DWC Services, a professional development firm, says they have their good points. "Gen Y should be Gen Why? because they question everything," says Danielson. "They don't want to hear 'because we've always done it that way.' They want to look under every hood and tweak every process, which is not bad as that's what MBAs are trained to do."

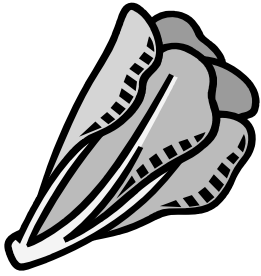
In addition, Danielson says they've grown up in a world where technology changes constantly. "They expect things to change," she says. "I think this makes them more adaptable to whatever the future may hold."

### **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!

**Sherry King**  
**(Happy to Serve You Again)**  
**Scott & Alisa Murguia**  
**(Referred by Mike Murguia)**

*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.*



## I'll Take Romaine

Thinking of putting a salad together? According to nutritionist Pat Brown, romaine lettuce has the most nutrients of any salad green; iceberg lettuce has the least. In general, regardless of variety, the darker the green color, the healthier and more vitamin-packed the lettuce is.

## Reference-Gathering Guidelines

Do you have a list of professional references? These are people who can be helpful in many different situations: when you want to move up in your company; when you're applying for a job; when you want to join a professional association; when you want to speak at an industry conference or seminar. Here are some guidelines for your list:

1. Pick coworkers and former coworkers who have an intimate knowledge of your work – and whom you can trust to say the right thing.
2. Before you give out anyone's name for a reference, make sure to ask that person if you may do so. No one should ever be surprised by a reference call. Even when you have permission, it's a good idea to call your references and let them know when they might be contacted. The more warning they have, the better prepared they'll be.
3. Brief your references. Suggest specific examples to talk about – situations where your unique skills and traits contributed to the success of an overall project or effort.

## A Father Is...



A father is neither an anchor to hold us back, nor a sail to take us there, but a guiding light whose love shows us the way.

A father is someone you look up to no matter how tall you grow.

A father is a truly rich man if his children run into his arms when his hands are empty.

A father is a man who expects his son to be as good a man as he meant to be.

A father is someone who carries pictures in his wallet where his money used to be.

## Tips For A Safe Walk

Walking is good exercise – unless you get hit by a car. The most common accidents between pedestrians and motor vehicles are caused by:

### *May Quiz Answer*

**Question:** In what year did humans make their first flight over the English Channel?

**Answer:** 1909 OR 1785 (in a hot air balloon).

**Source:** pbs.org

There were two answers this month since the question wasn't very clear.

**Gil Cooperman, v7**

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**

## Advocate Of The Month

Congratulations to our  
Advocate Of The Month,

*Marty & Brenda Cohen*

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!**

- Darting out in front of a vehicle in the middle of the block.
- Running rather than walking across intersections.
- Vehicles turning without seeing pedestrians in their way.
- Pedestrians crossing multi-lane streets.
- Vehicles backing up.

Stay safe wherever you wander by following these safety practices:

**Use the walkways.** Stay on the sidewalk and cross at intersections with well-marked crosswalks.

**Stand out.** Make sure drivers can see you. Don't dash out into traffic suddenly. Wear bright, noticeable colors, especially at night, and consider garments and shoes with reflecting fabrics for nighttime walking.

**Follow the rules.** Obey traffic signals. Be aware of stop signs at intersections without traffic lights.

**Watch out for blind spots.** Big trucks with wide loads may not see you when turning or backing up. Smaller cars, too, can have significant blind spots. Don't assume any driver can see you just because you can see the vehicle.

**Give cars time to stop.** Don't take chances with moving vehicles. If the driver doesn't see you right away, or if you stumble, he or she may not be able to stop in time to avoid hitting you.

**Be careful in parking lots.** The traffic flow in a parking lot may not be obvious to either drivers or pedestrians, and visibility is more limited by the parked cars around you.

**Walk facing traffic.** If for some reason you must walk along the side of a road without sidewalks, walk toward the traffic so you can see and avoid cars better – and vice versa.

***REFERRALS ARE THE LIFE BLOOD OF OUR  
BUSINESS...WE BELIEVE IN REFERRALS!***

***HERE ARE SOME OF THE PEOPLE WE  
RECOMMEND:***

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**For all your party planning needs  
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**ALLSTAR APPLIANCE SERVICE  
For all your appliance repair needs  
(805) 552-0900**

**MIRIAM'S CLEANING SERVICES  
Spring cleaning help is here  
(805) 797-6229**

**LASSEN NATURAL FOODS &  
VITIMINS  
Prepare your body for the outdoor  
season  
(805) 482-3287**

**CALIFORNIA POOLS  
Get your pool ready for the swim season  
(805) 484-3322**

# What Am I?

1. I'm where yesterday follows today and tomorrow's in the middle. What am I?
2. I go all around the world but stay in the corner. What am I?
3. I have holes in the top and bottom, on the left and right, and in the middle, but I still hold water. What am I?
4. I get wetter and wetter the more I dry. What am I?

Answers: 1. A dictionary. 2. A stamp.  
3. A sponge. 4. A towel.

## Careers For Creative Types

You may consider yourself a creative person, an innovative thinker, an unconventional performer – but you're not cut out to be a starving artist or wait tables while waiting for your big break. What are your options? Look into these careers:



**Teaching.** Teachers at any level have to be quick and creative when it comes to keeping their students' attention and presenting information in interesting ways.

**Interior design.** Helping people create the space where they'll live and work calls for a wide range of talents and skills.

**Catering.** Any kind of event-planning career requires skill in selecting and balancing the right ingredients, from the spices in the food to the arrangement of the venue.

**Graphic design.** With the growth of the Internet, the ability to create visually appealing graphics that are well-organized and attractive is something employers are eagerly seeking.

**Copywriting.** From advertising to in-depth Web content, words are still important. Putting together readable, useful copy is a valuable skill even in an age of multimedia.

## What's A "Portable Clock"?

The portable clock – that is, the watch – was invented by Peter Henlein in Nuremberg, Germany, in 1504. He used a coiled mainspring with a ratchet, which, unlike the weights and pulleys that drove larger clocks, could be placed inside a much smaller space. The first watches were worn on a belt or on a chain around the neck, measured about four inches wide and three inches thick, and were called "Nuremberg Eggs" because of their oval shape. They had no minute hand and no protective

### *June Quiz Question*

**What is the green pigment in plants that's vital for photosynthesis?**

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

## 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*



glass over the face, a feature that didn't appear for another 200 years.

The first person to wear a watch on his wrist was the French mathematician and philosopher Blaise Pascal, who, in the mid-1600s, attached his pocket watch to his wrist with string. True wristwatches – those attached with fabric or leather straps – didn't become commonplace until the First World War.

## Strawberry Stardom

McKay's wife, Rachel, has reached Strawberry Stardom in our eyes. She saw an ad in the newspaper for original recipes using strawberries. If an original recipe was

submitted you earned two tickets to the Strawberry Festival. She thought it was a good way to get her and her family to go to the Strawberry Festival. She submitted her recipe and watched for the tickets to arrive in the mail.

On a Sunday evening she received a call from a committee member of the festival informing her recipe was chosen as one of the five finalists. She was asked to come to the Oxnard Courtyard Marriott that Tuesday and prepare her dish in front of judges and the media! Rachel said she was nervous and excited.



She competed and finished as one of two finalists. The finalists had a cook off in front of hundreds along with new judges as one of the featured events of the Strawberry Festival. Rachel did awesome! The judges had a very hard time deciding. She ended up second place of 70 who entered. She had a great experience and we all benefited from her yummy food. Her recipe: Strawberry Bruschetta with Lemon Cream. If you want the recipe, come on by the office.

## Let Kids Relax!



Child psychiatrists say that many parents these days over-schedule their children with 10- to 16-hour days of activities, which is often more than the kids can handle. Signs of burnout include headaches, asthma attacks, nail biting, and sleeping problems.

If your child shows some of these symptoms, use summer vacation to let him or her unwind from the pressures of school, sports, and extracurricular activities. Resist the urge to pack the summer months with activities and diversions; that unscheduled time will teach kids to create, imagine, and see new possibilities.

## ALL BARLOW LISTINGS IN LEISURE VILLAGE

Address	Model	Price
16306 Village 16	Coronado II	\$255,000
35220 Village 35	Amalfi	\$349,000
25202 Village 25	El Dorado	\$352,000
44016 Village 44	Amalfi	\$355,000

Information deemed reliable, but not guaranteed.

## BARLOW RENTALS

Monterey I—\$1400 / month  
 Del Mar—\$1500 / month  
 Capri—\$1550 / month  
 Bel Air—\$1595 / month

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—May 24, 2010

MODEL	#SOLD	Average Price	Low Price	High Price	Avg Mkt Days
Amalfi	1	\$352,000	\$352,000	\$352,000	68
Avalon	-	-	-	-	
Balboa	-	-	-	-	
Bel Air	1	\$240,000	\$240,000	\$240,000	255
Brentwood	5	\$234,500	\$210,000	\$273,000	55
Capri	4	\$250,200	\$240,000	\$256,000	152
Capri 2	-	-	-	-	
Coronado	-	-	-	-	
Coronado II	1	\$250,000	\$250,000	\$250,000	3
Coronado 2-C	-	-	-	-	
Coronado I-C	1	\$343,000	\$343,000	\$343,000	34
Del Mar	4	\$243,500	\$235,000	\$249,900	89
El Dorado	6	\$316,700	\$275,000	\$347,000	44
El Dorado I	-	-	-	-	
El Dorado II	1	\$340,000	\$340,000	\$340,000	2
Fiesta	-	-	-	-	
Galaxy	-	-	-	-	
Holmby	4	\$285,250	\$272,500	\$299,500	52
La Jolla	2	\$400,500	\$400,000	\$401,000	105
Monterey	2	\$208,000	\$201,000	\$215,000	213
Monterey I	1	\$250,000	\$250,000	\$250,000	1
Newport	1	\$230,000	\$230,000	\$230,000	14
Valencia	4	\$400,000	\$380,000	\$420,000	45
<b>TOTAL</b>	<b>38</b>				

Information deemed reliable, but not guaranteed.

## ALL ACTIVE LISTINGS IN LEISURE VILLAGE

Based on information from the  
 Ventura County MLS Corporation for  
 May 24, 2010

#	Model	Price
1	Balboa	\$185,000
2	Newport	\$219,500
3	Balboa	\$219,900
4	Newport	\$219,900
5	Newport	\$223,000
6	Brentwood	\$232,500
7	Brentwood	\$232,500
8	Del Mar	\$249,900
9	Delmar	\$254,000
10	Coronado II	\$255,000
11	Coronado	\$258,900
12	Coronado II	\$259,000
13	Del Mar	\$284,000
14	Holmby II	\$289,000
15	Coronado II	\$310,000
16	Fiesta	\$319,000
17	Holmby II	\$335,000
18	Amalfi	\$340,000
19	El Dorado	\$345,000
20	Amalfi	\$349,000
21	Amalfi	\$355,000
22	El Dorado	\$355,000
23	El Dorado	\$357,000
24	Amalfi	\$357,000
25	El Dorado	\$359,000
26	Valencia	\$360,000
27	Amalfi	\$369,000
28	Amalfi	\$369,000
29	Amalfi	\$369,000
30	El Dorado	\$374,900
31	Valencia	\$379,900
32	Valencia	\$399,950
33	Valencia	\$412,000
34	Valencia	\$412,975
35	Amalfi	\$430,000
36	La Jolla	\$446,900

For Questions or Additional Information Call The Barlow Group  
 (805) 987-5755 or Toll Free 1 (800) 382-2228. Information

# THANK YOU FOR YOUR VOTE!!!

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