



YOUR REAL ESTATE CONSULTANTS FOR LIFE!

News to Help You Save Time & Money

March 2008

## Small Seed – Big Reward

This is a story of a young man named Ping, and of a King who was childless and needed to find a successor.

The King devised a way to find a successor who would be courageous and honest. He sent out a tiny seed to each young man in the country. This seed was to be planted and nourished to the best of each young man's ability.



When Ping received his seed he obtained a beautiful pot, fertile soil, and planted his seed. He watered it and nurtured it and watched it, but nothing happened. He moved his plant to another area with more sun, thinking it needed different light, and still, nothing happened. He asked his father what to do. His father suggested putting it into another container and continuing to nurture it. Still nothing!

The day finally arrived for all the young men to present their results to the King. Everyone else had beautiful plants, and Ping was so embarrassed that he sat in the back of the room with his pot so he wouldn't be noticed.

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

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The King walked around the room looking at the plants – and frowning. The longer he walked, the more he frowned. Then he came to the back of the room and saw Ping and his pot. He led Ping up to his throne and announced to all present that Ping would be the next King. “How can this be?” all the young men cried.

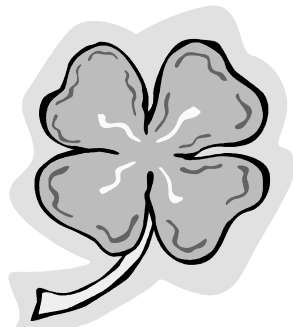
The King said, “Before I sent you the seeds, I ordered the seeds boiled so they wouldn't grow. Only one man in my kingdom was courageous and honest today – and only that man deserves to be your next King.”

**Ping's “failure” was really his success!**

*Dave Barlow*

## Some Irish Blessings

Here are some Irish blessings to incorporate into your March 17 St. Patrick's Day celebrations:



May your right hand always be stretched out in friendship and never in want.

May the saddest day of your future be no worse than the happiest day of your past.

May the roof above us never fall in, and may the friends gathered below it never fall out.

May you have warm words on a cold evening, a full moon on a dark night, and the road downhill all the way to your door.

May you live as long as you want, and never want as long as you live.

May your troubles be less and your blessing be more, and nothing but happiness come through your door.

## How To Save Energy And Money

Somewhere around 90% of the energy used to do laundry is used for heating the water, according to [www.EnergySavers.gov](http://www.EnergySavers.gov). To save energy while you're washing clothes you can use cold water or less water. And unless you're dealing with oily stains, the warm or cold setting on your washing machine will clean your clothes just fine. Just switching your energy setting from hot to warm can save a lot – it cuts the energy used for a load of laundry by 50%.

Here are some additional energy-saving tips from [EnergySavers.gov](http://EnergySavers.gov):

- Wash your clothes in cold water and use cold-water detergents whenever possible.
- Wash and dry full loads. If you do wash a smaller load, change the water-level setting.
- Dry towels and other heavier cottons separately from lighter clothing.
- Don't overdry. Use the moisture sensor on your machine, if you have one.
- Use the cool-down cycle to allow clothes to finish

### **Advocate Of The Month**

Congratulations to our  
Advocate Of The Month,  
*Doris Bayer*

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!**

drying with residual heat in the dryer.

- Consider drying your clothes on a clothesline or drying rack.
- Check your dryer vent periodically to make sure it's not blocked.
- Clean the lint filter in your dryer after every load.

And pay special attention to that last tip. Dryer lint may seem insignificant, but it's a leading cause of home fires, causing millions of dollars in property damage annually.

## Try Turning It Off For Awhile

Technology is a wonderful thing. It can help us do our jobs more quickly and efficiently. It can put us in touch with friends across the globe, allowing us to interact with far-flung folks from Bangalore to Paris to Louisville. But there are some not-so-positive effects of technology that we all need to beware of. Is technology operating as an isolating factor in your world? Do you use it so you don't have to talk to people? Do you use it to avoid personal interaction at all costs?

Charles Handy, author of *Waiting For the Mountain to Move: And Other Reflections on Life*, postulates that technology can isolate us – and it started with, of all things, the technology of the chimney. Before chimneys, Handy says, we all had to huddle together around the fire in one room. Everyone had to keep warm, so the cowherd and the master shared the same space in order to survive. With the advent of the chimney, however, social stratification was born and we withdrew into separate quarters. Central heat allowed the process to continue, and today's technology has increased the trend toward isolation.

### *February Quiz Answer*

**Question:** Who was the first African-American woman to receive a medical degree in the U.S.?

**Answer:** Dr. Rebecca Lee Crumpler.

**Source:** [www.time.com](http://www.time.com)

**Congratulations** to *Ellie Edwards, 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**

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

- ☺ Jean Clements
- ☺ Gil & Rita Cooperman
- ☺ David & Toby Ferber
- ☺ Jerry & Catherine Friedman
- ☺ Phyllis Gee
- ☺ Eleanor Henke
- ☺ Ruth Kaptan
- ☺ Paul & Terry Lichtman
- ☺ Irene Merchant
- ☺ Eleanor Thomas

Handy says with the Internet and email, days can go by where we barely have the opportunity to speak to each other in person. How about you? Are you speaking to other humans face-to-face at all these days?

## **Do You Complain Effectively?**

Let's say you have a legitimate complaint. What do you do with it?

Leif Hokanson, of Personal Best Consulting, says don't waste your breath complaining about something to someone who can't help you solve the problem; that's "akin to yelling at the rain." Instead, says Hokanson, be an effective complainer: Find the person in charge of the sprinkler system, and ask him or her to turn the thing off.

***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**  
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**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

## Can Produce Poison You?

Most of us know that we can get food poisoning from meat, but a lot of people have no idea that fruits and vegetables can also harbor harmful microbes.

There are a whopping 76 million cases of food poisoning per year in America, but the majority of food poisoning cases go unrecognized, and unreported as well. Of the 25,000 cases per year that are investigated, about a third are attributed to tainted produce.

Here are some things you can do to reduce the chances that you or someone in your family might get sick from tainted produce:

**Always wash your hands** before and after handling produce.

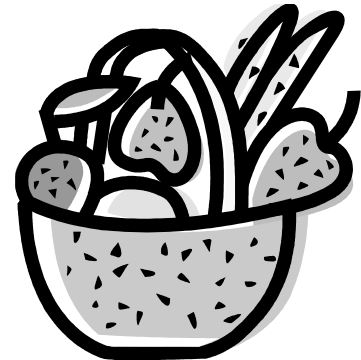
**Always wash cutting boards**, knives and other equipment before and after using them on produce.

**Wash your fruits and vegetables**, then dry them with a paper towel, rather than letting them air dry.

**Wash even the rinds of produce** you're going to cut, such as cantaloupe. This is to reduce the chance that your knife will transfer bacteria from the skin to the fruit. Also, make sure you cut away any bruised or soft areas of your fruits and vegetables.

**Refrigerate cut fruit and vegetables**, and don't eat foods that have been left out for more than two hours.

**Be careful at farmers' markets.** Some vendors promote their goods by using a knife to cut off slices of produce, then they wipe the knife on their shirt or pants and cut the next piece – an invitation to food poisoning.



## How To Confound Your Coworkers

If it's too quiet around your cube, here are some suggestions to liven things up:

1. Every time someone asks you to do something, ask if they want fries with that.

2. Page yourself over the intercom. Don't disguise your voice.
3. Drop meaningless and confusing management-speak into conversations such as, "What's the margin, Marvin?" and, "When's this turkey going to get basted?" and, "If we don't get this brook babbling, we're all going to end up looking like doe-eyed Labradors."
4. Put mosquito netting around your work area and play tropical sounds all day.
5. Kneel in front of the water cooler and drink directly from the nozzle.
6. Put your wastebasket on your desk and label it "In."
7. While sitting at your desk, soak your fingers in Palmolive liquid. Call everyone Madge.
8. Encourage your colleagues to join you in a little synchronized chair-dancing.
9. While making presentations, occasionally bob your head like a parakeet.
10. In meetings, gradually push yourself closer and closer to the door in your chair.



## Strange Name – Serious Condition

“Shingles” are items we associate with the roof or sides of a house, so it may seem strange to call an infection by that name. But “shingles” is also the name of a viral infection that can be very painful and have serious, long-term complications.

Shingles is an outbreak of rash or blisters on the skin that's caused by the same virus that causes chickenpox – the *varicella-zoster* virus. Once you've had chicken pox, the virus lies inactive in your nerves. Years later, for reasons that aren't clear, the virus may reactivate as shingles.

### *March Quiz Question*

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

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](mailto:info@barlowwilliams.com)

Shingles is common; a half-million cases are reported each year, with more than half of those people over 60. Stress and fatigue may activate the virus, and people with weakened immune systems – those with HIV infection, or who are receiving medical treatments such as steroids, radiation and chemotherapy, or who receive organ transplants – are also susceptible. The first sign of shingles is often burning or tingling pain, or sometimes a numbness or itch, in one location of the body. After several days or a week, a rash of blisters similar to chickenpox appears, most commonly as a band that wraps from the back and around one side of the chest (though other areas such as the neck, face and scalp can be involved,

## 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!

**Bob & Flo Koca**  
**Tillie Kaplan Family**  
**(Happy To Serve You Again)**  
**Jack Clarke**  
**(Happy To Serve You Again)**  
**Peggy O’Reilly**  
**Dan Violette**

*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*

as well).

Shingles affects people in different ways. Many people have mostly itching; for others, the pain is excruciating; and for some, the rash causes the skin to remain painful and sensitive to touch for months or even years after the rash clears up. For most healthy people, the pain subsides within three to five weeks and the blisters leave no scars.

Vaccines may reduce the risk of shingles for some people, and early treatment can help shorten the duration of the infection and minimize the chance of complications. So, if you suspect you’re exhibiting symptoms of

shingles, consider contacting your doctor immediately.

## Once Upon A Time There Were No Forks

When the colonists arrived in America they had plenty of napkins, according to Alice Morse Earle in *Home Life in Colonial Days*. It’s a good thing, the author says, because they probably needed them. Why? Because they had no forks, and eating was a messy business without the flatware we now consider standard. When America was being settled, forks were almost completely unknown in England. The English people gradually learned of forks – a two-tined version – from travelers who had discovered them in Italy, found them useful for eating neatly, and brought them home. However, for a time forks were scorned as a luxurious affectation.



The first fork made its way to America in 1633, in a leather case as a gift for Gov. John Winthrop in Boston. But it wasn’t until 30 or 40 years later that colonists in New York, Virginia and Massachusetts began using forks. By the end of the century, fashionable people throughout the colonies were starting to use forks. Their use spread and their design evolved, leading to the four-tined forks we know and love today.

## Daylight Saving’s Dual Purpose

Daylight Saving Time begins March 9 and we “spring forward” – that is, turn our clocks ahead one hour.

It’s also the perfect time to replace the batteries in your smoke detectors. Though seven out of eight homes have smoke detectors, one-fourth of them don’t work due to dead or missing batteries. Don’t be part of that statistic. Dead batteries can’t save lives!



## ALL CURRENT LEISURE VILLAGE LISTINGS

As of February 25, 2008 there are 41 homes for sale in Leisure Village. Prices range from \$199,500—\$549,000. Here is the list by models:

Amalfi—4	Avalon—1	Balboa—1
Bel Air—0	Brentwood—3	Capri—3
Coronado—3	Del Mar—1	El Dorado—8
Galaxy—2	Holmby—2	La Jolla—3
Monterey—5	Newport—0	Valencia—5

Information deemed reliable, but not guaranteed.

## RENTALS

Newport—\$1350 / month
Brentwood—\$1400 / month
Capri—\$1400 / month
Newport—\$1450 / month
Del Mar—\$1525 / month
Capri—\$1550 / month
Holmby—\$1650 / month
El Dorado—\$1775 / month
El Dorado—\$1800 / 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 February 25, 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	-	-	-	-	-
Brentwood	-	-	-	-	-
Capri	3	\$301,000	\$270,000	\$328,000	105
Capri 2	-	-	-	-	-
Coronado	-	-	-	-	-
Coronado II	-	-	-	-	-
Coronado I-C	-	-	-	-	-
Del Mar	-	-	-	-	-
El Dorado	1	\$430,000	\$430,000	\$430,000	145
El Dorado I	-	-	-	-	-
El Dorado II	-	-	-	-	-
Fiesta	-	-	-	-	-
Galaxy	-	-	-	-	-
Holmby	2	\$346,950	\$340,000	\$353,900	37
La Jolla	2	\$504,600	\$490,000	\$519,200	111
Monterey	-	-	-	-	-
Monterey I	-	-	-	-	-
Newport	-	-	-	-	-
Valencia	1	\$440,000	\$440,000	\$440,000	63
<b>TOTAL</b>	<b>12</b>				

Information deemed reliable, but not guaranteed.

## ALL BARLOW LISTINGS IN LEISURE VILLAGE

Based on information from the  
Ventura County MLS Corporation for  
February 25, 2008

Address	Model	Price
11244 Village 11	Balboa	\$209,900
31109 Village 31	Brentwood	\$274,950
11233 Village 11	Del Mar	\$279,000
1111 Village 1	Coronado II	\$295,995
41082 Village 41	Capri	\$314,500
14114 Village 14	El Dorado	\$365,000
6312 Village 6	Galaxy	\$385,000
33224 Village 33	Amalfi	\$394,000
25321 Village 25	El Dorado	\$419,900
42002 Village 42	Valencia	\$439,950
29201 Village 29	La Jolla	\$490,000
34128 Village 34	La Jolla	\$549,000

### In Escrow

3222 Village 3	Coronado I-C	\$325,000
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.

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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*The Barlow Buzz*

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