



YOUR REAL ESTATE CONSULTANTS FOR LIFE!

News to Help You Save Time & Money

March 2009

Those Canny Canines!

If dogs were teachers, here's what we'd learn:

- When a loved one comes home, always run to greet them.
- Never pass up the opportunity to go for a joyride.
- Allow the experience of fresh air and the wind in your face to be pure ecstasy.
- When it's in your best interest, practice obedience.
- Let others know when they've invaded your territory.
- Take naps. Stretch before rising. Run, romp, and play daily.
- Thrive on attention and let people touch you.
- Avoid biting when a simple growl will do.
- On warm days, stop to lie on your back on the grass.



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

INSIDE THIS ISSUE

- The Myth Of Multitasking
- Hangers Hang Around
- Fitness Tip
- Kids And Commercials
- Going Batty
- How To Reach Your Goals
- March Is Women's History Month
- How To Control Your Debts
- Can you "Rebuild" Your Brain?
- Leisure Village Sales Statistics 2009
- Available Homes For Sale and Rent

On hot days, drink lots of water and lie under a shady tree.
 When you're happy, dance around and wag your entire body.
 No matter how often you're scolded, don't buy into the guilt thing and pout – run right back and make friends.
 Delight in the simple joy of a long walk.
 Eat with gusto and enthusiasm. Stop when you've had enough.
 Be loyal.
 Never pretend to be something you're not.
 If what you want lies buried, keep digging until you find it.
 When someone is having a bad day, be silent, sit close by, and nuzzle them gently.

Come to think of it – dogs are great teachers!

Steve Barlow

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!

Russo Family
(referred by Marie Berkovich)
Robinson Family
(referred by Rosemary Woody)
Harry & Penny Sieling
Cecile Shafer
(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.

Don't Forget...

It's time to "spring forward" – Daylight Saving Time begins March 8, and clocks are turned forward one hour.

The Myth Of Multitasking

Multitasking has become so much a part of our lives that we barely notice when we're doing it:

Scenario #1: You're at your computer at work, typing a report. The phone rings, and

email dings that you've got a message. You pull off your iPod headphones, answer the phone, and access your email in-box. While you're talking, you scan the email. You're still talking as you switch back to your report and finish the sentence you were typing. You reach for the last bite of the sandwich you bought for lunch, then click on email because you just received another message. You ask the person on the phone to hang on because someone just stopped by your desk with an urgent question.

Scenario #2: You're driving. You're talking on your hands-free phone, trying to schedule an appointment. You pick up your personal digital assistant from the passenger seat, open the calendar, and scroll through the next six weeks looking for a date and time that work for both of you. You enter the appointment in your calendar, disconnect and make another call. You're wondering what's in the fridge for dinner, and you're scanning the curb for a parking place near your dry cleaners. You change radio stations, then reach in the door pocket for that CD you've been meaning to listen to. You pull the phone away while you sneeze, then resume talking, and swing into a quick U-turn to park in front of the dry cleaner.

If you're like most people, one or both of these scenarios sounds familiar. And if you're like most people, you think you're doing all of these things – that is, *multitasking* – well. Even wonderfully well.

Well, most of us aren't. According to extensive research at institutions including MIT, the University of Michigan, UCLA, the University of London, and the National Institutes of Health, when we think we're multitasking, we're actually *not* doing a lot of things simultaneously, but rather, switching our attention from task to task very quickly, especially if the tasks require the same part of the brain. So while eating lunch and watching TV or chewing gum and walking are no problem, we get into trouble when we try talking

Advocate Of The Month

Congratulations to our
Advocate Of The Month,

Mannie Abbate

As the Advocate Of The Month he 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!**

HAPPY ANNIVERSARY TO YOUR HOME!

- ☺ Jean Clements
- ☺ Gail & Rita Cooperman
- ☺ David & Toby Ferber
- ☺ Paul & Terry Lichtman
- ☺ Jennifer Siebers
- ☺ Eleanor Thomas
- ☺ Jerry & Cathy Friedman
- ☺ Irene Merchant
- ☺ Dan Violette
- ☺ Ruth Kaptan
- ☺ Phyllic Gee

on the phone and writing an email. It's like trying to have a conversation with two people about different subjects at the same time. "Nearly impossible," says one scientist. "Humans are not built to work this way," says another.

And, as we switch our attention among tasks, it then takes our brain a few seconds or minutes or longer to remember where we were with each task, and where we go from there. So instead of doing more in less time, we're actually doing *less*, and not doing it as well as if we'd focused on one task, completed it, and moved on to the next.

The irony is that the word *multitasking* came into use with reference not to humans – but to computers. According to numerous dictionaries, *multitasking* is "the concurrent operation of two or more

processes by one central processing unit (CPU)."

Only today, that CPU – is you.

Hangers Hang Around

According to Bob Kantor, CEO of HangerNetwork, a company that makes recycled paper hangers for clothing, 3.5 billion wire hangers wind up in landfills each year – and they can take over 100 years to degrade. If your dry cleaner doesn't use the new paper hangers yet, return your wire ones to the cleaners (local law permitting). Each hanger costs about eight cents, so they'll be happy to take them. Two more ideas: Most thrift stores need wire and plastic hangers; when buying new clothes, leave the hangers at the store.

Fitness Tip

1. Begin by standing on a comfortable surface where you have plenty of room at each side.
2. With a five-pound potato sack in each hand, extend your arms straight out from your sides, and hold them there as long as you can.
3. Try to reach a full minute, and then relax.
4. Each day you'll find that you can hold this position for just a bit longer.
5. After a couple of weeks, move up to 10-pound potato sacks.
6. Then try 50-pound potato sacks. Then eventually, try to get to where you can lift a 100-pound potato sack in each hand, and hold your arms straight for more than a full minute.
7. Once you feel confident at that level, put a potato in each sack.



Kids And Commercials

The number of television ads your children see in one year might surprise you.

According to The Henry J. Kaiser Family Foundation, children ages two to 11 are exposed to an average of 20,000 television ads per year. Of those ads, the average number of food ads is 5,600 per

year: 28 percent (1,568) are for restaurants and fast foods; 24 percent (1,344) are for desserts, sweets, and snacks; and 17 percent (952) are for cereals.

Going Batty

Our relative, the bat (the only flying mammal), eats 50 percent or more of its weight in food every night. Imagine a man of 180 pounds eating 30 pounds of food at each of his three square meals each day! For most of the bats in the eastern United States, the food of choice is insects. But in other parts of the world, bats feed on fruit, spiders, fish – even other bats.

The largest bat is the flying fox of Asia and Australia with a wingspan of about six feet. It weighs over two pounds and eats fruit. The smallest bat is the insect-eating hog-nosed (or bumblebee) of Thailand. With a wingspan of six inches and weighing in at two grams (about the weight of a dime), they can hover like hummingbirds.

And here's one more bat fact you may not know: Many important agricultural plants, including bananas, bread-fruit, mangoes, cashews, dates and figs, rely on bats for pollination.

How To Reach Your Goals

The conventional wisdom is that if you don't set a goal, you won't get where you want to go. You might be a receptionist who has the goal of one day becoming a novelist, or a construction worker who wants to own your own company. You dream about it and have confidence that you can do it. Yet day after day you go to your job, and the book you mean to write never gets written; the company you mean to run never gets started. It's a common problem: We set our goals, but then don't know how to get from here to there.



Artist and scientist Leonardo da Vinci was fully aware of this tendency in himself and in others who were learning to paint. Here's what he had to say to those who aspired to greatness:

“We can only comprehend one thing at a time. Let us suppose that you were to glance over the whole of this written page: You would instantly judge it to be full of various letters but you would not in that time recognize what the letters were, nor what they might mean. And so you have to proceed word by word, and line by line, if you wish to gather information from these letters. Again – if you wish to climb to the top of a building you will have to go up step by step, otherwise it will be impossible to arrive at the top.”

February Quiz Answer

Question: Who invented the Q-tip?

Answer: Leo Gerstenzang.

Source: www.qtips.com

Congratulations to *Joyce Richey, V3*.

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

March Quiz Question

The saguaro cactus is native only to which desert?

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

March Is Women's History Month

March is Women's History Month (in the U.S.; in Canada it's October), a time to "re-examine and celebrate the wide range of women's contributions and achievements, which are too often overlooked in the telling of our history."

Regardless of when or where you celebrate, here are some great places to get started: museums devoted to women's history, including:

The National Museum of Women in the Arts, the only museum in the world dedicated exclusively to recognizing the contributions of women artists; visit www.nmwa.org.

The National Cowgirl Museum and Hall of Fame, the only museum in the world dedicated to honoring women of the American West who have displayed extraordinary courage and pioneer spirit in their trailblazing efforts; visit www.cowgirl.net.

The U.S. Army Women's Museum, the only museum in the world dedicated to Army women, honoring women's contributions to the Army from the Revolutionary War to the present; visit www.awm.lee.army.mil.

The International Women's Air and Space Museum, dedicated to the preservation of the history of women in aviation and space, and the documentation of their continuing contributions today and in the future; visit www.iwasm.org.

The Women's Museum, a Smithsonian affiliate, dedicated to making visible the unique, textured, and diverse stories of American women and their participation in shaping our nation's history; visit www.thewomensmuseum.org.

How To Control Your Debts

If you feel you have a debt problem that's ballooning out of control, what should you do? According to financial advisers at MasterCard.com, you should be honest with yourself. Admitting that you have a problem and that you're going to have to solve it is essential for starting the work you need to do.

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*



Once you've gotten through that stage, try these tips for assessing the problem, minimizing the damage, and getting started on another financial chapter of your life:

- Write down all your debts and monthly expenses.
- Come up with a budget that's realistic. You'll need to cover your expenses and begin to pay off your debt. Devise a plan, and stick to it.
- Curb spending. Wrestle with this question before purchasing anything: Is this something I "need" or "want"?
- Accept that paying off debt is difficult, and try to avoid becoming discouraged.
- Stay focused on living a debt-free life and how great it will feel when you get there. Be determined to achieve your goal.

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

Can You "Rebuild" Your Brain?



Up until about 10 years ago, it was believed that we were born with a fixed number of brain cells that eventually died out. Now scientists know that brain cells regenerate throughout our lives. And one thing seems clear: To keep the sharpest memory you can for as long as you can, get moving. Aerobically, that is.

Studies have shown that people who engage in aerobic exercise perform better cognitively, show increased brain volume, and demonstrate lower rates of dementia. That's because exercise actually encourages neuron generation in the part of the brain that processes memories.

Quotes

The best way to have a good idea is to have lots of ideas.

– Linus Pauling

When obstacles arise, you change your direction to reach your goal; you do not change your decision to get there.

– Zig Ziglar

I stayed in a really old hotel last night. They sent me a wake-up letter.

– Steven Wright

ALL BARLOW LISTINGS IN LEISURE VILLAGE

Address	Model	Price
42005 Village 42	Brentwood	\$245,000
17110 Village 17	Capri	\$259,000
42069 Village 42	Capri	\$275,000
42010 Village 42	Holmby	\$269,500
13322 Village 13	Coronado I-C	\$285,000
20179 Village 20	Holmby	\$329,000
40223 Village 40	La Jolla	\$459,000

Information deemed reliable, but not guaranteed.

BARLOW RENTALS

Avalon—\$1250 / month
Monterey—\$1300 / month
Newport—\$1350 / month
Coronado II—\$1400 / month
Del Mar—\$1550 / month
El Dorado—\$1775 / 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—February 23, 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	1	\$255,000	\$255,000	\$255,000	186
Coronado 2-C	-	-	-	-	-
Coronado I-C	-	-	-	-	-
Del Mar	-	-	-	-	-
El Dorado	1	\$315,000	\$315,000	\$315,000	169
El Dorado I	-	-	-	-	-
El Dorado II	-	-	-	-	-
Fiesta	-	-	-	-	-
Galaxy	-	-	-	-	-
Holmby	1	\$315,000	\$315,000	\$315,000	21
La Jolla	1	\$479,000	\$479,000	\$479,000	72
Monterey	-	-	-	-	-
Monterey I	-	-	-	-	-
Newport	-	-	-	-	-
Valencia	1	\$395,000	\$395,000	\$395,000	18
TOTAL	9				

Information deemed reliable, but not guaranteed.

ALL ACTIVE LISTINGS IN LEISURE VILLAGE

Based on information from the
Ventura County MLS Corporation for
February 23, 2009

#	Model	Price
1	Avalon	\$188,000
2	Balboa	\$195,000
3	Monterey	\$200,000
4	Balboa	\$210,000
5	Newport	\$225,000
6	Newport	\$230,000
7	Coronado II	\$238,000
8	Capri	\$239,000
9	Monterey	\$239,000
10	Brentwood	\$239,450
11	Brentwood	\$245,000
12	Capri	\$245,000
13	Del Mar	\$245,000
14	Capri	\$247,500
15	Del Mar	\$249,000
16	Capri	\$250,000
17	Capri	\$253,000
18	Del Mar	\$255,000
19	Capri	\$257,500
20	Capri	\$259,000
21	Capri	\$259,000
22	Monterey	\$269,000
23	Coronado I-C	\$274,900
24	Capri	\$275,000
25	Holmby	\$280,000
26	Del Mar	\$284,000
27	Bel Air	\$285,000
28	Coronado I-C	\$285,000
29	Holmby	\$292,000
30	Holmby	\$294,000
31	Holmby	\$298,000
32	Coronado I-C	\$312,000
33	Holmby II	\$312,000
34	Coronado I-C	\$315,000
35	Del Mar	\$325,000
36	Holmby	\$329,000
37	El Dorado	\$340,000
38	La Jolla	\$369,900
39	El Dorado	\$385,000
40	Valencia	\$385,000
41	Amalfi	\$389,000
42	Valencia	\$393,000
43	Galaxy	\$399,000
44	La Jolla	\$439,000
45	La Jolla	\$459,000
46	La Jolla	\$495,000

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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Return Service Requested

PRSR1 STD
U.S. POSTAGE
PAID
Permit #222
Oxnard, CA