



The Barlow Buzz

YOUR REAL ESTATE CONSULTANTS FOR LIFE!

News to Help You Save Time & Money

July 2007

If Tomorrow Never Comes

If I knew it would be the last time I'd see you walk out the door, I'd give you a hug and kiss and call you back for yet one more.

If I knew it would be the last time, I would take a minute or two, to stop and say "I love you" instead of assuming you *know* I do.

If I knew it would be the last time, would I be there to share your day? Oh, I'm sure you'll have so many more, I can let this one slip away.

But just in case I might be wrong, and today is all I get, I'd like to say how much I love you and I hope we never forget

That tomorrow isn't promised to anyone, young or old alike, and today may be the last chance you get to hold your loved one tight.



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So if you're waiting for tomorrow, why not do it today?
For if tomorrow never comes, you'll surely regret the day

That you didn't take that extra time for a smile, a hug, or a kiss, and you were too busy to grant someone what turned out to be their one last wish.

So hold your loved ones close today, whisper in their ear.
Tell them how much you love them and that you'll always hold them dear.

Take time to say "I'm sorry," "Please forgive me," "Thank you," or "It's okay..."

And if tomorrow never comes, you'll have no regrets about today.

Are you putting off something important?

Do Your Feet Hurt?

A study by the American Podiatric Medical Association (APMA) has found that nearly half of us suffer a foot ailment at some time in our lives. The survey of almost 1,700 men and women between the ages of 18 and 60 revealed that 33% of those who reported foot problems did nothing about it – they just lived with the pain. Forty-seven percent reported treating their foot pain with an over-the-counter product, and 20% made a visit to a podiatrist.

Nineteen percent of the respondents said that their foot problem interfered with their daily routines. However, between the ages of 51 and 60 that number went up to 29%.

The most common foot conditions reported by respondents included nail problems (19%), pain in the ball of the foot (15%), heel pain (14%), and pain from shoes (12%).

If your feet hurt, here are APMA's recommendations:

Give yourself a foot massage. Rubbing your feet will release tension, increase circulation and rejuvenate the skin.

Soak your feet. Fill a container with warm water and soak your feet for at least five minutes.

Elevate your legs. Lift your legs above your heart while lying down to reduce swelling.

Rotate your ankles. Cup your foot under the back portion of the heel to brace the foot and leg. Turn your foot slowly five times to the left and then five times to the right to relax the foot and loosen the joint.

HAPPY ANNIVERSARY TO YOUR HOME!

- ☺ Steven & Phyllis Amerikaner
 - ☺ Don & Kay Boger
 - ☺ Jack & Marie Burger
- ☺ McKay & Rachel Barlow
 - ☺ Bruce Curry
 - ☺ Bryan Fielding
 - ☺ Ami Harris
- ☺ John & Margaret Hernandez
 - ☺ Eric Sexauer
 - ☺ Jerry & Judy Spector
 - ☺ Stefania Spiegel
 - ☺ Shirley Trester
 - ☺ Dorothy Turpel
- ☺ George & Virginia Watkins
 - ☺ Georjean Willes
 - ☺ Evelyn Williams

**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 needs

(805) 482-0339

GREEN'S TERMITE

For all your pest control needs

(805) 642-2177

NMS MOVING SYSTEMS

For all your moving needs

(805) 483-2497

GOSE, LECHMAN & LUND

For all your estate planning needs

(805) 389-7374

PINNACLE FINANCIAL

For all your mortgage planning needs

(805) 389-0282

While standing, do toe raises, toe points and toe curls lasting for five seconds. Repeat 10 times to alleviate cramps and strengthen calf muscles.

In Praise Of The Pomegranate

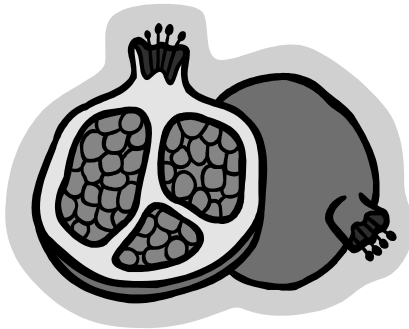
Have you ever eaten a pomegranate or had a glass of its juice?

The word *pomegranate* comes from the Latin *pomum granatum*, meaning "apple of many seeds," and the pomegranate does look somewhat like an apple and contains many seeds. Now researchers are praising the fruit for its ability to purge the arteries of fatty deposits, which can slow down the process of hardening of the arteries and cardiovascular disease.

Pomegranates are loaded with vitamins A, C, E and iron, and the fruit is known as a powerful antioxidant that helps fight off free radicals in the blood. (Free radicals are unstable atoms with an odd number of electrons.)

- Antioxidants are substances that occur in plants and help protect the body from free radicals.
- Free radicals can affect cholesterol and speed up the process of hardening of the arteries. This process takes place through what is known as *oxidation*, which causes narrowing and sometimes blockages in arteries.
- Health experts now believe that pomegranates contain the highest antioxidant capacity of any other natural juice, red wine or green tea.

According to a BBC News story, studies in Israel have shown that drinking pomegranate juice slows down oxidation – by almost half – thereby reducing the retention of LDL, or bad cholesterol. Another study in Naples, Italy, reported by *National Geographic News* found that the effects of pomegranate juice in limiting hardening of the arteries were even higher than previously presumed.



Mythology and cultural rituals have often attributed superpowers such as resurrection and fantastic longevity to the pomegranate. Now it seems that science is finally catching up and catching on to the possibilities of this “apple of many seeds.”

How To Stop “Drowning” In Paper

The computer-run offices of today were supposed to be “paperless,” but the truth is we’re printing out and making more copies than ever before – adding to the age-old problem of keeping things organized. Here are a few tips from the Get More Done Web site to keep your papers from overtaking your cubicle or home office:

- Set aside a block of time daily to manage your paperwork, then stick to what you’ve scheduled.
- Manage your paperwork no more than two times per day.
- If possible, handle each piece of paper only once. Avoid putting papers aside till “later,” which might become “never.”
- Throw away earlier draft printouts. You don’t need them, and they serve only to confuse.
- Try to limit the majority of your correspondence to one page.

Advocate Of The Month
Congratulations to our Advocate Of
The Month,

Mike Seay.

As the Advocate Of The Month he
receives a \$25 Gift Certificate To
Ottavio’s Italian Restaurant.

Thank You!

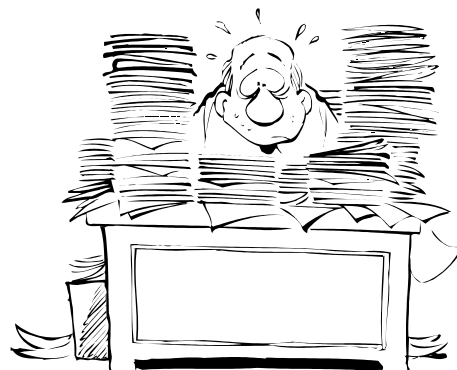
**Call us to find out how you can
become Advocate Of The Month!**

- Once you pick up a paper from your in-box, force yourself to do something with it so you won't be tempted to throw it back in the pile (especially if it's something difficult or distasteful to deal with).
- Instead of sending out a memo, consider making a phone call instead.

Frustration Fixes

Here are some tips that may help you get rid of a stain – or an itch!

- If your appliances or counter tops are showing permanent marker/store receipt stains, remove the stain with a paper towel dampened with rubbing alcohol.
- To get old wax out of a glass candleholder, put the candleholder in the freezer for a few hours, then take it out and turn it upside down. The wax will fall out.
- For crayon marks on walls, use a damp rag dipped in baking soda and apply with a little elbow grease.
- To remove burnt-on food from a skillet, add a drop or two of dish soap and enough water to cover the bottom of the pan, then bring to a boil on the stove top.
- To stop the itch from mosquito bites, try applying soap to the area.



Could This Be Your Cell Phone?

July is Cell Phone Courtesy Month, and here's a story that reminds us why it's a good idea to keep your cell phone quiet...and close by.

Several men are in the locker room of a private club after exercising. Suddenly, a cell phone sitting on a bench shrills a loud ring. One of the men glances at the phone, then hits the speaker button to connect.

“Hello?”


“Honey, it's me. Are you at the club?”

“Yes.”


“Great! I'm at the mall two blocks away. I just saw a beautiful mink coat. It's absolutely gorgeous! Can I buy it?”

“What's the price?”

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*



1987-5755

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!

Jonathan Thomsen
(referred by Jerry Spector)
James & Marge Curley
Karen Hendrick
Mark & Roxanne Hurwitz
Michelle Roberts
Jean Robertson
Beverly Andrews
(referred by Linda Keene)
Joanne Ray

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

"Only \$7,500."

"Well, okay, go ahead and get it if you like it that much."

"Oh, thank you, sweetie! Umm, I also stopped by the Mercedes dealership and saw one I really liked. I spoke with the salesperson and he gave me a really good price, and since we need to exchange the BMW we bought last year I thought..."

"What price did he quote you?"

"Only \$92,000."

"Okay, but for that price I want it with all the options."

"Great! Before we hang up, honey, something else..."

"What?"

"I stopped by the real estate office this morning and saw the house we looked at last year – remember? Well, it's for sale again! It's the lakefront property with a pool and an English garden, on an acre of property..."

"How much are they asking?"

"Only \$970,000, an amazing price, and the agent says the owners are anxious to sell."

"Well, then, go ahead and buy it, but offer them \$920,000. Don't go over, okay?"

"Okay, sweetie. Thanks! I'll see you later! I love you!"

"Me, too. Bye."

The man hangs up, closes the phone's flap, looks around the locker room and says, "Anyone know who this cell phone belongs to?"

How To Get Organized

Do you catch yourself saying "I have to get organized" frequently? If so, here's a simple and effective idea from organizing expert Stephanie Winston in conjunction with the Office Depot Five-Day Office Makeover Plan. Set aside 15 minutes to half an hour each day to focus on your organizational tasks. Spend your time sorting through, making decisions about or throwing away things in your in-box. This will keep you organized and prevent work from piling up.

Do You Ignore Good Advice?

Many people in our lives are willing to help us, says *Don't Worry, Make Money* author Richard Carlson. The problem, he says, is that most of us are completely unwilling to take

July Quiz Question

In 1845 Stephen Perry patented what item?

Everyone who faxes, e-mails or calls in the correct answer by the 20th 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

June Quiz Answer

Question: What is the world's largest flower?

Answer: Rafflesia

Source: www.boston.com

Congratulations to Brian Heath.

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

another person's advice – no matter how sincerely helpful and competent the advice-giver is. Why? Carlson says that most people suffer from stubbornness, don't listen to others, and absolutely refuse to take advice.

What's the big deal? Carlson says you're losing time – throwing away valuable shortcuts by refusing what other people are freely offering. The world is practically bursting with people bringing riches to your door in the form of good advice. And what do most people do? Slam the door in the advice-giver's face.

Carlson suggests doing yourself a favor and showing some humility. The next time someone gives you a piece of advice and your

impulse is not to take it, stop and consider whether the advice is what you need or not. If the advice is good, make sure you tell the person who's giving it to you that you think it's good. Make the other person happy in the process of taking the advice. You may be very glad you did.

The Different Voices Of Freedom

You have to love a nation that celebrates its independence every July 4, not with a parade of guns, tanks, and soldiers who file by the White House in a show of strength and muscle, but with family picnics where kids throw Frisbees, the potato salad gets iffy, and the flies die from happiness. You may think you've overeaten, but it is patriotism.

– Erma Bombeck

We on this continent should never forget that men first crossed the Atlantic not to find soil for their ploughs but to secure liberty for their souls.

– Robert J. McCracken

What is the essence of America? Finding and maintaining that perfect, delicate balance between freedom "to" and freedom "from."

– Marilyn vos Savant

Freedom is nothing but a chance to be better.

– Albert Camus

Liberty is always dangerous, but it is the safest thing we have. – Harry Emerson Fosdick

It is easy to take liberty for granted, when you've never had it taken from you. – Dick Cheney



**July 1: Canada's Birthday,
Canada Day**
July 4: Independence Day, U.S.

Ask The Barlow Group!

DEAR BARLOW GROUP:

I have had some friends recently make some bad choices in what professionals they hire. Do you guys still make recommendations to good professionals?

NEED GOOD HELP

DEAR NEED GOOD HELP:

Yes, we certainly love to give referrals of professionals you can trust. We feel strongly about this. We have a few thoughts about how to make sure you find good help.

Our suggestion to each of you is to ask those around you for

their recommendations. Whether you are looking for a plumber, an auto repair shop, a house cleaner, a doctor, or any other professional service ask multiple people for a recommendation. Make sure you have a "gut feeling" of honesty about the person/company or if not have the courage to stop and change. If you are at a loss always feel free to call our office for any recommendations.

Aristotle once said, "*We are what we repeatedly do. Excellence, then, is not an act but a habit.*" We think this means that people will get a reputation over time. If they truly do good work then they will have

a good reputation. If they don't serve well it will be proven out by their actions over time. Remember time and experience DO matter.

Lastly, when you find good service be sure to share with others around you, just in case they are not asking, you can still give them a good recommendation.

Hopefully this answer helps. Thanks for asking and please continue to submit these questions to us with either a phone call or an email to info@barlowwilliams.com

THE BARLOW GROUP

We Recommend...

Company: Miriam's Cleaning
Owner(s): Miriam & Luis Gonzalez
Phone Number: (805) 797-6229

Services Provided: Residential and Office Cleaning services including—Window Washing, Carpets, Cabinets, Refrigerators, Ovens, Blinds, and Baseboards.

Our Thoughts: Give yourself a treat and get your windows cleaned!!

We have had a number of you recently ask if we have anyone we suggest for cleaning windows. Our answer is yes! We have been very pleased with the work Miriam, Luis, and their crew do with cleaning. Luis is the one who does the window cleaning and he does a really good job. You can feel comfortable having them in your home as well as feel good about the quality of work they do.

Mention to Miriam you heard about their cleaning service from us. We are confident you will receive the same professionalism that we and many of our clients have received.

Quotable

When your children are teenagers, it's important to have a dog so that someone in the house is happy to see you.
— Nora Ephron

The more you praise and celebrate your life, the more there is in life to celebrate.
— Oprah Winfrey

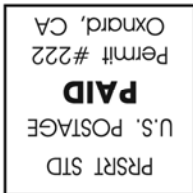
The proper role of a friend is to side with you when you are in the wrong. Practically anybody will side with you when you are in the right.
— Mark Twain

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The Barlow Buzz



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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