



The Barlow Buzz

YOUR REAL ESTATE CONSULTANTS FOR LIFE!

News to Help You Save Time & Money

May 2008

To Honor Our Police Officers

Did you know that National Police Week is May 11-17 in the U.S. and Canada? In honor of all police officers, here's the definition of

A Cop On the Take

First he takes...the oath. Here's what else he takes:

He takes...it in stride when people call him "pig."

He takes...his low paycheck, realizing he'll never be rich.

He takes...a second job sometimes to make ends meet and support his family.

He takes...time to stop and talk to children.

He takes...your verbal abuse while giving you a ticket you really deserved.

He takes...on creeps you would be afraid to even look at.

He takes...time away from his family to keep you safe.

He takes...your injured child to the hospital.

He takes...the graveyard shift without complaint because it's his turn.



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He takes...time to explain why both your headlights have to work.

He takes...criminals to jail.

He takes...in sights that would make you cry. Sometimes he cries too, but he takes it anyway because someone has to.

He takes...time to explain to his family why he can't make the ball game his child is in, and why he has to work on the holiday when other parents are off.

He takes...his life into his hands daily.

Sometimes...he takes a bullet.

And if he's lucky...he takes retirement.

This piece is attributed to a Texas police officer whose brother and fellow officer died in the line of duty.

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!

Beverly Vandermeulen
(Happy To Serve You Again)
Lynn Pierce
David & Toby Ferber
(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

Tips To Save Time

Need more leisure time? These days that's a pretty common problem and goal. We're working more hours and spread pretty thin, but don't despair. Here are a few time management tips that work well in both your business and personal life:

Use a daily planner. Electronic or paper, it doesn't matter. Choose one that gives you at least one page per day, and then make sure you always keep it with you. Jot down your commitments as you go.

Get rid of your to-do list. Why? To-do lists often end up being frustrating and futile, something you never quite get to. Transfer the items on your to-do list to a particular time and day in your daily planner. You'll be amazed at how much your stress level goes down and how much you accomplish when you do this.

Set aside a block of time to return phone calls and answer emails. Choosing early morning to do this is often best since the other person will have the rest of the day to respond. Of course, return urgent messages and phone calls in a timely manner.

When talking on the phone or in face-to-face conversations, give the other person your full attention. Don't scroll through your email inbox or fill out your daily planner when you're talking to someone. Make sure that your communication is clear and focused, which will reduce the need for clarification and other time-wasters in the future. Don't multitask when you deal with people; it never pays off.

Which Type Are You?

Always remember there are two types of people in this world: Those who come into a room and say, "Well, here I am!" and those who come in and say, "Ah, there you are!"
– Frederick L. Collins

Love Those Riveted Waist Overalls!

Mix together one immigrant from Bavaria, another from Latvia, the California Gold Rush, some copper rivets, and what do you get?

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



Blue jeans!

Our Bavarian immigrant was Loeb – later “Levi” – Strauss, born in 1829. He and some other family members emigrated to New York in 1847, and Levi went to work for his two older brothers in their wholesale dry goods business. In 1853 he headed for San Francisco and the California Gold Rush, where he established a dry goods business, Levi Strauss & Co., importing products such as clothing and bolts of fabrics which he then sold to other merchants. By his mid-30s, Levi was a prosperous businessman and a well-known figure in San Francisco.

Enter Jacob Davis, born Jacob Youphes, in Latvia in 1834. Jacob came to the U.S. in 1854, pursued a number of occupations in a number of cities, and by 1868 was living in Reno, Nevada, where he made products from cloth purchased from Levi Strauss & Co. Those products included clothing for miners such as “waist overalls” made from a fabric called *serge de Nimes* (*de Nimes* being the origin of the word *denim*). Jacob also made horse blankets, using copper rivets to attach straps to the blankets. One day he decided to try using those rivets on denim pants pockets to make the pants stronger and longer lasting. The idea was such a success that in 18 months he sold 200 pairs at \$3 each, a significant amount of money in those days.



In 1872 Jacob wrote to Levi, telling him about these “riveted waist overalls” and inviting him to jointly apply for a patent for this new product. Levi agreed, the patent was approved on May 20, 1873 (considered the official birthday of blue jeans), and Jacob was hired to oversee the production of riveted pants at Levi’s San Francisco factory.

The use of the words “jeans” and “blue jeans” didn’t become popular until the 1960s when Baby Boomers adopted the terms for their favorite type of pants. Once considered appropriate only for laborers and cowboys, today blue jeans are seen everywhere from castles to the classroom, from the office to the opera, and probably in your very own closet.

Happy Birthday, blue jeans!

How To Pick A Good Password

The Federal Trade Commission says you should avoid using the following information as your password for accessing your online accounts:

1. Your mother’s maiden name.
2. Your birth date.
3. The last four digits of your Social Security number.
4. Your phone number.

Advocate Of The Month

Congratulations to our
Advocate Of The Month,
Paige Brown

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!**

5. Your address.
6. A series of consecutive numbers.
7. A single word that would appear in a dictionary.

Your best bet for creating a strong password: Use combinations of at least eight to 12 letters, numbers and special characters. If possible, add capital letters in unusual places.

What Mom Taught Us

Mother's Day is Sunday, May 11, and here's a reminder of just a few of the things our moms taught us:

My mother taught me about ANTICIPATION: "Just wait until your father gets home."

My mother taught me LOGIC: "If you fall off that swing and break your neck, you're not going to the store with me."

My mother taught me MEDICAL SCIENCE: "If you don't stop crossing your eyes, they're going to freeze that way."

My mother taught me to THINK AHEAD: "If you don't pass your spelling test, you'll never get a good job."

My mother taught me ESP: "Put your sweater on; don't you think I know when you're cold?"



My mother taught me about RECEIVING: "You're going to get it when we get home!"

My mother taught me how to BECOME AN ADULT: "If you don't eat your vegetables, you'll never grow up."

My mother taught me about the WISDOM OF AGE: "When you get to be my age, you'll understand."

My mother taught me about JUSTICE: "One day you'll have kids, and then you'll see what it's like."

April Quiz Answer

Question: What is the most abundant element in the universe?

Answer: Hydrogen.

Source: chemistry.about.com

Congratulations to *Terrie Garrez*.

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

Get Moving Again – Slowly

If you've been sedentary for a period of time and you want to get moving again, you'll probably want to start slowly. Check with your physician for his or her recommendations, then consider these suggestions from the Department of Health and Human Services Centers for Disease Control

and Prevention:

- Pick a moderate-intensity activity that you like. You're more likely to stay active if you enjoy the activity you set out for yourself.
- Build activity time slowly. Adding a few minutes every few days or so until you reach the recommended activity time of 30 minutes ensures you won't become overwhelmed.
- Vary your activities so you don't become bored. Boredom is one of the main reasons people stop exercising.
- Make it a point to continually explore new physical activities, then add what you like to your routine.
- Give yourself credit and reward yourself for your successes along the way.

It's Not Just A Three-Day Weekend

HAPPY ANNIVERSARY TO YOUR HOME!

- ☺ Mary Barkmeyer
- ☺ Don Beall
- ☺ Ivan & Estella Bjel
- ☺ Mollie Braveman
- ☺ Antonette Duren
- ☺ Ron & Ellie Edwards
- ☺ Beverly Gandy
- ☺ Bette Greene
- ☺ Mark Holder
- ☺ Dixie Maygren
- ☺ Mary Messer
- ☺ Rita Ann Murphy
- ☺ Craig & Janice Northrup
- ☺ Richard & Elfriede Parker
- ☺ Joe Pinto
- ☺ Mike & Deneen Poole
- ☺ Mike Rubell & Karen Rippner
- ☺ Joseph & Anne Silver
- ☺ Lucille Sublette
- ☺ Steven & Laurie Sullivan

On May 26, Memorial Day, pause, reflect, remember, and respect. This day is for honoring those who have died in our nation's service.

True heroism is remarkably sober, very undramatic. It is not the urge to surpass all others at whatever cost, but the urge to serve others at whatever cost.

– Arthur Ashe

Do You Watch Body Language?



Crossing your arms seems to be a worldwide body language symbol of defensiveness, according to communication and negotiation experts Gerard Nierenberg and Henry Calero in *How to Read a Person Like a Book*. Often, when people cross their arms during a conversation it can indicate that they've withdrawn from communicating and are locked into their position. While you can't assume that someone's body language indicates exactly what he or she is thinking, you can use it as a signal to pay attention to your own communication.

Think of the times when you've crossed your arms. When did you do it? Did it mean anything? When you're engaged in conversation with someone and they cross their arms, do a mental checklist. Are you communicating in ways that are causing the person to shut down or feel defensive? Be honest with yourself, and do what you can to get the person to relax and communicate with you again.

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Before You Get Angry...

Before the next time you get angry, consider this idea.

Whether the situation involves your child, spouse, colleague, boss, or another driver, when you're angry, it's probably not a good idea to make a decision until you're past the initial stages of the emotion. This is a great way to avoid making decisions you could end up regretting, and you'll garner respect for your position of non-reaction while you're processing your feelings.

Apple Juice: Cloudy Or Clear?

When it comes to apple juice, researchers have found that the cloudy, murky-looking variety is four times healthier than the clear types, according to a study published in the *Journal Of the Science of Food and Agriculture*.

Researchers compared clear and cloudy juices and found cloudy juice contains four times the concentration of *polyphenols*. These compounds are associated with anti-cancer activity and are found in dark chocolate and red wine, as well.

In the marketplace, however, clear apple juice far outsells the cloudy varieties, likely because of a perception by consumers that the clear juices are more pure. However, the process of clarification to make the juice clear removes many of the compounds that provide the juice's health benefits, which come mostly from the apple pulp.

A little girl, asked where her home was, replied, "where mother is." – Keith L. Brooks

May Quiz Question

What is the fastest land animal in North America?

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

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.

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