

DO YOU JUST
WANT IT LISTED
OR DO YOU
WANT IT SOLD?



#1



The Barlow Buzz

YOUR REAL ESTATE CONSULTANTS FOR LIFE!

News to Help You Save Time & Money

October 2007

Who's Rich And Who's Poor?

One day a rich man took his son on a trip to the country with the purpose of showing his son how fortunate he was, and how poor many other people were. They spent a day and night at the home of a humble farmer. When they got back from their trip the father asked his son, "How was the trip?"

"Very good, Father," replied his son.

"Do you now see how poor people can be?" the father asked.
"Yes," said the son.

"And what did you learn?"



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The son answered, "I saw that we have a dog at home, and they have four. We have a pool that reaches to the middle of the garden; they have a creek that has no end. We have imported lamps in the garden; they have the stars at night. Our patio reaches to the front yard, and they have a whole horizon.

"We have a small piece of land to live on and they have fields that go beyond our sight. We have servants who serve us, but they serve others. We have walls around our property to protect us, and they have friends to protect them."

When the boy finished, his father was speechless.

His son added, "Thank you, Father, for showing me how poor we are."

What do you count as your riches?

Steve Barlow

September Quiz Answer

Question: Who was the first American to win the Nobel Peace Prize?

Answer: President Theodore Roosevelt

Source: www.theodoreroosevelt.org

Congratulations to *Dan Mahan*.

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

Have Fun, Save Time

Templates are a fun, quick way to look and feel organized in the office or at home, and using templates can really speed up your work.

A Web site with a curious name – dumblittleman.blogspot.com – has 250 MS templates (courtesy of Microsoft) lined up and waiting for you. You'll find just about anything you want, from balance sheets and birth announcements to ledgers, recipe cards and wills. The more recent your version of Microsoft Office, the more templates you'll be able to access.

To go directly to the templates, type <http://www.dumblittleman.com/2006/11/250-free-office-templates-and-documents.html> in your browser. If you like that

site, add it to your favorites.

Danger: Driver Fatigue!

It can severely impair your judgment; it can affect anyone; there's a good chance you've had it and didn't know it; and it causes injuries and deaths on the road every day. What is it?

Driver fatigue.

A recent survey by the National Sleep Foundation found that 57% of us had driven while drowsy in the past year, and 23% of us had fallen asleep at the wheel. Driver fatigue is blamed for 40,000 injuries and 1,550 deaths each year, and it's particularly dangerous because one of the symptoms is the decreased ability to judge our own level of tiredness.

Experiencing driver fatigue isn't limited to long trips – though long trips certainly contribute to driver fatigue. Research shows that 62% of fatigue crashes or near crashes occurred when drivers had driven for less than two hours, often on everyday trips near home, where most driving is done.

Here are some driver fatigue symptoms to be aware of: yawning, tired or sore eyes, involuntary eye closures, day dreaming, boredom, slower reactions, missing road signs, making fewer and larger steering corrections, wandering over the center line or the edge of the road, and microsleeps.

HAPPY ANNIVERSARY TO YOUR HOME!

- ☺ Russ & Heather Giles
- ☺ Tag Johnson
- ☺ Tom Fox & Laura Lopez
- ☺ David & Toby Ferber
- ☺ Harold & Janet Huber
- ☺ Tillie Kaplan
- ☺ Gertie Lupo
- ☺ Jim & Carol Miller
- ☺ Gail Morrison

Contrary to popular belief, rolling down your window, turning up the radio and drinking a gallon of coffee won't prevent driver fatigue, but here are some tips for avoiding it:

- Get a full night's sleep the night before the trip.
- If you show signs of sleepiness, stop in a safe area and nap; even 20 minutes will help.
- For long trips, plan in advance so you know where and when you're going to take a break.
- Take a break at least every two hours.
- Plan to stay somewhere overnight if you're going on a long trip.
- Share the driving – and make sure you rest when you're not driving.
- Try not to drive when you'd normally be asleep (early mornings and late nights).



Fatigue can take place at any time of day, so if you're driving and feeling drowsy – take that feeling seriously.

Strapped For Time?

Don't say you don't have enough time. You have exactly the same number of hours per day that were given to Helen Keller, Pasteur, Michelangelo, Mother Teresa, Leonardo da Vinci, Thomas Jefferson, and Albert Einstein.

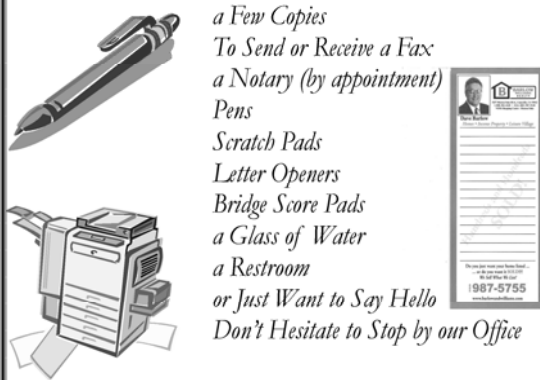
– H. Jackson Brown Jr

Eat Now – Pay For Eight Years?

If you're stressing about your credit card debt because you're only paying the minimum – don't listen to your friends when they call you a worrywart. You're right to be worried. Why? Try to think of it this way.

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*



Lots of people use their credit cards to splurge a little on eating out every once in awhile. But if you really don't have the cash to eat out, think through this scenario and maybe you'll reconsider your credit card spending behavior.

If you take your spouse or partner out to eat about once a month and spend somewhere in the neighborhood of \$50 on dinner, you'll have racked up \$600 in credit card debt

at the end of a year. But let's say you're running a little short and you decide you're only going to make minimum payments to pay off your debt. Here's what's going to happen.

Your \$600 debt will take 96 months to pay off because you're paying the minimum and your interest is compounding. That means that those harmless monthly dinners are going to take you eight years to pay off (at an interest rate of 15% and basing your minimum payment on interest plus 1%). And you'll pay \$405.32 in interest, making the grand total for 12 restaurant dinners a whopping \$1,005.32.

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Why Teach Your Children Manners?

Woman's Day Magazine surveyed their readers and found that 91% of them think today's kids don't have acceptable manners.

Letitia Baldrige, author of *More than Manners! Raising Today's Kids to Have Kind Manners and Good Hearts*, says that teaching your children good manners will help them succeed in life. Letitia – the etiquette, protocol, and entertaining adviser to five First Ladies – also says that good manners make a person stand out in life, and if you're well-mannered, other people will naturally want to be around you. If you behave well, she adds, you become an inspiration and encouragement to others.

Other pluses? Teaching your children good manners instills social confidence in them; they know what to do and when to do it because they've been trained to do the right thing. Letitia suggests that having manners is not just saying polite words when they're expected or knowing which fork

to use in an upscale restaurant, but instead is imbuing a child with the confidence to know how to steer themselves through life and how to engage other people in efficient and kind ways.

The most important thing for parents to remember: Good manners need constant reinforcement.

October Quiz Question

What is the tallest known waterfall in the world?

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

Some Laughs For Lexophiles

Are you a lexophile – that is, a lover of words? If so, then here are some words whose usage you'll love.

- A bicycle can't stand alone; it is two tired.
- Time flies like an arrow; fruit flies like a banana.
- A backward poet writes inverse.
- A chicken crossing the road: poultry in motion.
- If you don't pay your exorcist, you can get repossessed.
- When a clock is hungry, it goes back four seconds.
- You are stuck with your debt if you can't budge it.
- Local Area Network in Australia: The LAN down under.
- He broke into song because he couldn't find the key.
- Bakers trade bread recipes on a knead to know basis.
- If you jump off a Paris bridge, you are in Seine.
- When you've seen one shopping center, you've seen a mall.

How To Make Your Morning Better

If you grab a doughnut and dash out of the house in the morning, you might be in an unhealthy rut. Here are a few ideas to start your morning in a better way.

- Get up 20 minutes early so you don't have to rush.
- Get centered before you go out into the world. Take a few minutes to meditate or do yoga.
- Get rid of that annoying alarm clock and buy one that wakes you up with a light aroma or pleasant tones.
- Think of all the things you're grateful for.
- Listen to a relaxing CD instead of the morning news.
- Get up early enough to do a short exercise routine.
- Set one goal for the day. Close your eyes and concentrate on what it is you want to accomplish.
- Write in your journal.
- Drink your favorite beverage from your favorite



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

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!**

mug. Take a few minutes to absorb the entire experience.

- Get up with the sun and take a relaxing walk.

October Is...

October 31: Happy Halloween! In addition to Halloween, October is...

Adopt-a-Shelter-Dog Month: To promote the adoption of dogs from local shelters, sponsored by the ASPCA. For information visit www.aspc.org.

National School Bus Safety Week: To focus attention on school bus safety for bus drivers, students and the motoring public. For information visit www.napt.org.

Mental Illness Awareness Week: To increase public awareness for the causes of, symptoms of, and treatment for mental illnesses. For information visit www.psych.org.



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CORRECT NUMBER (805) 797-6229 SORRY FOR TYPO LAST MONTH

National Diversity Day, October 5: A day to celebrate and embrace who we are, despite our differences, no matter what race, religion, gender, sexual orientation, age, nationality, or disability. For information visit www.nationaldiversityday.com.

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!

Anita Bergquist
(Happy To Serve You Again)
Leon & Phyllis Rosenberg
(referred by Ben Perry)
Phyllis Zell
Margrith Burlet Hawkins
Michael Solbelman/Blonder Trust
(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.

Can You Let It Go?

Getting overwhelmed because you can't get it all done?

It's a common problem, and achieving some kind of balance is the answer. When you start feeling stressed because your car needs washing or there's a sink full of dirty dishes, ask yourself how much it really matters. Eventually you'll get those chores done, and it's not ruining your life to let them slide. Sometimes it's a matter of learning how and what to let go so you can live.

Halloween Candy Safety Tips

Keep kids safe this Halloween by following these trick or treat guidelines:

Tell kids not to eat any treats before they get home. If necessary, give kids a meal or light snack before they go trick or treating so they won't be tempted by their candy.

Carefully check all candy before allowing your child to eat it.

Eat only those treats still in their original, unopened, unpunctured wrappers.

Throw away candies if wrappers are faded, or have holes, tears or signs of rewrapping. Throw away all unwrapped candy.

Check fruit and homemade treats for punctures or foreign bodies that may have been injected, such as pins, metal needles or razor blades. Allow your child to eat such items only if they're from someone you know and trust. Most treat makers are well intentioned, but it's not worth the risk.

When in doubt – throw it out!



Can Anger Be Good?

Does anger always blow out the light of reason? Not necessarily, say the results of three experiments in “Thinking Straight While Seeing Red: The Influence of Anger on Information Processing,” by Wesley G. Moons and Diane M. Mackie. The researchers, who published their results in the *Personality and Social Psychology Bulletin*, found that anger can be blamed for flawed thinking because it can alter our perception of risk and trigger aggression. But anger, it seems, doesn't always impede analytical thinking. Instead, anger-induced action often resulted in clear-minded and deliberative processing. In the experiments, researchers induced anger and found that angry people were more likely to be able to discriminate between strong and weak arguments than people in neutral moods. The researchers also concluded that there are times when anger actually triggers analytical thought.

Quotes

Never confuse movement with action.

– *Ernest Hemingway*

The rule in carving holds good as to criticism: Never cut with a knife what you can cut with a spoon.

– *Charles Buxton*

Nobody believes the official spokesman, but everybody trusts an unidentified source.

– *Ron Nesen*

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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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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