

A Mother's Day Message

The day before Mother's Day, a woman stopped at a flower shop to order some flowers to be sent to her mother who lived 200 miles away.

As she got out of her car she noticed a young girl sitting on the curb sobbing. She asked her what was wrong and the girl replied, "I wanted to buy a red rose for my mother. But I only have seventy-five cents, and a rose costs two dollars." The woman smiled and said, "Come on in with me. I'll buy you a rose." She bought the little girl her rose and ordered her own mother's flowers.

As they were leaving she offered the girl a ride home. "Yes, please!" she said. "You can take me to my mother." She directed the woman to a cemetery, where the young girl placed the rose on a freshly dug grave.



Mother's Day – May 13

The woman returned to the flower shop, canceled her order, bought an armload of flowers, and drove the two hundred miles to her mother's house.

Don't wait to stop and smell the roses!

Steve Barlow

How To Raise Emotionally Healthy Kids

Raising emotionally healthy children is one of the most important gifts a parent can give to a child. Here are some suggestions from the American Academy of Pediatrics on

www.BarlowWilliams.com

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The Barlow Group—(805) 987-5755

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raising happy, emotionally healthy kids:

- Make sure you use lots of positive words with your child.
- Respond immediately to your child's physical and emotional needs.
- Set good examples, both in your home and in public. Always be polite, use "please" and "thank you," and say "I'm sorry" when appropriate.
- When your child is experiencing negative emotions, is angry, argumentative, or sad, try giving him a hug or other gesture of affection that he likes. Then talk to your child about these feelings.
- Children need discipline, and parents should have a system of setting limits and restrictions for children that is nonviolent. Allowing a child to constantly break rules without being disciplined will encourage more violations in the future.
- Make time to spend with your child. Plan to do something she enjoys.
- Help your child foster positive relationships with friends, siblings and members of the community.
- Give your child steady support and encouragement to discover her strengths. You need to believe in your child so she'll begin to believe in herself. Listening to your child and praising accomplishments will go far in developing your child's self-esteem.

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!

Chris & Emily Woidka
Kaye Eifer
Barry Kravitz
Eric & Keiko Chun
(Happy To Serve You Again)
Devin & Larissa Gales

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.

Love That Lawn!

Your lawn is the first thing guests see when they walk up to your home, but a healthy lawn can do more than just enhance your home's curb appeal. It can have a cooling effect during the hot summer months, resist insects, trap dust and dirt in the air, and create an overall healthier environment. Follow this grassy guide for a gorgeous, green lawn all summer long.

Fertilizing Facts

To grow healthy and strong, your lawn needs nutrients, and that means regular fertilizing.

Advocate Of The Month

Congratulations to our Advocate Of The Month,
Lana Gurovich.

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!

Fertilizer helps your grass and plants grow evenly, while combating environmental factors such as heat, dry weather, and insects. Fertilizer should be applied four to five times a year, beginning now and continuing through October. Ensure even distribution when applying fertilizer by using a spreader and walking at a steady pace.

Wake Up And Water

If fertilizer is the secret to a lush lawn, then watering is the prerequisite. Keep these tips in mind before turning on the hose:

- Most lawns need at least one inch of water a week.
- Stick to deep, infrequent watering to sustain a healthy root system.
- Water your lawn during the early morning hours. During the day, water can evaporate; at night, if your lawn is already damp, additional watering can risk disease.
- Try to water during periods of low wind and minimal sun.

Get More From Your Mow

Yes, unfortunately, you have to mow a lawn to keep it looking great. But there are tricks to mowing that can actually make your lawn look better. Try one or more of these techniques the next time you cut the grass:

- Mow at least once a week, twice in the spring when grass is growing faster.
- Never cut more than one third of the length of the grass when mowing.
- Keep your mower blade sharp to ensure a clean cut of the mowed grass. Otherwise, the blade tears at the ends of the grass, rather than cutting it clean. This could leave ragged ends that later turn brown and give the lawn a dried-out look.
- Each week, try mowing in a different direction (horizontally, vertically, diagonally) to prevent grass compaction.

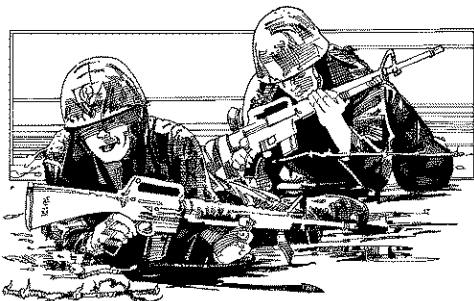
– Adapted from www.homemadesimple.com

May Is National Military Appreciation Month

Well over 90 million Americans have ties to the military: They've either served or are serving today, or they had a family member in uniform in the past or currently serving.

In 1999 Congress designated May as National Military Appreciation Month to “honor, remember, recognize and appreciate all military personnel – those men and women who have served throughout our history and all who now serve in uniform, and their families, as well as those Americans who have given their lives in defense of the freedoms we all enjoy today,” according to the National Military Appreciation Month website, www.nmam.org.

That website has a variety of suggestions on ways to honor our military, from flying the flag on your house, car or business to a link that enables you to send an email or letter of thanks to active military members.



May 28: Memorial Day

Other ideas include organizing an event in your community or workplace; hiring veterans through www.hirevetsfirst.gov; and simply saying “Thank you” when you see a person in a military uniform.

Spend some time at www.nmam.org for more ideas on how to “honor, remember, recognize and appreciate all military personnel” during May – and all year round.

Where Do Old Cell Phones Go To Die?

When you decide it's time to retire your cell phone and replace it with the latest has-everything model, what do you do with your old cell phone?

1. Stick it in a drawer.
2. Stick it in a drawer with your six previous cell phones.
3. Throw it away.

If you choose option one or two, you're missing an opportunity to support a charity, help save a gorilla or even get cash back. If you're willing to spend a few minutes doing some research on the Internet, just Google "recycle cell phone" and you'll find all sorts of options for disposing of your old cell. A word of caution: Before you select an organization to sell or donate your phone to, check them out at the Better Business Bureau's website at <http://search.bbb.org/searchform.aspx>.

If you're option three, you may be breaking the law in a number of states. Cell phone circuit boards can contain toxins such as arsenic, lead and mercury, many of which are Persistent Bioaccumulative Toxins (PBTs). These toxins can be released into the air and groundwater when burned in incinerators or disposed of in landfills, resulting in a serious threat to human health and our environment.

HAPPY ANNIVERSARY TO YOUR HOME!

- ☺ Gudi Amerikaner
- ☺ Mary Barkemeyer
- ☺ Ivan & Estella Bjel
- ☺ Mollie Braverman
- ☺ Roberta Dearmore
- ☺ Antonette Duren
- ☺ Ron & Ellie Edwards
- ☺ Beverly Gandy
- ☺ Ted Hanf
- ☺ Kathy Kappler
- ☺ Hank & Shirley Koval
- ☺ Margaret Lagasse
- ☺ Josie Markey
- ☺ Dixie Maygren
- ☺ Mary Messer
- ☺ Mark Holder
- ☺ Rita Ann Murphy
- ☺ Craig & Janice Northrup
- ☺ Mike & Deneen Poole
- ☺ Steven & Laurie Sullivan

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GOSE, LECHMAN & LUND

For all your estate planning needs

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PINNACLE FINANCIAL

For all your mortgage planning needs

(805) 389-0282

It's simple to recycle your cell phone and who knows – maybe you'll help save a gorilla!

How To Become A Great Conversationalist

Do you have what it takes to become a great conversationalist? According to etiquette expert Jodi R.R. Smith in *Mannersmith Monthly*, conversing meaningfully in a concise way is an important skill to develop. Here are a few of her tips:

Don't be shy. Go ahead and be the first to speak. Ask an open-ended question to kick off the conversation.

Be inquisitive. Let your curiosity drive the conversation. People love to be asked questions about themselves. But remember to keep it on the right level; you're not interrogating the person, you're trying to have a pleasant conversation.

Listen to the other person. Try not to fall into the trap of planning what you're going to say next while the other person is talking. Really focus on what the person is saying.

Don't be drab. Be ready to talk about someplace you've been lately, a good book you've read, something you've enjoyed. You're best bet is to talk about something positive.

Avoid the dirty details of your life. While the other person may be interested in listening to you, you don't want to reveal everything about yourself. There are some things that are best kept private. Use discretion when you converse.

End the conversation at a high point. Remember, this is a quick conversation we're talking about. Average length is probably two to eight minutes.

Remember if you need...



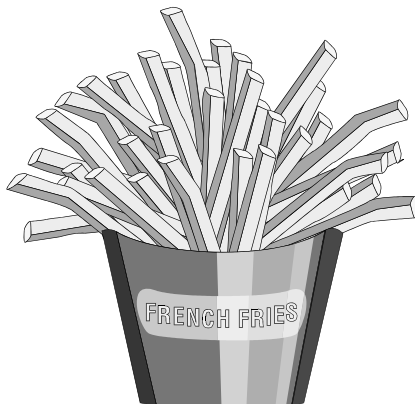
*a Few Copies
To Send or Receive a Fax
a Notary (by appointment)
Pens
Scratch Pads
Letter Openers
Bridge Score Pads
a Glass of Water
a Restroom
or Just Want to Say Hello
Don't Hesitate to Stop by our Office*



What Is Trans Fat?

We hear a lot about “trans fats,” but what are they?

Trans fatty acids are made by heating liquid vegetable oils in the presence of hydrogen, according to the Harvard School of Public Health. The process is more commonly known as *hydrogenation*. It's easy to figure out how hydrogenated an oil is – the harder the oil is at room temperature, the more hydrogenated it is. So, if you have a choice between stick margarine and a soft, spreadable margarine, you know the spreadable one is less hydrogenated, and therefore contains less trans fats.



Processed foods often contain trans fats. Snack foods, prepared baked foods, french fries and other fried snacks usually have a lot of trans fats.

Trans fats are not good for your cholesterol level because they raise the level of bad LDL – low-density lipoproteins, which carry cholesterol from the liver into the rest of the body. When there's too much of it, it can be deposited on the walls of the arteries. Trans fats also lower the level of good HDL, high-

density lipoproteins, which carry blood back to the liver and process cholesterol so it can be eliminated from the system.

It's a good idea to educate yourself by checking the trans fats amounts on food labels, and asking restaurant staff if they use trans fats in their food preparation.

The Buzz About Blogs

If you don't know what a blog is, you're not alone. Originally known as "web logs" or "weblogs," the term evolved into "blog" and is now recognized as a word by the *American Heritage Dictionary*. *Webster's New Millennium Dictionary* takes it a step further and lists "blogger," "blogged" and "blogging" as well!

Simply, a blog is an online diary that's published on a web page and has the following features:

You don't have to know any programs to set up or use a blog. The technology behind blogs is simple and allows anyone to set up one. It's quick and easy.

It's easy for others to comment on your blog. This feature means that blogs are inspiring unprecedented interactivity between writers and readers.

Blogging is considered to be quick and informal. That means they can cut through a lot of unnecessary steps and really reach people.

May Quiz Question

Cinco de Mayo, May 5th, is the anniversary of what important event in Mexico's history?

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

April Quiz Answer

Question: What is the only mammal that flies?

Answer: Bats

Source: www.initaly.com

Congratulations to
Ivan Bunker.

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!

Blogs are easily linked to other blogs and sites. This means that lots of information can be shared quickly.

Start your own free blog at websites like Blogger.com.

On Having Enough

I wish there was an award for people who come to understand the concept of "enough." Good enough. Successful enough. Thin enough. Rich enough. Socially responsible enough. When you have self-respect you have enough, and when you have enough, you have self-respect.
– Gail Sheehy

Ask The Barlow Group!

DEAR BARLOW GROUP:

Is there any such thing as being able to move but still keep my Prop 13 tax rate?

THINKING ABOUT TAXES STILL

DEAR THINKING ABOUT TAXES:

There is a one time exemption that will allow this but you have to be over 55 years old to take advantage of it. Here are a few points.

The way this is possibly is with Propositions 60/90. This is a great law for seniors. If you are

over 55 you can have a one time exemption where you sell your personal residence in a participating county and purchase a replacement residence (*in Ventura County or another participating county*) at least one dollar cheaper and therefore are able to bring over your prop 13 tax base from the original home to the new one.

For the official qualifications you can look Ventura County's form on their website, here is the link. [http://assessor.countyofventura.org/forms/060-AH%20R11%20\(10-06\).pdf](http://assessor.countyofventura.org/forms/060-AH%20R11%20(10-06).pdf)

This proposition does not just help individuals moving into Ventura County but it helps increase the value of your property here by allowing more people a tax friendly way to purchase your home. Make sure local politicians know we like this proposition.

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: Party Pleasers
Owner(s): Paul Arbon, Linn Evans & Wendy Speakman
Established: 1986
Location: 2291-A Pickwick Drive, Camarillo
Phone Number: 805-482-0339
Services Provided: Rental equipment & party supplies for all your party needs! They rent tables, chairs, linens, china, tents, wedding arches & gazebos, dance floors, chocolate fountains, sports equipment and much much more! You can shop in the store for paper goods for all occasions; birthdays, baby & bridal showers, anniversaries, weddings, over the hill and more. Along with everything else they have a balloon counter with a large selection of latex and Mylar balloons.
Our Thoughts: Planning a party can be a very difficult task. Contact Party Pleasers and let their experienced party specialists help you with your decision making and give you ideas to make your party run smoothly. **Make sure to mention the Barlow Buzz and receive an extra 10% off your order!**



Quotables

To acquire knowledge, one must study; but to acquire wisdom, one must observe.
– Marilyn vos Savant

Spend the afternoon.
You can't take it with you.
– Annie Dillard

The recipe for a happy life is a good digestion and a bad memory.
– Ingrid Bergman

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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