



The Barlow Buzz

YOUR REAL ESTATE CONSULTANTS FOR LIFE!

News to Help You Save Time & Money

June 2008

How Does The World See You?

Few of us get the chance to know how the world really sees us. In Alfred's case, his chance may have come through a case of mistaken identity.

Alfred worked with his father and brothers in their family-owned factory in St. Petersburg, Russia, producing land mines and other military equipment during the Crimean War (1853-1856). But once the war ended, the company went bankrupt and Alfred and his brothers had to search for new business ventures. Young Alfred began experimenting with a new substance called *nitroglycerine* and eventually invented dynamite – a product that changed warfare forever and made him a wealthy, powerful industrialist.



Alfred's brother Ludvig died in 1888, and some newspaper editors inadvertently mistook him for Alfred and ran the headline, *The Merchant Of Death Is Dead!* Imagine what it would be like to

pick up a newspaper and read a report of your own death, and realize that history was not going to be kind to you or acknowledge – in Alfred's case – a lifetime of accomplishments that included writing dramatic works and poetry, fluency in five languages, and 355 patents for his other inventions.

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INSIDE THIS ISSUE

- No Ties, Please!
- Thanks, Honey!
- It's Graduation Time
- Small Mistake—Big Problem
- Points To Ponder
- The World Is Rich With Opportunity
- Dads Want More Kid Time
- How To Spot Bullying
- Wish I Hadn't Said...
- Quotes
- The Cost Of Disorganization
- We Recommend...

But in his will, Alfred took a step that changed the way history remembers him. And now his last name is associated *not* with the invention of dynamite and *Merchant Of Death*, but with the creation of an award that honors men and women from all corners of the globe for outstanding achievements in physics, chemistry, medicine, literature, and the best-known award of all – the Nobel Prize for Peace.

How do you want to be remembered?

Steve Barlow

No Ties, Please!

Shopping for Father's Day, Sunday, June 15? Well, according to an online survey by InteractiveDad.com, nearly 30% of dads said a tie is their *least* favorite gift to receive. Other non-favorites? Twenty-one percent said cologne or aftershave; 16% said underwear; 15% said socks; 14% said power tools; and 13% said electronic gadgets.

So, what do dads want? An overwhelming 36% of dads said they want dinner out with their family as their Father's Day gift.

Thanks, Honey!

No one would ever make light of the discomfort from a bee sting, or minimize the potentially fatal results of a bee sting to someone who's allergic. Then there's the problem of bee colonies coming to live in your attic, backyard tree or other location too close for comfort. Yes, sharing our space with bees is a challenge – and it's also a blessing.



There are thousands of bee species, but the two we're most familiar with are bumblebees and honeybees. It's domesticated honeybees – and their pollination activity – that bring us *one mouthful in three* of the foods we eat, either directly or indirectly. Directly when we're eating any of the 90 crops honeybees pollinate, from almonds and apples to cucumbers, oranges and zucchini; indirectly when our food comes from animals that consume crops dependent on honeybee pollination. Many of your favorite flowers also need bees to bloom, and don't forget fragrant beeswax candles, and that sweet bee by-product: honey!

Honeybees tend to sting when the colony feels threatened or when you swat at or step on one. The U.S. Agricultural Research Service (ARS) suggests, "Generally, if you leave a bee alone, it will leave you alone." If a colony has moved in too close for comfort, contact your city or county health service or a professional exterminator for advice – do *not* try to remove the colony yourself.

So, while it's best to avoid *all* bees, it's good to remember how meager our menus would be without them. And the next time you sink your teeth into a juicy, crunchy apple or a sweet, cold slice of watermelon, remember they're brought to you by bees and say, "Thanks, honey!"

It's Graduation Time

Here are some wise words for graduates from a commencement address given by bestselling

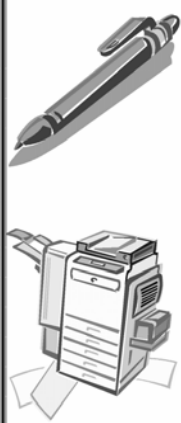
WELCOME NEW CLIENTS

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!


Glenn & Bernice Eidam
Linnea M Hanke
(Happy To Serve You Again)
Elizabeth Marvan
Nunez Family
(referred by Roger & Kelly Lund)
Del & Tillie Reed

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

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*



author Anna Quindlen:

“You walk out of here this afternoon with only one thing no one else has. There will be hundreds of people out there with your same degree; there will be thousands of people doing what you want to do for a living. But you will be the only person alive who has sole custody of your life.”

Small Mistake – Big Problem

In today’s ever-punitive world of credit ratings, here’s a story of how something fairly insignificant can hurt your

credit.

A customer who had a decent rating ordered a clock that cost \$11.95 from an insert included with his department store credit card bill. He received the clock – but it quit working two days later. The customer tried to reach someone right away at the toll-free number where he’d ordered the clock, but this time no one answered.

He decided that the department store should take some responsibility in the matter, and to not to pay his bill until everything was cleared up. Instead, the department store applied a \$29 penalty fee to his credit card bill and reported him to the credit bureau for nonpayment. Good-bye, decent credit rating!

The account, it turned out, was managed by an entirely different company, which was indifferent as to whether the department store’s customers were satisfied.

Points To Ponder

- What if there were no hypothetical questions?
- If a parsley farmer is sued, can they garnish his wages?
- Is there another word for “synonym”?
- Where do forest rangers go to “get away from it all”?
- What do you do when you see an endangered animal eating an endangered plant?
- Would a fly without wings be called a “walk”?
- If the police arrest a mime, do they tell him he has the

Advocate Of The Month

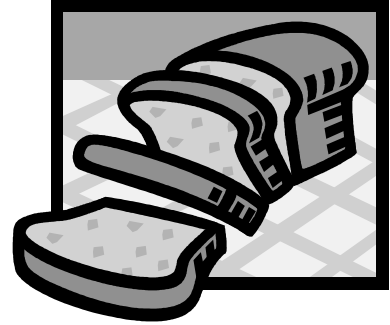
Congratulations to our
Advocate Of The Month,
Roger & Kelly Lund

As the Advocate Of The Month they receive a \$25 Gift Certificate To Ottavio’s Italian Restaurant.
Thank You!

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

right to remain silent?

- Why do they put Braille on drive-through bank machines?
- How do they get deer to cross the road only at those yellow road signs?
- What was the best thing before sliced bread?
- If you ate both pasta and antipasto, would you still be hungry?
- If you try to fail, and succeed, which have you done?
- Why is there an expiration date on sour cream?



The World Is Rich With Opportunity

Do you think that opportunity only knocks once? If you do, Richard Carlson, author of *Don't Worry – Make Money*, says you're buying into one of the most perpetuated myths in our culture.

Carlson argues that this kind of thinking inspires people to do things they really don't want to do, and that it's based on a "never enough to go around" mindset that just isn't true. Thinking that it's "now or never" often encourages bad decision making, he says. For example, you might take a job you don't want or move to an area that doesn't suit you.

The world we live in is rich with ever-increasing opportunity, says Carlson. The world is in need of creative people, and everyone has unique gifts and talents to offer. You just have to figure out how it's going to work for you. There are thousands of jobs out there that you can do. There are thousands of business opportunities. But first you have to overcome your fears: the fear of not having enough, and the fear that you only get one shot and then it's over.

It just isn't so. Your life will be filled with great opportunities over and over again.

HAPPY ANNIVERSARY TO YOUR HOME!

- ☺ Ted & Terri Brandt
- ☺ Nancy Cyr
- ☺ David & Helene Haleman
- ☺ Karalee Johnson
- ☺ Edith Kuznitz
- ☺ Herman Rever
- ☺ Helen Rimlinger
- ☺ Gerald & Rosemary Vangsgard
- ☺ Sylvia Walowit
- ☺ Gilberto Chapa

Dads Want More Kid Time

According to CareerBuilder.com and CNN.com, 37% of working dads say they'd dump their jobs if their spouses or partners made enough money to support the family.

Thirty-six percent said they'd take a pay cut to be able to spend more time with their kids. Here are some of the survey's other findings:

Twenty-four percent of working dads feel work is negatively affecting their relationships with their kids.

Forty-eight percent reported missing at least one significant event in the past year of their child's life

because of work.

Eighteen percent reported missing four or more significant events in their child's life in the past year due to work.

Twenty-seven percent of working dads say they spend more than 50 hours a week working. Eight percent reported working more than 60 hours per week.

Twenty-five percent of working dads say they spend less than one hour per day with their children. Forty-two percent say they spend less than two hours each day.

Thirty-six percent of dads say their companies do not offer flexible work arrangements for them.

May Quiz Answer

Question: What is the fastest land animal in North America?

Answer: Pronghorn.

Source: www.wcs.org

Congratulations to *Nancy Wager*.

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

How To Spot Bullying

Do you know what bullying is, and the warning signs that your child or their fellow student is being bullied?



Bullying among children is aggressive behavior that is intentional, and involves an imbalance of power or strength. It's most often associated with school environments – on the playground, in the classroom, cafeteria, bathrooms and hallways, on the school bus – but in fact it happens anywhere children and youth gather. And it does happen anywhere – in rural, suburban, and urban communities, and among children of every income level, race, and geographic region. And bullying takes several forms: physical bullying (hitting and punching), verbal bullying (threats, teasing, name calling and rumor spreading), social isolation (shunning or leaving a child out on purpose), and cyberbullying (sending insulting messages by phone or computer).

Bullying has figured in school shootings and in many student suicides. Children who are bullied are more likely than other children to have lower self-esteem, as well as higher rates of depression, loneliness, and anxiety. They're more likely to want to avoid attending school and have higher school absenteeism rates. Their physical health can be adversely affected now, and as adults they're more likely to suffer from depression and low self-esteem. Bullied children can also grow up to become passive adults who tolerate their own children's being bullied.

What are some possible warning signs that a child is being bullied? The child:

- Comes home with torn, damaged, or missing pieces of clothing, books or other belongings.
- Has few, if any, friends with whom he or she spends time.
- Has unexplained bruises, cuts or scratches.

June Quiz Question

What is the only bone in the human body that doesn't touch another bone?

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

- Has lost interest in school work or suddenly begins to do poorly in school.
- Seems afraid of going to school, walking to and from school, riding the school bus, or taking part in organized activities with peers.
- Appears sad, moody, teary or depressed when he or she comes home.

Bullying prevention requires a unified effort by school administrators, counselors, teachers, parents, and students, who need to feel safe letting their parents know they or a classmate is being bullied. Here are some Web sites with lots of practical,

useful information about spotting and stopping bullying:

<http://www.stopbullyingnow.hrsa.gov>;

<http://mentalhealth.samhsa.gov/15plus/aboutbullying.asp>; and www.tolerance.org.

Wish I Hadn't Said...

We don't like their sound. Groups of guitars are on their way out. – *Decca Records rejecting the Beatles, 1962*

Television won't be able to hold on to any market it captures after the first six months. People will soon get tired of staring at a plywood box every night.

– *Darryl Zanuck, head of 20th-Century Fox, 1946*

Quotes

Change is inevitable, except from a vending machine.

– Anonymous

Even if you fall on your face, you're still moving forward.

– Victor Kiam

“Success” means we go to sleep at night knowing that our talents and abilities were used in a way that served others.

– Marianne Williamson

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

GREEN'S TERMITE

For all your pest control needs

(805) 642-2177

NMS MOVING SYSTEMS

For all your moving needs

(805) 483-2497

MIRIAM'S CLEANING SERVICE

For all your home cleaning needs

(805) 797-6229

GOSE, LECHMAN & LUND

For all your estate planning needs

(805) 389-7374

CARRIGAN FINANCIAL GROUP

For all your mortgage planning needs

(805) 389-0282

The Cost Of Disorganization

How much does disorganization cost your organization? It's a matter well worth your consideration, according to organizing expert Carol Halsey on her Web site www.pilestfiles.com. Halsey says statistics show that the average worker loses at least one hour of productivity per day due to disorganization. Here's the formula she suggests you look at to know just how much inefficiency is costing you:



- Multiply one hour by your worker's hourly salary to get the amount lost for that employee for one day.
- Multiply the lost hour for one day by five to derive the money lost on one employee in a week.
- Multiply the amount of money lost per week by 48 to get the amount of money lost on one employee in one year.
- Now multiply the number of employees you have by the amount lost in a year, and that will give you an idea of how much money you're losing in your company per year.

We Recommend...

Company: Miriam's Cleaning Service
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. One time service or regular service

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 in the Barlow Buzz. We are confident you will receive the same professionalism that we and many of our clients have received.



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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