

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

December 2007

What's On Your Shopping List?

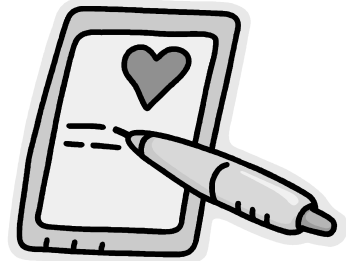
If you're looking for great gift ideas...

THE GIFT OF LISTENING: But, you must *really* listen. No interrupting, no daydreaming, no planning your response. Just listen.

THE GIFT OF AFFECTION: Be generous with appropriate hugs, kisses, pats on the back and handholds. Let these small actions demonstrate the love you have for family and friends.

THE GIFT OF LAUGHTER: Clip cartoons. Share articles and funny stories. Your gift will say, "I love to laugh with you."

THE GIFT OF A WRITTEN NOTE: It can be a simple "Thanks for the help" note or a full sonnet. A brief, handwritten note may be remembered for a lifetime, and may even change a life.



www.BarlowWilliams.com

Search All Ventura County Homes
The Barlow Group—(805) 987-5755

INSIDE THIS ISSUE

- Stop Rushing – Start Breathing
- Holiday Candle Safety Tips
- Should Kids Love To Learn?
- What Can't You Live Without?
- You Think You're Busy?
- Cauliflower Is Cool
- The One Constant: Change
- How To Make Mom's (Holi)Day
- Tips For Holiday Office Gift Swap
- Quotes

THE GIFT OF A COMPLIMENT: A simple and sincere "You look great in red," "You did a super job" or, "That was a wonderful meal" can make someone's day.

THE GIFT OF A FAVOR: Every day, go out of your way to do something kind.

THE GIFT OF SOLITUDE: There are times when we want nothing more than to be left alone. Be sensitive to those times and give the gift of solitude to others.

THE GIFT OF A CHEERFUL DISPOSITION: The easiest way to feel good is to extend a kind word to someone. It's not that hard to smile and say "Hello" or "Thank You."

This holiday season, may you give and receive these gifts and more.

Stop Rushing – Start Breathing

We all know people who seem to rush from one thing to the next without ever being able to settle into the moment. Why is this such a destructive mode? The main reason is that when you keep yourself too busy to really focus on anything, you're constantly in motion. And when you're always on the move, you rarely have the time or energy to process what's happening in your life.

While staying busy is important, it seems that a reminder to slow down in our personal lives and in the workplace is what most people need these days. We're all running at high gear so much of the time, what we're doing or accomplishing seems to lose meaning. Just doing *something* – even if it doesn't make much sense – has become important.

To break the mold, you need to take action. But acting without reflection is unlikely to produce results that help you progress; that usually takes thought mixed with *meaningful* action. A little meditation on the matter might help. That doesn't mean you have to practice an hour of meditation every day to get results. Instead, try to stop three times a day for three or four minutes. Close your eyes and try to quiet your mind, emptying it of the many thoughts racing around in it. Take a deep breath or two, relax, and let your mind go blank.

Consider starting your morning this way, then take a midday break, and another just before you end your day. The practice should restore a little equilibrium to your day – and it only takes a few minutes to accomplish.

Holiday Candle Safety Tips

If you're fond of candles and plan on burning them during this holiday season, you should consider the risks candles pose and take precautions.

November Quiz Answer

Question: Adam had none. Eve had two. Nowadays, everyone has three. What are they?
Answer: The letter *e*.

Congratulations to *Bryson Lund*.

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

HAPPY ANNIVERSARY TO YOUR HOME!

- ☺ Paul & Melissa Arbon
- ☺ Scott & Helena Baum
 - ☺ William Gray
- ☺ Steven & Nancy Karnoski
- ☺ Marvin & Lauren Meador
 - ☺ Nida Neff
- ☺ John & Linda Potter
 - ☺ Faith Saunders
 - ☺ Cecile Shafer
 - ☺ Gene Valentino

While candles can be beautiful and smell wonderful, remember that a candle is an open flame, and it can ignite anything combustible nearby, according to information on the National Fire Protection Association Web site. Here are some candle fire facts:

- Christmas Day is when most home candle fires occur. New Year's Day and Christmas Eve tied for second.

- In 2004, an estimated 17,200 home fires started by candles were reported to fire departments. These fires resulted in an estimated

200 deaths, 1,540 injuries and estimated property losses of \$200 million.

- Candle fires accounted for an estimated 5% of all reported home fires.
- Two-fifths (40%) of home candle fires started in the bedroom, resulting in 30% of the deaths by candle fires.
- Falling asleep was a factor in 12% of home candle fires and 25% of the home candle fire deaths.
- Almost half of candle fires start when some form of combustible material is left too close to the candle. Eighteen percent started after candles were left unattended, abandoned or inadequately controlled. Five percent were started by children playing with the candle.

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

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!**

The National Fire Protection Association recommends the following candle safety tips:

- Make sure all candles are extinguished before going to sleep or leaving the room.
- Keep candles away from items that can catch fire, such as clothing, books and curtains.
- Use sturdy candles holders that won't tip over easily and that are made from a material that won't burn. They should also be large enough to collect dripping wax.
- Keep candles and all open flames away from flammable liquids.
- Keep candle wicks trimmed to one-quarter inch, and extinguish taper and pillar candles when they get to within two inches of the holder. Votives and containers should be extinguished before the last half-inch of wax begins to melt.
- During power outages use flashlights, not candles.

Should Kids Love To Learn?

All parents should want to inspire a love of learning in their children. Why? Because, according to author Ben Dean in *Learning About Learning* in the *Authentic Happiness Coaching* newsletter, individuals who love learning are likely to

- Feel positive when they have to learn new things.
- Persevere, despite difficulties and challenges.



- Work autonomously.
- Be filled with a sense of great possibilities.
- Be resourceful.
- Feel supported.

So what makes people take ownership of their own learning? Dean says that three things are essential:

1. Having a compelling, meaningful reason for doing the work.
2. Having options that make the task more interesting.
3. Having social networks that support learning, so that individuals can fulfill social needs, too.

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

What Can't You Live Without?

Can you imagine your life without a computer? According to a recent Pew Research Center Survey, 51% of the adult public now considers a home computer a necessity, not a luxury.

And, say Pew researchers, the list of what we consider necessary is growing. Some of the items on the list have been around for quite a while, but are now deemed necessities by much larger segments of the population. For instance, in 1996 just 32% of adults considered a microwave oven a necessity. In 2006, that percentage was 68. Air conditioning followed the same trend, considered a necessity by only 51% in 1996, but now considered a necessity by 70% of us. Another product that moved up from luxury to necessity by a much larger number was the clothes dryer: In 1996, only 62% felt a clothes dryer was a necessity, but today that number is 83%.

Here are some of the other study findings:

- Ninety-one percent say a car is a necessity.
- Ninety percent say a clothes washer is a necessity.
- Sixty-four percent think a television is a necessity.
- Fifty-nine percent think car air conditioning is a necessity.
- Forty-nine percent now consider a cell phone a necessity.

- Thirty-five percent consider a dishwasher a necessity.
- Thirty-three percent consider cable or satellite TV a necessity.
- Twenty-nine percent consider high-speed Internet a necessity.
- Five percent consider a flat-screen TV a necessity.
- Three percent consider an iPod a necessity.

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!

Al & Diane Isenberg
(Happy To Serve You Again)
John & Cheri Mook
(Happy To Serve You Again)
Helene Sanchez
Al & Fay Zelmon

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

You Think You're Busy?

Here's a peek at just a few of the items on Martha Stewart's Holiday To-Do List:

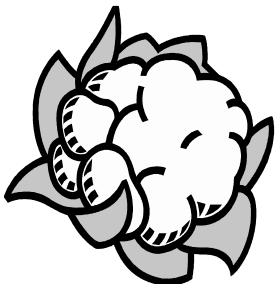
December 1: Blanch carcass from Thanksgiving turkey. Spray-paint gold, turn upside down and use as sleigh to hold Christmas Cards. **December 10:** Align carpets to adjust for curvature of Earth. **December 19:** Adjust legs of chairs so each dinner guest will be same height when sitting at his or her assigned seat. **December 24:** Do my annual good deed. Go to several stores. Be seen engaged in last-minute shopping, thus making many people feel less inadequate than they really are.

Cauliflower Is Cool

Is cauliflower on your holiday menu? Actually, it's a good addition to your year-round menu!

Cauliflower is often an overlooked option – aren't vegetables supposed to be green or red or orange? But the reason it's white is simple: The cauliflower head is composed of white flowers, or florets; as the florets grow, they're shielded from the sun by the plant's leaves, and that impedes the development of green chlorophyll.

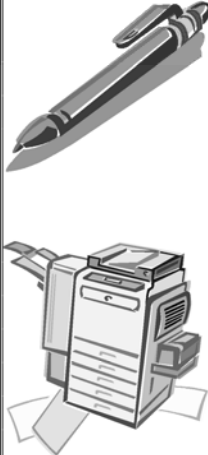
But a lack of chlorophyll has nothing to do with nutritional value. Cauliflower is a member of the cruciferous family of vegetables, a family that includes mustard greens, broccoli, cabbage, Brussels sprouts, watercress, bok choy, arugula, and radishes. Many studies indicate that cruciferous vegetables help our bodies fight cancer, and reduce the risk of cardiovascular disease.




In addition, cauliflower is low in saturated fat and cholesterol, and high in dietary fiber. It contains vitamin C, an antioxidant that helps keep the immune system strong, and folate, which helps blood work more efficiently and is essential for proper tissue growth. Cauliflower is also a source of vitamins K and B6, and a host of other nutrients.

The best way to serve cauliflower is raw in salads or on a veggie platter; second best is lightly steamed. Find other options at the Web site www.cauliflowers.com, from

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*



soups to soufflés to even – cauliflower cake!

The One Constant: Change

Change is, for most people, an unnerving experience. But as the old saying goes, the only constant is change. So how can a person manage the rough seas of change without going under?

The first necessity is to learn to appreciate change. Without change, everything would be the same – always. The world would stagnate, and life wouldn't be very interesting. Change brings new ideas, new life, and new

circumstances into being and keeps the river of life flowing.

If change is one of the few things we can count on in life, how can we better learn to navigate the evolution in our lives? One tactic is to learn to stay in the present without veering off too far into the past or future. Ruminating over past events or worrying about future outcomes is generally a waste of energy. Try to stay in the moment. Focus on what you're hearing, feeling, and seeing in the physical world. When you master this skill, you might find that your powers of intuition and insight increase significantly – because you're not pouring your energy into unproductive areas of the mind.

How To Make Mom's (Holi)Day

If you're wondering what to give Mom this holiday season, how about – a day off?

According to a salary.com survey done earlier this year, stay-at-home moms work an average of 92 hours a week. Moms who work full-time outside the home put in 40 hours on the job, and another 40 hours plus nine hours of overtime at home.

And the dollar value placed on all those hours? For stay-at-home moms, an annual salary of \$138,095. For moms who work full-time outside the home, the "at-home" dollar value is \$85,939.

If you can't write Mom a check for one of those amounts, consider creating a certificate that entitles her to a day free of housework, grocery shopping, meal preparation, laundry and other chores. Then, step up to the plate and – make it happen!

December Quiz Question

What is the name of the world's tallest bridge?

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

Tips For The Holiday Office Gift Swap

Gift swaps can be a fun holiday office experience, but it's not unusual for people to receive gifts that leave them scratching their heads. It often depends on the kind of swap that's been decided on, but if you're participating in a gift swap of any kind, you'll want to think about what you buy. Here are a few tips:



Be thoughtful. Unless you're specifically asked to bring a gag gift, it's safer to buy something you think the recipient will enjoy. Embarrassing a coworker might not be the best option.

Follow the spending guidelines. You could make others uncomfortable if you go over the spending limit.

If you're buying for a specific person in a name-drawing swap, find out something about that person and try to buy something he or she will appreciate. If you know the person is a big movie buff, a gift card to a theater might be just the ticket! If you're participating in an anonymous gift exchange, you'll be safer buying a gift card to a type of store that is universally enjoyed, rather than a specialty store.

If you receive something terrible or embarrassing, laugh and shake it off. This is a small thing, after all. Don't hold a grudge if you receive something you don't want. Thank the person and move on. We've all made mistakes when it comes to this kind of thing.

Quotes

Holding on to anger is like grasping a hot coal with the intent of throwing it at someone else; you are the one who gets burned.

– Buddha

An expert is a man who has made all the mistakes which can be made, in a narrow field.

– Niels Bohr

Success is going from failure to failure without a loss of enthusiasm.

– Winston Churchill

**Merry Christmas
and
Happy Holidays**

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!**

This newsletter is intended for entertainment purposes only. Credit is given to the authors of various articles that are reprinted when the original author is known. Any omission of credit to an author is purely unintentional and should not be construed as plagiarism or literary theft.

Copyright 2007 Dave Barlow. This information is solely advisory, and should not be substituted for legal, financial or tax advice. Any and all financial decisions and actions must be done through the advice and counsel of a qualified attorney, financial advisor and/or CPA. We cannot be held responsible for actions you may take without proper financial, legal or tax advice.

www.BarlowWilliams.com
Search Over 123,000 Homes In Ventura County
The Barlow Group—(805) 987-5755



5257 Mission Oaks Blvd
Camarillo CA 93012
Return Service Requested

The Barlow Buzz

PRSR1 STD
U.S. POSTAGE
PAID
Permit #222
Oxnard, CA