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**SDBJ Poll**

How much do you plan to spend during the holidays?

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## MINTZ LEVIN COHN FERRIS GLOVSKY AND POPEO PC

Posted date: 12/15/2008

### Real Estate Profile - Laura Barry

Laura Barry, a real estate agent under the brokerage of Barry Estates in Rancho Santa Fe, has been the No. 1 producing agent in San Diego County for two consecutive years, according to the firm.



In 2006, she produced more than \$141 million in sales volume and during 2007 she produced in excess of \$145 million in sales, ranking her No. 10 and No. 17 in the nation, respectively, on a Top 50 Agents list published in the Wall Street Journal and Lore magazine. Her sales totals for 2008 have not yet been calculated.

"Challenges and competition always push me to do better," says Barry, whose territory includes Del Mar, La Jolla and Solana Beach in addition to Rancho Santa Fe.

**RESUMÉ**

Name: Laura Barry.  
Company: Barry Estates.  
Title: Real estate agent.

Birthplace: San Diego.  
Current residence: Covenant of Rancho Santa Fe.  
Family: Daughter.

**BUSINESS PHILOSOPHY**

Essential business philosophy: Deliver what you promise, and then some, and don't promise what you can't deliver.

Best way to keep a competitive edge: Leave time to think, leave

time to exercise every day, and always remember to laugh.

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**WEEKLY EDITION**

Dec. 15 - 21, 2008



**May I Help You?**

Small businesses have long faced the challenge of competing price-wise with the mega-retailers. But now that the big-box stores are slashing prices even further to try to boost sales during the holiday shopping season, they're forcing mom-and-pop stores to rely on their strengths — personal attention and a charming atmosphere — more than ever.

**Good News for a Change**  
Mortgage lenders are seeing a flurry of refinancing activity as mortgage rates drop to the lowest levels in several years.

**Snake Eyes**  
San Diego County's backcountry casinos have grown with the vigor of wild mushrooms on a rain-wetted lawn. But that growth may be over.

**Title Insurance Giant Files for Bankruptcy**  
LandAmerica Financial Group, the nation's third largest title insurer, filed for bankruptcy late last month, but said it hopes to sell its two principal units, Lawyers Title and Commonwealth Land Title Insurance, to Fidelity National Title Insurance by Dec. 31.

**WEEKLY EDITION**

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## MINTZ LEVIN COHN FERRIS GLOVSKY AND POPEO PC

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Guiding principles: Work hard, follow through, and always go the extra mile. I don't ever give up until I get what I want and I get what my client wants.



**Yardsticks of success:** In 1999, I was the first residential agent in San Diego County to ever achieve more than \$100 million in sales volume and have consistently done so every year since.

**Goals yet to be achieved:** Too many to list and many of them are secret.

### TRUE CONFESSIONS

**What you like best about your job:** I like that every day is different. People give me a lot to laugh about.

**What you like least about your job:** Sometimes it does not provide very much private time.

**Pet peeve:** In my business you can't really have any pet peeves. You constantly have to adapt yourself to changing situations and go with the flow.

**Most important lesson learned:** There is no secret to success, just hard work.

**Person most interested in meeting:** I am interested in meeting a lot of different people as I have various interests.

**Three greatest passions:** My 6-year-old daughter, being creative and exploring new ideas, and always having a sense of adventure along with a sense of humor.

**First choice for a new career:** Something that makes people happy and adds value to people's lives.

**Word that describes you:** Determined.

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Jennifer Bonasia,  
Owner/Broker of JB Home Sellers

**GALLERY**

Posted date: 12/15/2008

Favorite quote: "If you think you can, you can and if you think you can't, you're right." You always need to believe in yourself and never give up.

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Most influential book: Motivational and spiritual books. I typically prefer fiction instead of nonfiction.

Favorite status symbol: I usually hide the symbols, but I tend to buy lots of them because I love luxury.

Favorite restaurant: Due to my busy schedule I typically grab food quickly, so the Rubio's lobster burrito is one of my favorites at the moment.

Favorite place for business meetings: Anywhere — my office or my clients' homes.

Favorite vacation spots: European

destinations/exotic places.

Favorite way to spend time: With friends and my 6-year-old daughter.

What's on your iPod? I don't have one.

What do you drive? Range Rover and a Porsche.

Do you use a GPS? No.

Do you use a PDA? Yes.

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