



Martha Larkin Real Estate

Home and Business Referral Directory

2002

WORKING BY REFERRAL

~ How I Operate My Business ~

My business is unique. I devote myself to serving my clients whether or not they are buying or selling a home now, tomorrow, or ever. By demonstrating to you my competency and my caring on an ongoing basis, you will know that when you refer me to your friends and families, I will give the same high-quality service,

This **Referral Directory** is only one of the many ways my business is set up to serve you. On a regular basis, I send you an item of value. I call this my **Client Appreciation Program (CAP)**. The CAP is my way to say thank you, over and over again, for all of your referrals and to maintain our relationship of trust.

By the Way... if you know anyone who would like a copy of my Referral Directory or to be involved in my CAP, all of which is absolutely free, just let me know. I will be happy to make sure they are accommodated.

~ I'm Only a Phone Call Away ~
760-634-4200

**Martha Larkin's
Referral Directory
2002**

Your Personal Guide To Businesses
Who Do A Great Job

Martha Larkin Real Estate
760-634-4200
523 Encinitas Blvd., Suite 100
Encinitas, CA 92024

Prudential California Realty

Directory produced by Charla Aylsworth of Creative Organizing



Dear Valued Friends and Clients,

Since the cornerstone of my business is the referrals of home buyers and sellers you so generously send my way, I'm pleased to refer you to persons and businesses who give high quality and/or high-value services in my first annual **Referral Directory**. You and I supplied these names from our combined years of doing business on both the large and small scale in the San Diego area. You can feel confident you will be well served by anyone in this directory. However, should you feel displeased with any service, I would appreciate knowing your assessment as I personally do not know nor have I used every individual listed.

Take a moment to browse the directory. Businesses and services are listed alphabetically. I apologize if I have missed someone or have incorrect information.

Thanks so much to everyone who contributed names, and thanks also to five great ladies- Charla Aylsworth, Sandy Binikos, Jan Bokoch, Linda Currie, and Marcia Manchester - who helped me with the enormous task of contacting all of you- my valued clients, for your referrals. This definitely has been a large-group project of which we all can be very proud.

Enjoy using the services of these people and start saving your referrals for next year's directory!

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Alarm Companies

Dependable Alarm Systems

(760) 741-9055

Bill Mayer

1123 Industrial Ave.

Escondido, CA 90929

*Installation and monitoring of
alarm systems*

Appliance Repair

A&T Appliance Repair

(760) 721-4220

Service on any major appliance

Appliance Care

(760) 599-0487

2252 Baxter Canyon Road

Vista, CA 92083

Services major brand appliance

J & W Appliance Service Co.

(760) 966-1608

Oceanside, CA

Tucker Appliance Repair Service

(760) 753-5234

Jaime Tucker

1430 Elva Terrace

Encinitas, CA 92024

Appliance Sales/Repair

Pacific Sales

(760) 827-2200

Lance

Carlsbad, CA

Purchase of major brand appliances

Artist

Linda Luisi & Associates

(760) 944-7800

PO #130066

Carlsbad, CA 92013-0066

Custom paintings and murals

Angelo Diretto

(760) 753-8833

1247 Saxony Road

Encinitas, CA 92024

Gives private art lessons

Yanina Cambareri

(760) 944-4433

Watercolor portraits, landscapes

and commissioned work

Attorney

Gates, O'Doherty, Conter & Guy, LLP

Thomas A. Scutti

(858) 676-8600

16835 West Bernardo Drive

Suite 210

San Diego, CA 92127

Personal injury, insurance coverage

and bad faith

Guevara, Phippard, James

Fred C. James

(619) 531-0123

1420 Kettner Boulevard

Suite 600

San Diego, CA 92101

Business real estate, litigation and

int'l transactions

Merwyn J. Miller

(760) 436-8832

191 Calle Magdalena
Encinitas, CA 92024

Kevin Forrester

(760) 944-1918

4403 Manchester Ave
Encinitas, CA 92024
*Specializing in mediation and real
estate*

Lennie Gee

(760) 753-0552

301 Santa Fe Drive
Suite B
Encinitas, CA 92024
*Specializing in wills, trust and
family law*

Michele A. Tutoli

(760) 942-0678

109 Peppertree Lane
Olivenhain, CA 92024
Specializing in estate planning

Timothy R. Binder

(858) 350-0140

12520 High Bluff Drive
Suite 360
San Diego, CA 92130
*Specializing in real estate
transactions*
<http://www.tbinderlaw.com>

Alexandra M. Kwoka

(858) 481-1173

12707 High Bluff Drive
Suite 100
San Diego, CA 92130
Specializing in family law

Paul E. Gavin

(760) 630-1456

630 Alta Vista Drive

Suite 210

Vista, CA 92084

Family law specialist

Auto Care

Auto Electric Repair Service

(760) 967-8718

Eric

Vista, CA

Mobile service of auto electrical problems

Charlie's Foreign Car Repair

(760) 753-4969

751 2nd Street

Encinitas, CA 92024

Service on foreign cars

Dent Pro of San Diego

800-315-DENT

7238 Babilonia St

Carlsbad, CA 92009

Express Auto Center

(760) 720-1017

Peter

2676 State St.

Carlsbad, CA 92008

Complete auto repair

Fine Mobile Detail

(760) 803-3463

Brandon Lee

Complete mobile car detail service

Furgerson's Garage

(760) 436-3337

807 2nd Street

Encinitas, CA 92024

Foreign and domestic cars

Hugo's European Car

(760) 436-7862

110 N Coast Hwy 101

Encinitas, CA 92024

Johnson's Auto Body

(760) 729-8882

Herman

2677 State Street

Carlsbad, CA 92008

Complete auto body repair & paint

Karma-Kanix

(619) 960-0085

Don Synder

Mobile mechanic

Lloyd's Auto Detail

(760) 930-9627

Ed Lloyd

1050 Auto Center Court

Carlsbad, CA 92008

Auto detailing and upholstery repair

North County ColorGlo

(760)630-5969

Brodie Frost

1268 Calle Ultimo

Oceanside, CA 92056

*Repair and restore leather
upholstery*

North County Mobile Electronics

(760) 967-1100

Mike

2640 Oceanside Blvd.

Oceanside, CA 92054

*Sales, installation and repair of
auto audio and sound systems*

Plaza Automotive

Gerald Underwood

(760) 931-9799

1060 Auto Center Court

Carlsbad, CA 92008

Auto service, repair and smog check

Windshield Pros.

(760) 781-1127

Lori Larkin

Mobile service - will come to you

Auto Financing

Financial 21 Community

Credit Union

(760) 471-7770

985 Escondido Ave

Suite 110

Vista, CA

Auto Leasing

Automobile Discount Services

(760) 720-1972

Clive Ingrey

112 Encinitas Blvd.

Encinitas, CA 92024

*Lease and sales of new
and used cars*

Beauty Care

MPI Clinic

(858) 452-2909

Sam Butcher
9339 Genesee Ave
P-39
San Diego, CA
Permanent makeup

Joan M. Shannon

(858) 259-1147

4984 Manor Ridge Land
San Diego, CA 92130
Avon products

Carpenter

Adrian Woodwork

(858) 558-1455

Bruce Spector
9885 Mesa Rim Rd
Suite 111-120
San Diego, CA 92121
*Great cabinet maker, finish
carpentry and crown molding*

Ted Frost

(760) 480-1928

Karl Bumman

(760) 942-1847

Jim Thomas

(760) 942-2944

*Cabinetry, fine woodworking and
custom furniture*

Larry Schilling

(760) 436-7731

*Custom cabinet maker and
woodwork*

Carpet Cleaning/Repair

Bob's Carpet and Upholstery Cleaning

(760) 753-8750

Bob McLean
336 Stanford St.
Encinitas, CA 92024

Carlsbad Carpet Cleaning

(760) 438-0300

John Byrne
936 Daisy Ave
Carlsbad, CA 92009

Coit Carpet and Upholstery cleaning

(800) 367-2648

Gene Biggler

Kelly's Carpet Care

(760) 753-5965

551 Union
Encinitas, CA 92024

King Carpet Cleaning

(760) 480-7492

887 Cornish Drive
Encinitas, CA 92024

SERVPRO of Escondido

(760) 760-6440

Dwight
P.O. Box 1287
Escondido, CA 92033

Catering

Carriage Trade Catering

(858)621-5151

7966 Arjons

San Diego, CA 92126

Firehouse Gourmet

(760) 943-1744

Don Heiser

Certified Public Accountant

Bonnie Woodbury

(760) 632-9125

621 2nd St. #B

Encinitas, CA 92024

Cutler & Shannon, LLP

(858) 794-9034

Jeanne Shannon

609 S. Highway 101

Solana Beach, CA 92075

Michael Frazee

(760) 434-5958

2094 Linda Lane

Encinitas, CA 92024

Carolyn Witt

(760) 753-1157

144 West D

Encinitas, CA 92024

Chiropractor

Barbara Van Horne

(760) 598-0922

*Chiropractic - Emotional Freedom -
Nutritionist*

Dr. David Melendez

(760) 944-0563

120 Birmingham Dr
Cardiff, CA 92024

Steve Ronco

(858) 481-1422

12751 Carmel Country Road
Suite 207
San Diego, CA 92130

Clothing

Cedros Soles

(858) 794-9111

Heidi Hodges
143 S Cedros Ave
Solana Beach, CA 92075
Unusual and upscale footwear

Par Excellence Custom Clothing

(619) 280-3940

Klein Rutledge
5173 Waring Road, Suite 121
San Diego, CA
All types of embroidered clothing

Computer

Luxor Technologies Inc

(858) 793-6120

Robb M. Murdock

731 South Pacific Coast Hwy.

#2-H

Solana Beach, CA 92075

*Software development and design of
web sites*

PC Doctor

(619) 441-0737

Robert Bresnik

On-site computer specialist

\$40.00 per hour

Contractor

B & B Contracting

(760) 724-8645

Bob Bradsher

*General contracting and electrical
work*

Carrillo's Construction

(760) 815-3945

Guillermo Carrillo

Retaining walls and brick borders

Heinze Construction

(760) 942-5607

Carlsbad, CA 92024

New Life Construction

(858) 277-8075

Richard Cruz

8340 Vickers St.

Suite K

San Diego, CA 92111

Randy Kinnings

(858) 755-0217

4711 Sun Valley Road
Del Mar, CA 92014

Rory Erb

(858) 486-4211

Room additions and remodeling

Dentist

Daniel D. Roberts, D.D.S.

(760) 944-7844

317 N. El Camino Real
Suite 308
Encinitas, CA 92024
Periodontics and dental implants

Mark Galli, D.D.S.

(760) 436-4631

171 Calle Magdalena
Encinitas, CA 92024

North Coast Family Dentistry

(760) 942-1171

Michael L. Myers, D.D.S.
477 N. El Camino Real
Suite A302
Encinitas, CA 92024

Dermatologist

Dr. Kimberly Butterwick

(760) 944-5890

477 El Camino Real
Encinitas, CA 92024

Dry Cleaning

Antoine's Dry Cleaning

(760) 436-6669

1522 Encinitas Blvd.

Encinitas, CA 92024

Dry Clean 4 Less

(760) 635-2838

199 N. El Camino Real

Encinitas, CA 92024

Electrician

Bill Jessen

(760) 747-2057

Small electrical work under \$500.00

Fredricko Electric, Inc.

(760) 436-9172

Erik

2211 Newcastle Ave

Cardiff, CA 92007

Ken Wright

(760) 753-7723

Protech Electric

(619) 957-8423

Jamie Halliday

12655 Pacato Circle South

San Diego, CA 92128

RD Electric

(760) 727-1215

Rick Davis

744 Avenida Amigo

San Marcos, CA 92069

Electronics/Repair

David's Electronics

(760) 630-0577

David Hedayati

1001 E Vista Way #C

Vista, CA 92084

Electronic repair/ free estimate

Eye Care

Dr. Duane Torgerson

(760) 942-9785

164 N. El Camino Real

Encinitas, CA 92024

Eye and Laser Vision Center

(858) 487-5090

James P. Pulaski, M.D.

16766 Bernardo Center Drive

#112-A

San Diego, CA 92128

Cataract, refractive and lasik surgery

Financial Advisor

Edward Jones Investments

(760) 944-1985

Bob Mulligan

ICG Advisors

(619) 281-9890 X123

James R. Lingelbach

3131 Camino Del Rio North

Suite 1050

San Diego, CA 92108

Morgan Stanley

(800)675-9540

Marilyn Joy Shepard
11440 West Bernardo Court
Suite 120
San Diego, CA 92127

Regis Financial

(858) 487-6135

Marcia Manchester
Dan Helander
16496 Bernardo Ct. Dr.
Suite 304
San Diego, CA 92128
*Mutual funds, Iras, 529s,
rollovers and annuity specialists*

The Investment Network

(858) 550-7090

Judy Hagar, CFP
6390 Greenwich Drive
Suite 230
San Diego, CA 92122

Furniture Repair

Lellbach Caning

(760) 476-0506

Skip Lellbach
7019 San Bartolo
Rushing and caning of chair seats

The Wood Doctor

(760) 591-0160

Keith Roberson
181 Balboa St #103
San Marcos, CA 92069
Furniture refinishing

Furniture Upholsterer

Fine Furniture

(858) 278-5638

7858 Convoy Court
San Diego, CA 92111

Main Street Upholstery

(619) 426-1923

Patricia
Chula Vista , CA

Roberto

(760) 432-0833

Roberto

TM& A Interiors

(619) 230-1065

Alfred Lerma
330 16th Street
San Diego, CA 92101

Hernandez

(760) 431-7534

Ponto Drive
Carlsbad, CA 92024

Lydia Perez

(760) 943-8351

1090 Gardenia
Encinitas, CA 92024
*Inexpensive seamstress and
upholsterer*



Improving your home can improve your resale. Here are some ways that you can improve both your home AND your investment.*

150% REMODELED KITCHEN

A kitchen update can reward a seller with a sizable payback. Just remember, though, splurging on fancy finishing materials or sophisticated equipment may cut into your profit. Keep it simple.

100% REVITALIZED LAWN AND GARDEN

A verdant lawn and a modest but colorful flowerbed will entice potential buyers. The few hundred dollars invested may yield several thousands in profit.

100% FIREPLACE

Especially if it's energy-efficient, such as a gas-powered model, a fireplace holds the promise of cozy family gatherings around the warmth of the hearth.

90% SECOND BATH

All it takes is a simple 5 x 9 foot bath to make mornings more civilized for most families. This is not an "extra" today, but a must-have for buyers.

80% ROOM ADDITION

For the most attractive return of your investment dollars later, the added room should be today's popular family room, an additional bedroom or an office.

70% REMODELED BATH

A master bath is on many buyer's wish lists. If you own only one bath, install two sinks or a double vanity to handle the morning crowd.

70% MASTER SUITE

To keep costs down, try to find extra space to create this wish-list item by combining existing rooms and spaces. Heavy structural work entailed by adding square feet diminishes your return.

70% DECK

Outdoor living space is a desirable asset no matter where the locale. No-maintenance decking material leaves lots more leisure time, too.

50% EXTERIOR PAINT

Sprucing up tired siding, trim, etc., can take years off the look of an older house.

35% NEW WINDOWS & DOORS

Buyers appreciate changes that improve the look of the house, so handsome French doors, for example, may be a plus. Energy efficient units are an attractive amenity with resale potential.

?% SWIMMING POOL

Depending on where you live, this luxury item can attract or simply not affect resale profit.

*These percentages represent the part of your investment that could be recouped at resale. (Rates of return will vary depending upon locale and trends.)

Hairdresser

2nd Street Salon

(760) 753-4424

Crystal Wells

1031 1st St (The Lumberyard)

Encinitas, CA 92024

Expert hair coloring

Casa Blanca Salon

(858) 759-8998

Michel Benaroch

16081 San Dieguito Rd.

Fairbanks Ranch, CA 92024

Garcia's Barbershop

(760) 729-2020

Jesse

2960 State St

Carlsbad, CA 92024

\$ 9.00 haircuts for men and women

Stainless Salon

(760) 632-7110

Lori Sauls

Wave Length Hair Salon

(760) 729-4922

Kristine

2802 State St.

Suite D

Carlsbad, CA 92008

Handyman

Mr. Fix It

(858) 677-0235

Phil Perin
6216 Camino Araya
San Diego, CA 92122

The Cardiff Handyman

(760) 753-6294

Ernie Moreno

Hauling

Josh Ridd

(858) 254-4760

North County Hauling

(760) 944-0144

Richard Rudnick
1117 Woodlake Dr.
Cardiff-by-the-Sea, CA 92007

Greg Creighton

(760) 598-9194

4075 Harrison
#2
Carlsbad, CA 92024
Hauler and cleanup

Heating and Air Conditioning

Southcoast Heating & Air Conditioning (760)941-7000

Jeff Corbett
2664 Vista Pacific Drive
Oceanside, CA.92056

Home Decorating

The Natural Touch

(619) 271-7550

9050 Kenamar Drive
San Diego, CA 92121
*Large inventory of silk plants and
designer on site*

Vintage Rose

(858) 792-1668

Jeri Heiser
324 S. Cedros Ave.
Solana Beach, CA 92024
*Cottage furnishings, linens and
upholstery, home and garden*

Home Improvement

A-1 Central Vacuum Inc

(760) 489-8228

Vincent Ciernick
*Service and installation of central
vacuums/new and existing homes*

American Marble

(760) 721-5100

John Grossaint
3020 San Luis Rey Road
Oceanside, CA 92054
Granite and marble installation

Bob's Glass and Screen Company

(858) 592-8888

8142 Miramar Rd

San Diego, CA 92024

*Custom screens, windows, mirrors,
shower doors and table tops*

Crown Moulding Design

(760) 944-1919

Renie Locke

Excellent crown molding work

Fresh Water Systems

(858) 792-8275

11760 Sorrento Valley Rd

Ste H

San Diego, CA. 92121

Service & installation of water filter

Kitchen and Bath Designs

(760) 634-6614

Helen Van Boxtel

379 Chapalita Drive

Encinitas, CA 92024

Full service kitchen and bath design

- from start to finish

Kitchen Tune Up

(760) 632-7402

Peter Tan

Cabinet reconditioning and refacing

Metro Flooring

(858) 549-2900

Gregory Vrebner

7340 Miramar road

#100

San Diego, CA 92126

Sales and installation of carpet,

wood and tile floors

Pinnacle of California

(858) 755-1111

Brian Clark

*Commercial and residential
cleaning services– carpet, windows
and blinds*

Refinishing Artist, The

(800) 331-0059

Paul Echiert

Refinishing of cabinets

Stop the Sun

(760) 743-0733

Window tinting

Western States Canvas

(760) 598-8297

Chris Walsh

Awnings and patio covers

Home Repair

AAA Mobile Blinds

(760) 758-0835

*Cleans and repairs shades and
blinds*

A-1 Electronic Door Controls

(760) 438-3965

6353 El Camino Real

#A

Carlsbad, CA 92009

Repairs garage door openers

Alternate Telephone Wiring

(760) 726-0055

Stewart MacFarlane

*Installs and repairs jacks,
extensions, fax and pre-wire*

Mr. Tub

800-69MRTUB

*Resurfaces tile with porcelain
product*

Professional Roofing Services

(619) 588-4909

Secure Roof Inc.

(760) 432-9084

Mark Anthony

United Air Comfort

(888) 703-2653

Air duct cleaning

Home Services

Creative Organizing

(760) 634-0994

Charla Aylsworth

317 Horizon Drive

Encinitas, CA.92024

*Organizing for your entire home and
office*

Insurance Services

Auerbach & Grussin

(800) 287-4467

Craig Grussin

Disability and health insurance

Estate Resource Insurance Services

(858) 350-1907

John T Kraemer, CSPG

380 Stevens Avenue

Suite 305

Solana Beach, CA 92075

Life, health and long term care

Interior Designer

Design Decorum Inc.

(858) 792-2229

Viv Melnick

2689 Via de La Valle #I

Del Mar, CA 92014

Design Works West

(858) 578-1495

Wendy Shames

Eike Richardson Designs

(858) 292-1500

Eike Richardson

Reinholz Studio of Art & Design

(858) 755-6202

Ricki Reinholz

616 Stevens Ave

Solana Beach, CA 92075

Water color artist & interior design

This Ol' House

(760) 944-1955

Paul Killigrew

1670 Leora Lane

Leucadia, CA 92024

Jewelry

Shakarian Jewelry

(760) 753-1499

Robert Shakarian
231 B N. El Camino Real
Encinitas, CA 92024
Goldsmith and custom designs

Timekeepers

(760) 942-4370

Mario
199 N. El Camino Real
Encinitas, CA 92024
Complete watch and clock repair

Landscaping

American Landscape

(760) 720-7451

Russell Bowman
4010 Adams Street
Carlsbad, CA 92008

Aqua Scenes

(760) 720-4777

Kurt Nash
Cardiff, CA
Custom natural rock water features

Aurelio Valdez

(760) 806-2743

Jose Rivera's Landscaping

(760) 738-4982

Jose or George Rivera
547 Boxwood Glen
Escondido, CA 92027

Olivio's Landscape

(760) 533-6948

Jose Olivio

449 Santa Fe #119

Encinitas, CA 92024

Gardener and sprinkler repair

Peter Ducas Landscaping Services

(760) 729-7177

Pete Ducas

Encinitas, CA 92024

Steve's Landscape & Irrigation

Steve Penza

(760) 471-9650

2125 Meadowlark Ranch

San Marcos, CA

*Landscape installation and
irrigation specialist*

Marketing/Advertising

Rancho Santa Fe Review

(858) 756-1403

Terri Lafferty Drago

6056 El Tordo

Suite 205

Rancho Santa Fe, CA 92067

Advertising

Marriage and Family Therapist

Peter Roussos, M.F.T.

(858) 755-2505

1125 Camino Del Mar

Suite F

Del Mar, CA 92014

Massage

Encinitas Acupuncture and Massage

(760) 942-1128

Karen Haskins, L.M.T.E

Therapeutic massage

Stainless Salon

(760) 505-4477

Diane Learmonth

Skin Vital

(858) 794-9126

Natalie Lopez

Miscellaneous

Postal Depot

(760) 436-1250

Neal Ganz

1119 N. El Camino Real

Encinitas, CA 92024

Mobile Notary

Marcia Masen

(760) 436-4971

6965 El Camino Real

Suite 105

Carlsbad, CA 92009

Mortgage Broker

Fouts Financial

(858) 587-1400

Robert Fouts

991-C Lomas Santa Fe Drive

Solana Beach, CA 92075

National City Mortgage

(760) 519-1158

Steven Byer
6333 Greenwich Drive
San Diego, CA 92122

Qualifund

(619) 265-7405

Scott Schuetz
4443 30th St.
San Diego, CA

Movers

R & R Moving & Delivery

(619) 766-3217

Rob Bandrup

Nail Salon

Encinitas Nail Spa

(760) 634-7670

K.T. Nail Spa

(760) 436-9999

Jenny
270-J N. El Camino Real
Encinitas, CA 92024

Stainless Salon

(760) 942-8311

Cindy Curtin

The Nail Corner

(760) 930-6500

Cathy Craig or Ophie Sanchez
6986 El Camino Real G
La Costa, CA.92009

Painters

Andy Taylor

(760) 942-0373

Encinitas, CA 92024

Ken McSwain

(760) 807-2380

P.O. Box 460-442

Escondido, CA 92046

Sign painter

Michael Crom

(858) 549-3273

Painters Plus

(760) 436-8450

Mike Stoodley

Encinitas, CA.92024

RC Painting & Maintenance

(858) 695-2495

Robert Colvin

Painter with many home decorating ideas

Sunset Painting

(760) 480-4507

Escondido, CA 92030

William Smith

(760) 752-6960

Jay Gormez

(949) 836-5639

Jorge Laureano

(760) 505-3970

Pest Control

Fowler Pest Control & Termites

(888) 813-8861 North County

Insect and Rodent Solutions

(760) 944-7680

Frank Agwara

Uses ecological methods to get rid of insects

Pet Care

Alcala Pet Care

(760) 436-6619

1273 Crest Drive

Encinitas, CA 92024

Pet boarding and grooming

<http://www.alcala-pet.com>

Companion Pet Care

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