REAL ESTATE News

REAL ESTATE LISTINGS

Listings features news and notes about Wayne County real estate. To list an announcement, write: Listings, Real Estate Editor, Observer & Ec-centric Newspapers, 3625 Schoolcraft, Livoria 48150. Our fax number is (313) 591-7279.

m frey recomes cm

Larry Frey, a Novi resident, has become general manager for Century 21 Hartford South in Livonia. He's responsible for day-to-day operations, recruiting and training. Frey previously served as asles manager for Century 21 Suburban He entered the real estate profession in 1998 and was one of the orig. Frey in al Century 21 brokers in Michigan in 1974.

The Builders Association of Southeastern Michigan sponsors a continuing sducation real estate seminar for licensed real estate agents and block the Freddy, March 14, at its offices, 30376. The meeting reas from 8:30 a.m. to 3 p.m. and includes lunch. Attendance satisfies annual continuing education requirements for real estate license tenewals.

cense renewals.
Cost is \$45.50 for BASM members, \$63.50 for non-members. To register, call BASM at (810) 737-4477.

137-4477.

E 70P PRODUCERS

E RA Bankers, a full-service real estate company in Farmington Hills, has announced its top producers for January — Edith Garner and Leslie

Feraci.
"Through hard work and sincere commitment to customer satisfaction, they have risen to meet the challenge of today's real estate market," said John Ross, member Broker of the firm.

One Way Realty and Omega Mortgage Corp., which share common ownership, have announced that they've developed a controlled business relationship to become a superbrokerage.

The term describes the professional upgrading and fusion of real estate and mortgage companies

nationwide.

"It's kind of a one-stop shopping idea," said
Steve Kangas, sales manager for One Way Realty.
The concept is fairly rare currently, he added, but

expected to grow, Licia Rodgers is sales manager for Omega Mort-

301 Open Houses

OPEN BUIL 1-4PM

BY CATHERINE M. PACINI

BY CATHERDOE M. PACINI

BYZCAL WITCH.

Parmington Hills-based Real Estate One, the largest real estate company in Michigan, has taken a bold and innovative approach in recruiting real estate spents. Recruiting a more professional, better educated agent is the objective of the new outrach program headed by recently appointed Carol Frick, corporate recruiter.

This program will be the first in the state to actively seek out self-motivated, professional. The purpose of the new program is to create the most professional environment possible in all of Real Estate One's offices.

"In the past, real estate was a partime position for a lot of people. It was the field that people turned to when they couldn't get a 'real job.' It has now become a very visible professional career option. What we're trying to do is make this a first choice

option for people," says Frick.

The real estate industry the changed or the years, demanding a more professional, dedicated and professional dedicated and the subject of the years, demanding a more professional, dedicated and the subject of the years available, the value of the property and the security of investment.

The outreach program will include creating an awareness, at universities and colleges, about the potential of real estate as a career option. Downsiting and consolidating corporations as well as placement companies are also being contacted to inform middle management of this viable career alternative. Advertisement in local business newsletters has also proven successful in recruiting qualified people.

Real Estate One is seeking individ-

ple.
Real Estate One is seeking individ-uals with atrong interpersonal skills that have experience in areas such as marketing, teaching, communications

or any of the service industries.

"Recruiting quality people in the real estate business has become increasingly competitive — evaryone is looking for good people. We had to be creative, and try new methods of attracting quality people. Currently, we are looking to hire 300 to 360 agmust to our company this year from a variety of sources," seays Staust Elsa, vice president of marketing.

Real estate sales is one of the fow carrers with a low start-up expose, limited overhead and unlimited income potential. However, it requires a high level of self-motivation and commitment.

high level of self-motivation and com-mitment.

"The great thing about real estate is that there is virtually no such thing as layoff. It has all the job security you could ever want.— and the in-come potential is unlimited. You're paid based on the houses you sell, and the amount of houses you sell is hased on how hard you want to work," awa Frick.

says Frick.
Real Estate One consists of 30 offices in the metro area and Traverse City, including Birmingham, Bloom-

Real Estate One eyes more-qualified agents field Hills, Farmington, Fermington Hills, Southfield/Lathrup Village, Rochester, West Bloomfield and Troy. Western Wayne offices are in Livonia/Redford, Plymouth/Canton and Westland/Garden City. The company also owns Ralph Manuel in Birmingham and John Stone in Grosse Pointe.

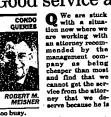
Founts.

"This new outreach program will halp us grow and add quality people to our company. Right now, our branch managers are primarily responsible for recruiting.— and they do a great job. However, with a corporate recruiter, we will be able to supplement that effort with new and different sources of professional people," says Elsa.

Says Elsa.

Carol Frick brings to the position of corporate recruiter 22 years of both sales and management experience in real estate. She has served as president of her local Board of Realtors, having been named Realtor of the Year in 1993. Frick currently serves on the Board of Directors of the Michigan Association of Realtors.

Good service a reasonable aim; beware of financial hook



too busy.

The management company continues to insist that it works with this attorney in many projects and that he does a good job. We are concerned about offending the management company if we terminate the attorney's services. The management company is not giving us the type of service that we too busy.

expect either because it appears to be too busy. We have been penny-wise and pound foolish. Will we suffer if we terminate the attorney, but keep the management compa-ny?

A you as an association are entitied to good service from ell persons that are providing services to
you. Included within good services is
timelineas in the response to your requests. If in your opinion you are not
receiving that kind of service from
your attomey and you have discussed
it with him or her, and things have
not improved, you should consider retaining other counsel.

The fact that your management
company may have strongly urged
you to retain this attorney should not
mean that the management company
is not capable of working with another attorney. If it suggested to you that
that is the case, I would consider re-

taining another management company or otherwise investigating the relationship between the management company and the attorney.

A truly professional management company will work with any competent attorney if it is operating in good faith since both the attorney and the management company owe their primary responsibility to the association in a fiduciary manner.

At It a board gets a loan for management company competition of the company competition of the company competition of the company competition.

If a board gets a loan for ma-lor repairs on units from a bank, are the board members per-sonally liable on the loan, late fees,

etc. It depends upon the terms and conditions on which the loan is provided to the association. Some banks will not lend money to a condo association unless they receive a personal guarantee presumably from the indi 'dual board members. If that is the c vour directors may be on the

financial hook.
You should, before you enter into
any loan arrangement, make sure that
the association has the authority to
enter into a loan arrangement without
receiving the requisite euthority of
the co-owners. Your best advice to get
a colsing from council as to the the co-owners. Your best advice to get an opinion from counsel as to the propriety of the association borrowing money and the terms and conditions in connection with that borrowing process.

process.

Robert M. Meisner is an Oahland.
Caunty attorney who concentrates his
practice in condominium, real estatif, and corporate law. Submit questions, by writing: Robert M. Meisner, 30200;
Telegraph Rood, Suite 467, Bingham,
Farms, MI 48025. This column provuides general information and should not be construed as legal opinion. To leave a voice-mail message for Robert,
M. Meisner, dial (313) 953-2047,
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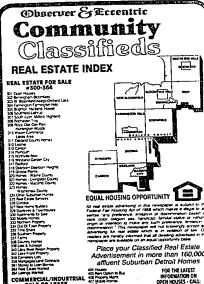
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