

This column highlights promotions, transfers, hirings, awards won and other key personnel moves within the suburban real estate community. Send suburban real estate community. Seru a brief biographical surmary — including the towns of residence and employment and a black-and-white photo, if desired — to: Movers & Shakers, Observer & Eccentric Newspapers, 36251 Schocieraft, Livenia 48150.
Our fax number is (313) 591-7279.

Joins Century 21



Mary Day, a Troy resident, has joined Contu-ry 21 East in Rochester Hills. She holds a national real cetate sales rank-ing in the top 10 percent and is a member of the multi-million dol-

Mary Day multi-million do lar club.

Day specializes in residential sales in Oakland and Macomb counties.

Joins Clarkston firm



Carol O'Neil. joined Clarkston Real Estate Ser-vices in that com-munity as an associate broker.

Stepping up

Several members of the sales team at Signature Associates-ONCOR International, a commercial broker-age based in Southfield, will step into leadership roles of professional associ-

rations.
Paul S. Hoge and Gary F. Sallen,
associate brokers, have been elected
1996 president and secretary, respectively, of the Michigan Chapter of the
Society of Industrial and Office Real-

Society of Industrian and Society of Industrian Society of No. 1999 president of the Michigan Chapter of Certified Commercial Investment Members. Additionally, David Miller, has accepted the 1994 Outstanding Manager of the Year Award as determined by a jury of his peers worldwide. Growth, quality service and leadership were evaluated.

Jon G. Savoy, associate broker, has

ship were evaluated.

Jon G. Savoy, associate broker, has received the 1995 Realter of the Year Award from CCIM of Michigan.

Farmington Observer

Briefs, 3F, Real Estate Sales, 4F

You gotta hustle to be a success

Success usually doesn't just happen. You need a plan and focus. And luck often results when preparation and opportunity meet.

You don't become a top-selling real estate agent on wishes, hopes and dreams alone.
And you don't find couldn', wouldn', shouldn' kinds of people heading the list stillne.

hist, either.
It takes perseverance, putting in long hours, getting up early, staying up late, being on call, not taking no for an answer. It takes time to build a clientele and referral network. It takes hiring assistants to better prioritise time, it takes adapting to technological changes.
That's the consensus of top-producing agents from area firms.
"I'm an independent contractor and have to make an investment in myself," said Glenda Lagreis, an associate broker with Century 21 Town & Country in Sterling Heights.
"I have two assistants that work with me. They do the paperwork scheduling of appointments, sales follow ups. I do all the personal contacts, sales and listings."
Lagroic, with 18 years in the business, said she's had in excess of \$12 million in sales each of the last three years.
Linda Rea, a Resiter associate with Real Estate One in Troy, employs three easistants.
"It's a different world," said Ren, h list, either.
It takes perseverance, putting in

Real Estate One in Tray, employs three pasitionis.

"It's a different world," said Ren, a 20-year voteran who counted nearly 250 closings lest year. "Each (assis-tant) has a job to do to keep me out in the field."

200 closings lest year. Land the field."
Ren said she's a big believer in spending money through advertising to make money through advertising to make money through sales. Her biguest chellenge is helping clients ceparate needs from wants.
Ren's keys to success?
"Be willing to endure, be willing to get back on your feet when all doesn't go well," she said. "Be willing to share back into your business. Have full knowledge of the marketplace. Then you have to care about the client and mot a fast buck."

Store Cash; a Bealter associate with the Michigan Group in West Bloomfield, said he's chalked up sales of between eight and ten million dollars such of the past couple of years.
"I do the fliding I yrounks with poople to market their knows, and I keep in touch with them," he said. "I get in sarly in the merning. Form, little bit aggressive, but not in said. "I get in saft for business." I not don't atosam roll people.
"When you sell loog ecough, you."

REAL ESTATE



Top producers: Some of the most prolific real estate agents in terms of sales volume in this area include, from left. Glenda Lagrois, John Goodman, Dee Wright, Mary Gladchun, Lillian Hoard and Steve Cash.

and Steve Cash.

Include, Francisco, Cash.

Incl

"Some people don't spend as much time (60-70 hours per week) as I do," Hoard said. "I think that makes a difference. I think you have to be willing to be on call." However to be given the order and don't be affaid to ask for help from associates." Mary Gladchun, broker/owner of RaMax on the trail in Plymouth, said she sells upwards of 70 houses a year. "To me, the trick is really timeliness," she said. "The feater you ge, the faster you get results. Real estates won't weit for you. You can't put something off until tomorrow because it will sell today." Personally, I fool you have to prove yourself every day," she said. "Never take anything for granted. It's built one customer at a time by delivering satisfactory results." "I don't boileve in the word no "Gladchun added. "Ali my life people told me not to do things. I went with what I folt, and it worked out well."

Hire lawyer before drawing up purchase agreement



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Parameter 1

Q. In your years of experience in representing purchasers of a house or condominium, what are the most common issues that you are confronted which could be of help to those of us who are thinking about doing our own purchase agreement?

purchase agreement?

A. The biggest problem that I have seen over the years in representing purchases is that they have not sought legal counsel before they sign the purchase agreement and only consider retaining an attorney for "closing." Obviously, the terms and conditions of the purchase agreement dictate the obligations of the respective partice. Unless the purchase agreement adequately protects the purchaser in such acreas as inspection, guaranteed possession at the time of closing, adequate prorations of taxes, essessions as additionally and the condition of the sequence of taxes, essessions and obtaining what he or she has burgained for. A purchase of real estate is the largest investment that most people make, and they should be adequately protected before the enter into any type of binding agreement.

Q. The control of our condominium association has just been turned over to the co-owners by the developer. There are a number of construction defects and deficiencies in the condominium which we believe are attributable to the developer, including roof leaks, basement leaks, and poor drainge.

The developer promised the steering committee that something would be done, but nothing has been done to date, and the developer has only a few units to sell in the condominium. We are concerned that the developer will run away from its obligations and we will be left without a remedy.

a remedy.

What should the association do?

A. One of the audits that we recommend to condominium associations when the control of the association has been turned over to the co-owner/purchasers from the developer-controlled beard is the physical audit. That audit will determine the exact composition of the condominium project as it relates to its physical condition and will allow the association to intelligently swaints whether it has a claim against the developer and other responsible parties for any defects and deficiencies in the construction of the condominium.

developer's improper construction tactics but have been either misled into acquiescence by the developer or have otherwise not been willing to pursue the developer aggressively.

Based on my years of experience in these kinds of matters, I would strongly recommend that the association board consult with knowledgeable legal counsel as some possible in regard to the rights that the association has to pursue these defects and deficiencies against the responsible parties and/or entities and to cerure, with the assistance of legal counsel, the necessary documentation through engineers and of the saccistion.

Demand should then be made upon the developer to take care of the problems, Without a satisfactory response, the association should consider its legal alternatives, including the commencement of legal proceedings.

from the developer-controlled board is the physical audit. That audit will determine the exact composition of the condominium project as it relates to its physical condition and will allow the association to intelligently swalusts whither it has a claim against the developer and other responsible parties for any defects and deficiencies in the construction of the condominium. By writing Robert M. Meisner, 3020 defects and deficiencies in the construction of the condominiums, by writing Robert M. Meisner, 3020 defects and deficiencies in the construction of the condominiums, by writing Robert M. Meisner is a Birmingham area attorney concentrating his practice in the areas of condominitations, responsible parties for any involved the areas of condominitation in the areas of condominitation in the areas of condominitation in the areas of condominitations, and tilligation. You are involved the developer and other responsible parties for any concentrating his practice in the areas of condominitation in the areas of condominitations, and the areas of condominitations, areas extends the areas of condominitations areas extends the areas of condominitations, areas extends the areas of condominitations are areas of condominitations areas extends the areas of condominitations are areas of condominitations.