

MOVERS AND SHAKERS

This column highlights promotions, transfers, hirings, awards won and other news within the real estate, construction, architecture and mortgage communities.

Send a brief summary including towns of residency and black and white photo to Real Estate Movers and Shakers, Observer & Eccentric Newspapers, 36251 Schoolcraft Road, Livonia, 48150. Our fax number is (313) 591-7279.

James Turissini, AIA, a Farmington resident, has been named business development director for SHC Inc., an architecture/engineering firm. His skills include strategic planning, market forecasting, sales strategy, client development and contract negotiation.

Turissini holds a master of architecture degree from the University of Michigan and a bachelor of architecture and bachelor of science from Kent State University.

Provost have joined RE/MAX in the Hills in Bloomfield Hills. Provost is an eight-year real estate veteran. Miller lives in Clawson.

Bonnie Haymaker of Novi joined Century 21 Hartford in Farmington as a sales associate.

Haymaker, a nine-year veteran, specializes in residential sales. She has acquired the professional designation of Certified Buyer Representative.

James Baker, a Realtor with ERA Rymal Company Realtors in Novi, acquired the professional designations of Corporate Relocation Marketing Specialist and Certified Corporate Property Specialist.



Haymaker



Baker

Robert J. Pliska, president of the Detroit Area Commercial Board of Realtors, attended the National Association of Realtors Midyear Business Meetings and Trade Exposition in Washington, D.C.

Topics included capital gains taxes for investment real estate, tax simplification for home owners and environmental issues.

Pliska is president of Property Services Group in Birmingham.

Bill Hampton, associate broker, and **Gwen Hopp,** Realtor, both affiliated with Coldwell Banker Professionals in Clarkston, earned the professional designation of Accredited Buyer Representative earned Certified Residential Specialist.

J. Victor Munoz, AIA, and **Gene A. Carroll, AIA,** have been named principals at Neumann/Smith & Associates in Southfield.

Carroll earned bachelor of science in architecture, master of science in engineering and master of architecture degrees from the U of M. Munoz earned a bachelor of architecture degree from Kansas State and continued graduate studies at the University of Barcelona, Spain.

REAL ESTATE BRIEFS

Real estate briefs features news and notes on professional associations, office activities, upcoming meetings and seminars, new services/products and consumer publications.

Write: Real estate briefs, Observer & Eccentric Newspapers, 36251 Schoolcraft Road, Livonia, 48150. Our fax number is (313) 591-7279.

REAL ESTATE INVESTORS

The Real Estate Investors Association hosts Mark Maupin, an expert in the field, 7 p.m. Tuesday, July 1, at the Southgate Holiday Inn, 17201 Northline, one block east of I-75. Beginning landlords interested in a free introductory package should call Wayne Koehler at (313) 277-4168.

MORTGAGE MANAGEMENT

Ross Mortgage presents a free, no-obligation seminar, "How to Mine Gold - Effective Management of Your Mortgage to Build Wealth," 6:30 p.m. Tuesday, July 15, at the

Carl Sandburg Library just west of Middlebelt in Livonia. Reservations: (610) 968-1800.

GIFFELS ALLIANCE

Giffels Associates, an architectural/engineering firm in Southfield, has established an alliance with Gutierrez Cortina Architects, an architectural firm in Mexico City.

The alliance initially will focus on opportunities in Mexico drawing on GCA's resources to maximize local content and local knowledge and Giffels to provide engineering direction.

Both firms have committed staff members for marketing and project execution.

CONSTRUCTION AWARD

The Construction Innovation Forum has announced the opening of nominations for its annual NOVA Award honoring innovations around the world in the construction industry. For information, call Amy Laidlaw, executive director, at (313) 995-1855.

Why Would A Top Real Estate Professional Offer To Give Back His Commission?

The Answer May Surprise You. It's Really Quite Simple.

Before you can understand why, you have to truly comprehend what this top real estate professional, Sandy Smith, is offering. First, Sandy is promising to give back his commission if you are unsatisfied with his service. He will refund the commission you pay him, no questions asked, no hassles. An offer like this probably sounds incredible to you, right? Well, incredible is the best way to describe the service Sandy provides his clients.

Sandy is so confident with the service systems, marketing plans and lines of communication he utilizes when he goes to work for you, he is willing to put his commission on the line. Let's put this in perspective. Imagine your own profession or job. Would you put your paycheck or salary on the line, based on your job performance? Pretty intimidating though, don't you think? Armed with this perspective, you can see how when a service professional makes such a claim,

you'd expect nothing but the finest service. Right? RIGHT!

You see, therein lies the beauty of Sandy's Satisfaction Guarantee. Pure and simple, his guarantee is your assurance that you are hiring the very highest caliber real estate professional to work with your very important home sale. And it certainly is reassuring to know you can ask for your commission back. But while that is nice to know, it's even more reassuring knowing that you won't have to.

You need to select a real estate agent for a very important transaction that could affect your financial future. Now that you know there is a professional out there willing to back his fine service with something very important to him - his commission - it seems to be a clear cut choice who your next agent should be. Sandy Smith. And that, in a nutshell, is why a top real estate professional is willing to give back his commission.



24 Hours
(248) 855-2200 x212



Realtor Sandy Smith's 100% Satisfaction Guarantee!

You must be 100% satisfied, or Sandy will refund the commission you pay him. There is no good reason for the refund service. Call for a copy of Sandy's unique guarantee today.

Century 21
Today, Inc.

presents these
fine homes...

Each office is independently owned and operated.



WEST BLOOMFIELD

In wooded suburb, this 3,000-sq.-ft. home has 2 story foyer, great room with fireplace, formal dining room, family room with fireplace, study, 4 bedrooms, 3 1/2 baths. Finished lower level adds 1,100 sq. ft. of living area. \$399,900. OR22.

CENTURY 21 TODAY (248) 855-2000



FARMINGTON HILLS

Charming 2,764 sq. ft. colonial has formal living & dining rooms, family room with fireplace, library, 4 bedrooms, 2 1/2 baths & Florida room. Central air, hardwood floors, basement & more. Backyard is gardener's dream. \$263,900. C2336

CENTURY 21 TODAY (248) 855-2000



FARMINGTON HILLS

This 3 acre mini estate has in-ground pool, horse barn & fenced corral. Home has 3 bedrooms with 1st floor master, living room with hardwood floors, great room & kitchen with new appliances. Finished lower level. \$233,000. AL280

CENTURY 21 TODAY (248) 855-2000



FARMINGTON HILLS

On 1/2 acre lot, this 1 1/2 story home has living room with fireplace, 2 bedrooms on main floor & 2 bedrooms in walk-in attic, full basement, 3 car garage & more. \$224,000. LV364

CENTURY 21 TODAY (248) 855-2000



WEST BLOOMFIELD

Pine Lake Estates. Spacious 3 bedroom, 2 1/2 bath, colonial offers many updates including kitchen, newer cabinets, all appliances. Boat & lake privileges. \$214,900.

CENTURY 21 TODAY (248) 647-7321



SOUTHFIELD

Elegant home in a lovely setting offers 3 bedrooms, 2 1/2 baths, large living room, library, separate dining room, updates, enclosed patio, 2 car attached garage. \$179,900.

CENTURY 21 TODAY (248) 647-7321



FARMINGTON HILLS

Traditionally decorated 4 bedroom, 2 1/2 bath, brick Tudor features large family room with fireplace, front study, island kitchen, 1st floor laundry, side entry 2 1/2 car garage, rear deck, many custom amenities. 3,013 square foot. \$319,800.

CENTURY 21 TODAY (248) 647-7321



LATHRUP VILLAGE

Charm abounds in this 4 bedroom, 2 bath cape cod. Features are updated kitchen with window seat and fireplace, dining room with French doors leading to Florida room. Very unique! \$164,900.

CENTURY 21 TODAY (248) 647-7321

World Class Living!

Spacious and luxurious multiple bath
Condominium Homes
from the \$120's to the \$220's

- Endless Panoramic Views
- Lighted Tennis Courts
- Heated Outdoor Pool
- Private Health Club & Sauna
- 24-Hour Concierge
- Valet Parking Available
- Steps to Golf Course & Civic Center

Sales Center is open daily 10 a.m.-7 p.m.
Saturday 10 a.m.-6 p.m.
Sunday Noon-3 p.m., and by appointment.

Located at the corner of Overgreen Road and Civic Center Drive at Prudential Town Center, in Southfield.

5000 TOWN CENTER
Private Residences
5000 Town Center • Southfield, Michigan 48075
Visit our elegant model homes today!
810.351.HOME(4663)

Realtor participation invited. Complimentary valet parking for model condominium visitors. Prices subject to change without notice. Excludes marketing by Dean Century Station, Inc.

AMERICAN INVECO

Relocation 1-800-453-7356
Orchard Lake at 12 1/2 Mile
(248) 855-2000
Telegraph & 14 Mile
(248) 647-7321
We're Committed to Excellence.