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(P11A)

Women hit \$2 million sales mark

Dolores Bernardin and Nada Illich walked away from the United Northwestern Realty Association's annual dinner this spring with pins and plaques for each tallying up better than \$2 million in sales last year. The two were the only women among the eight salesmen in the association to be numbered in the over million dollar bracket.

Their combined recipes for hitting the Million Dollar Club includes working a 70-hour week, having patience, a love of people, being constantly on call, giving loyalty to the client, and in their case, having a high respect for the boss.

MRS. BERNARDIN works for Thompson Brown and says of that company, "If I ever left them I'd probably leave the business." Her sales are generally in the Northville, West Bloomfield, Farmington, Birmingham and Rochester areas.

Mrs. Illich works for Century 21 Hartford South and says of Frank D'Angelo, "He's a good manager who lets me do my own thing." When asked where her sales were made, she answered, "I don't limit myself. I sell in Michigan."

Mrs. Bernardin lives with her husband George at 23990 Glenstar Circle in Farmington, and the couple have three children who are off on their own. She started selling real estate four years ago and considers it foolish for anyone to think they can make money this way as a second career.

"I HUSTLE," she said. "I've been with clients at 7:30 a.m. and have practically put them to bed. I have chosen their wallpaper for them and helped pick out the carpeting. And I feel as though I'm friends with them all."

"Referrals is the name of the business and as to those, I've worked up a good reputation—especially where (industrial and business) transfers are concerned."

Mrs. Illich, who lives alone in Detroit, added to this by saying, "I don't make their payments for them, otherwise I'm with the client every minute of the way. I attend all of my closings, nobody does it for me."

She has her hair appointment at 7:15 a.m. and both of the women said they have pounded in their own "For



DOLORES BERNARDIN



NADA ILICH

Sale" signs when that is what had to be done.

The agents believe that a woman salesperson can give a unique kind of empathy to the client in "areas that men might not even think of," Mrs. Bernardin said.

"BEFORE WE even look at the first house I feel as though I know

these people. I find out what hobbies they have, do they like to golf, do they want to belong to a country club or a Y, does the wife drive—you'd be surprised how many need to be near a shopping center.

"I have to fit in my time when they can get a baby sitter. And you have to be tolerant of kids yelling that they

want to stop at MacDonalds and maybe wet babies in the back seat."

They deal with people who have a lot of money and some who have no money. With people who know exactly what they want and others who haven't got the slightest idea of what they want. They have spent a lot of money and time on a potential sale

that didn't come through and they have gotten "kisses and roses" Mrs. Illich said, from others.

"If all the deals came through we'd be in a \$5 million club," Mrs. Illich said, "but every day is an adventure. It's the most beautiful business in the world if you like work. If you don't, forget it."

Registrations still open for some center classes

There are still openings in many of the most popular spring classes and workshops offered by the Farmington Community Center.

For young people and adults, there are riding classes Tuesdays and Thursdays where you furnish your own transportation and on Saturdays where the center will transport young people by chaperoned bus. All are at Haverhill Farms Stables and all levels of equitation will be taught.

Golf and tennis classes also on the agenda—golf beginning the week of April 14, tennis the week of May 5.

Art classes for different age levels of children up through junior high and oil painting and water color for adults give a chance to express yourself creatively and learn where your talents lay. Even tiny tots get into the act with their mothers in Jackie Melness' unique and joyful famous "Mothers and Tots" art classes. Another fun time for tots is provided by Cecil Orman's "Story Time."

CRAFT CLASSES run the gamut from crewel to stained glass, needlepoint to weaving and leather copper smelting, crocheting for adults and teens, macramé, quilting, tape painting, theorem painting and wood-carving.

For those interested in saving money, there are drapery making and sewing classes for adults and teens. You can even learn to make mens slacks or finish your own needlepoint in a highly professional manner. Men whose hobby is fishing can learn from Dale Crawford in his "Fly Tying and Fishing" class how to make their own rods and tie their own flies at savings.

If you are a would-be photographer or one who is dissatisfied with his results, Fran Ever's short course on Thursday evenings will provide you with invaluable tips on taking good pictures. She is a professional newspaper and free lance photographer who is well known in this area for her work.

IF YOU ARE entertaining, a striking centerpiece lends a festive air and Van Anderson, with her flair for flower arranging, will show you how to do your own. If what you love is dried flower arrangements, a start this spring will teach you how to dry your own flowers for fun.

Between dancing with Betty Dove in an experience which will make you confident on the dance floor, the dynamic, rhythmic jazz reggae will give

them the courage to don their bathing suits this summer. Karate and Yoga complete the center's exercise offerings.

Now that the stock market has staged a revival, a class in wise investing is a good investment of your time. A genealogy class is taught by the new president of the Detroit Genealogical Society. The center's speed reading is a fine course at a surprisingly low price.

BRIDGE FOR beginners and intermediates and guitar at all levels are

taught both daytime and evening for your convenience. Accordion is another musical opportunity which gives you the loan of a good instrument to learn on.

There are other workshops: Bunches, Hanging Baskets, Decorative Pillows, Macramé Owl, Paper Yule Floral Illusion and a series of stimulating "Fabulous Fridays" as well as trips on the center's program.

Call the center for details of times and class fees. Many of the classes start the week of April 7, others begin later.



Unique art

Jackie Melness watches as one of her young students works a brush in her unique art class "Mothers and Tots" where mothers and preschoolers paint, cut, model, glue and construct together. Along the way, Mrs. Melness gives motherly doses of ideas to use at home. The class is held on Friday mornings beginning April 11.

Trumpeter captures music scholarship

By LORRAINE McCLISH

An 18-year-old Farmington High School graduate has won a musical scholarship to the New England Conservatory of Music.

Tom Sheibels, who has been playing the trumpet for the past eight years, will leave the city to study at the school in Boston this fall. He called it "the best music school in the country."

The young man said he auditioned for acceptance two months ago "hoping to get in. Being accepted wasn't such a surprise—I think I know I'm good—but the scholarship was a surprise which made it twice as good."

SHEIBELS is the son of Mr. and Mrs. Wilbur Sheibels, of 31800 Marbledale, who plays B flat and C trumpet with the Scandinavian Symphony and the Oakway Symphony. Interim time leading up to school in September is spent as a cook with Blueberry's

Ranch House and practice that runs anywhere from one to four hours a day.

Sheibels has studied under Gordon Smith, a former trumpeter with the Detroit Symphony, and now studies with Irving Sarin, first trumpeter with the Pittsburgh Symphony for 15 years. He also takes piano lessons and music theory with Mrs. Sarin whom he calls "an excellent teacher."

Of Sarin, he says, "He helped me reach some of my goals and he guided me into the New England Conservatory. He was a student there."

While Sheibels was in high school he played with the Farmington Community Band, the Southfield Junior Symphony and with the Farmington High School Orchestra and steel ensemble.

HE SAID HE has known "for a long time that I wanted to become a professional—preferably with a major symphony, anywhere in the country."

He is aware that this is no small task.

"It isn't an easy profession. There is a lot of pressure involved. It takes a lot of concentration and fortitude. You have to have sort of a personality with the instrument."

"Music is expressive—different styles—different colors. It's almost as if you get to be part of the music. Anyone can play notes—it's how they are played."

Differentiating between the technical and artistic musician, Sheibels gave Dee Soverman an excellent example of "one who can hit double high C with no problem, but there is a lot more to it than ripping off notes."

Sheibels' father is a team "who only with the U.S. Air Force, and now open and was in some clubs of "one who can hit double high C with no problem, but there is a lot more to it than ripping off notes."