

Real estate boards link up to improve service

BY VALERIE OLANDER
STAFF WRITER

Three Oakland County boards of Realtors are consolidating services in the name of cost effectiveness and efficiency.

The Birmingham-Bloomfield Board of Realtors, the South Oakland County Board of Realtors and the soon-to-be formed Metro Detroit Board of Commercial Realtors will create the Professional Associations Service (PAS). The new operation will compile both existing board's staff and offer programs for real estate professionals. However, each board will still function autonomously with an elected board of directors when it comes to making policy.

"For too long we've operated as separate entities. . . We're doing what most other companies are doing right now. We're trimming the fat," said Joan Downing, broker/owner of ReMax in the Hills and member of the Birmingham-Bloomfield Board of Realtors.

"This is a positive thing of the future. We're hoping more (boards) join us," she added.

Greater exposure

The bottom line for consumers is the added exposure that property will receive when put on the market, according to Downing. In addition, to cutting down on costs for real estate companies.

Other states such as Virginia, Florida and California have made similar moves, said G. Warren Gould, the outgoing executive vice president of the Birmingham-Bloomfield Board of Realtors, whose job will be eliminated as a result of the reorganization. Maurice Richards, executive director of the South Oakland County Board of Realtors, is retiring.

A new director has been hired to head PAS. John (Jack) Barry of Fort Meyers, Fla., will begin his duties at the end of November, although the new group is not expected to be up and running until the first of the year.

"This is really expanding and upgrading our services by having them all combined," said Richards, referring to the newly created PAS, an idea in which he initiated.

In the past, each local board would offer similar continuing ed-

■ 'For too long we've operated as separate entities. . . We're doing what most other companies are doing right now. We're trimming the fat.'

Joan Downing, broker/owner
ReMax in the Hills
member, Birmingham-Bloomfield Board of Realtors

ucation courses, seminars and other functions exclusively for its membership. PAS will be able to combine the roles of both boards, in addition to the new commercial association expected to be formed if the National Association of Realtors grants approval. That decision is expected to come on Nov. 15.

The cost of board membership for real estate professionals has

to \$600 annually, plus operational expenses or user fees to hook up to each group's MLS.

"This is going to be good for the industry. Everyone will be on the same page," he said.

More efficient

Over the past few years, Realtors have been searching for a more efficient way to offer the MLS services. The solution was a regionalized system for Oakland and Wayne counties called Real Comp II.

The fees which real estate boards charge for the listing service generates much revenue, and the loss of the revenue from forming Real Comp II was one of the reasons to consolidate the service end of the business.

Seven boards will be under the MLS service including the South Oakland County Board of Realtors, the North Oakland County Board of Realtors, the Birmingham-Bloomfield Board of Realtors, the Rochester Board of Realtors, the Western Wayne-Oakland County Board of Realtors, the Detroit Board of Realtors and the Dearborn Board of Realtors.

While Real Comp II will be headquartered in Farmington Hills, the location for PAS has yet to be determined by the existing boards of directors.

The South Oakland County group is located in Royal Oak and the Birmingham-Bloomfield group is in Bloomfield Township. Both sites could be abandoned for a larger office location, according to Gould.

Seminar teaches business writing skills

Whether it's a small business or a large company, every organization needs a plan. The Oakland University Continuum Center has designed a workshop that teaches

how to create one.

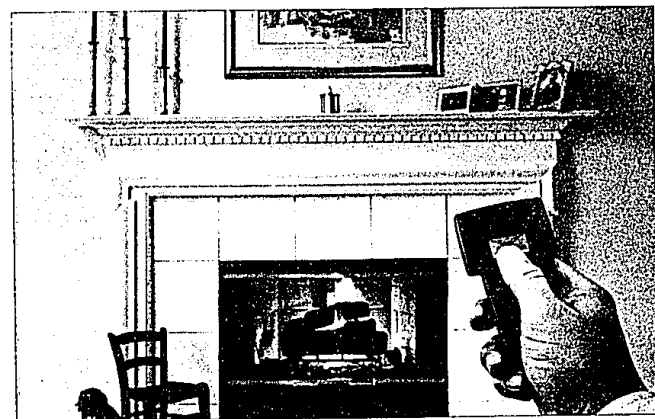
"How To Write A Business Plan" will be offered 7:30 p.m. Thursday, Nov. 18, on campus.

Financial Planner and Business Consultant Jack Bryan, will present a concise yet complete guide to help anyone write a plan

for professional success. Participants will examine what a business plan is, why it is important, and the different types to choose from, including a model plan.

The fee for the evening is \$39; MasterCard/VISA accepted. Registrations will be taken

through Nov. 16; call 370-3033, or outside Oakland County call toll-free 1-800-370-3042. The Continuum Center is part of Oakland University's Division of Continuing Education and specializes in programs of professional development and personal enrichment.



Stop playing with matches.

Sorry if that sounds like your mother talking. But with gas logs in your fireplace, there's never a need to touch a match, a log or a hearth full of ashes again.

Simply touch a button to instantly start a clean-burning natural gas fire. You'll also be keeping 50 percent of your money from going up the chimney.

With no more fires to light, just think how big your matchbook collection will get.



For a gas log dealer near you, check the yellow pages under Fireplace Equipment or call:
 • J & D Distributing 1-800-828-4688
 • Thermo-Fire Distributing 1-800-878-7400
 • Federal Fireplace 313-557-3344
 • NRG Distributing 1-800-288-8NRG
 • MS Distributing 313-229-2451

Amid all the confusion of advertising claims and counterclaims, choosing an RK surgeon boils down to one single word.

Trust.

You're tired of wearing glasses and contact lenses and you've decided to have Radial Keratotomy. Certainly you want a surgeon with experience in refractive surgery. A location near your home can save you more time than the actual RK procedure takes. And it would be perfect if your surgeon were involved in the leading edge of this evolving discipline...like being associated with a leading teaching and research hospital. But most of all, you want someone you can trust. Really trust. That makes the choice easy.

The Refractive Surgery Centers of Sinal

the obvious choice

With 10 offices throughout the tri-county area, call 1-800-944-4555 for a free evaluation or a list of seminar dates.



Leewards®

arts & crafts

WICKER • CUSTOM FRAMING • CHAIR SUPPLIES • CROCHET • YARN • WEDDING • DECORATIONS • GLASSES • CROCHET • KEEPERBOARD • BASKETS • WOOD • WEAVEABLE ART • FIBER • LATCH HOOK • FLORAL SUPPLIES

SALE

Hurry! One Week Only!

50% Off

the regular price of

All Fall Floral Bushes, Stems, Dried Flowers and More!

<p>30% Off Reg. 2.99-7.99 All Iron-on Transfers and No-Sew Appliques.</p> <p>30% Off Reg. 3.99-19.99 All Greenery Bushes.</p> <p>30% Off Reg. 3.99-12.99 All Brass Containers.</p> <p>25% Off Reg. 3.99-7.99 All Jeweled Ornament Kits.</p> <p>3.88 Reg. 4.99 24" Lifelike Pine Wreath.</p>	<p>1.48 Reg. 1.99 Colorpoint Original and "STITCH" Fabric Paint.</p> <p>2/\$5 Reg. 3.49ea German Statlitz.</p> <p>29¢ Reg. 49¢ Lifelike Pine Garland.</p> <p>4.88 Reg. 6.99 Finished Porcelain Lightable Christmas Houses.</p> <p>1.49 Reg. 2.99 • 2 for 4.00 Mini Christmas Figures.</p> <p>8.99 Reg. 12.99 12" x 12" x 12" Storage Box For Photos or Receipts.</p> <p>50¢ Reg. 1.99 1/2" x 1/2" x 1/2" Assorted Fashion Yarn. Acrylic and Wool blends.</p>
--	---

On sale 10/31 thru 11/6/93

Free Shipping in the Tri-County Area!

Use any computerized credit/debit card (no cash) (no checks)

Open daily 9-9, Sunday 10-6.

ANN ARBOR/ PITSFIELD OAK VALLEY CENTER 996-3800

WARREN 13 MILE RD. & SCIENCE CENTER 773-8500

ROCHESTER HILLS 13 Mile Rd. & Southfield Rd. 375-8200

WESTLAND 3758 Warren Rd. 728-6020

TAYLOR 11750 TELEGRAPH RD. 846-9210

• BEADS • LATCH HOOK • FRAMES • CROCHET • YARN • WEDDING • DECORATIONS • GLASSES • CROCHET • KEEPERBOARD • BASKETS • WOOD • WEAVEABLE ART • FIBER • LATCH HOOK • FLORAL SUPPLIES