MOVERS & SHAKERS

This column highlights promotions, transfers, hirings, ewards won and other key porsonnel moves within the suburban real salet community. Sand a brief biographical summary—includ-ing the towns of residence and employ-ment and a black and while photo if desired—to: Movers and Shakers, Observer & Eccentric Newspapers, 36251 Scholeraft, Livonia, 48150, Our fax number is (313)-591-7279

10000000

been named vice president in the retail mortgage area at the Bank of Bloomfield





Hills. She has dou-Both Beal Joining last September. She has eight years experience in the banking and mortgage industry and lives in Beverly Hills Beal has earned real estate licenses in Michigan and California and vol-unteers at the Women's Survival Cen-ter in Pontiae.





Zation. Elsea was Hichard S. Elsea instrumental in trade organization consisting of 53 of the largest real estate companies in the U.S. Part Schemer Schemer Part Sch

the U.S. Real Estate One, family-owned, is the only Michigan company in the alliance.

Plerson: ad manager Cindy Pierson has joined



New at RE/MAX:

New at RE/WAA: Sales associates have affiliated with several area REMAX offices. [Marshall Mandell joined REMAX Executive Properties in Farmington Hills. He holds professional designa-tions of Graduato Realtor Institute and Certified Residential Specialist. Daniel Dubensky and Erio Fish-bein climbed aboard REMAX in the Hills in Bioomfield Hills. Bret Haner, a licensed assistant, will work with Gary Haner at REMAX Today in Clarkston.





The Farmington Observer

Recollecting: Cora Susin, a pioneering woman in the real estate business, has many tales to tell of life in the field.

Frailblazer makes her mark

BY DOUG FUNKE STAFF WRITER

BY DOUG FUNKS STATUS Realitors who think things are togsh today might learn from Cora togsh today might learn from Cora togsh togsh

ing and selling property from her mother, Filmena Viecelli, in Pennsylvania.

hation in the neu betwee sub two that woman. Back then, you didn't need to take classes to obtain a license: Experience was the teacher. "I really know my ropes," Susin said. 'I never took anything from any-one. I made friends with everyone I contacted." She said she started to make big money in the carly 1940a when the Holtzman family recruited her to sell cottage homes, two-bedroom bunga-lows in Berkley priced between vania. "That's all my mother knew," Susin seid. "She bought houses. That's where she made money. She would send me to the bank with the (rent)

🖬 'I fought for everything. I do and say what I think. Unless they can prove me wrong, I figure I'm right. That's all you have to go by - yourself, how you feel.'

Cora Susin real estate pioneer

money. They had a stool for me to stand on to reach the counter. Cora overhauly left home - didin't need any with coal miners - visited Michigan with a friend and married John Susin, who had arrived hore first from the old hometowa. Cora worked real estate, 'that's all know," she said, while John was mason. Now decrased, John also corationg fibror wore thousands over the years. She also doesn't remember exporiencing any discrim-nation in the field because she was woman. Back then, you didn't need to take (casese to obtain a license: Experience "I really knew my ropes," Susin said. The saited with Bill Harri-son, worked a started to take (casese to obtain a license: Experience "I really knew my ropes," Susin said. The wasterd with Bill Harri-son, worked a started to make big money in the carty 1940s when the Holtzman family recruited her to sel cotage lowns, two-bedroom bunga lows in Berkley priced between

Many people admired her blunt-ness. Others didn't. Susin retired

about a decade ago after selling prop-erty to Holtzman/Silverman for devel-opment of Cranbrook Chase in Bloom-field Township. eld Township. Dolores Hekker, Susin's daughter, is

F

opment of Crantrook Chase in Biom-field Township. Dolores Hekker, Susin's daughter, is a Realior. "She's a lady before her time," Hekker said. "There's lot of vomen that have a driving force today. She just put here boots on and plowed right through. I don't think she thought out what she was going to do. She weat out and accomplished. She did it. ''I said as a little girl that I would never be in real estate," Hekker said. 'It took so much time. She was never home. I eventually foll into it. "But she's not a good person to learn from because she does every-thing (hereif)," Hekker said. 'You do it her way. That's the only way." David Busch, an owner of Snyder, Kinney, Bennett & Keating, had some contact with Susin years ago. "It was evident she was confident, soff-assured and very knowledgeable," Busch said. 'She was very direct and to the point, independent. Laura Hall, now retired but a Real-tor for 26 years and a former presi-dent of the Birmingham-Bloomfield Board of Realtors, used the word 'opinionated' to describe Susin. "She was going to do her own thing, regardless of other people," Hall said, 'I happon to like her. Whonever we taked with each other and soid we would do something, it was done." Susin'a advice to Realtors today could be timeless.





Q. I live in a condominium unit where my sump pump goes on all the time. I am concerned that the developer did not book it up properly or provide adequate back up. What can I do?

A. It, of course, depends upon the condominium documents at to to whether the sump pump is the responsibility of the sesociation to meantain or the co-owner. Also, regardless of who is ultimately the developer may not mean the developer may not fices and/or may have short changed you in regard to the dreinge or the type of sump pump used at your unit or ille environs or both. To the extent that the association has standing to

pursue this matter, the sump pump problem should be one of the list of defects that it is seeking to have corrected by the developer. To the extent that is a co-owner problem, you should write the developer to the extent that you have a warranty claim and/or otherwiss seek to determine the cause of the problem and get it reme-died, if it turns out to be your responsibility after seeking the advice of a lawyer.

المحمو سيحيد الألاب الما السيسيد الماريك والمالي ال

would be available for your position. To the extend that you relied on that assertion and took employ-ment, you may have recourse. The courts have held that an employer who suc-ceeds in asserting its economic health to attract qual-lifed employees, knowing the assertions are untrue, may not later hide behind an "at will" employment contract and may be sued for fraud because of the alloged violations of the contract.

Robert M. Meisner is an Oakland County area attorney concentrating his practice in the areas of con-dominiums, real estate, corporate law and litigation. You are invited to submit topics that you would like to see discussed in this column, including questions about condominiums, by writing Robert M. Meisner, 30200 Telegraph Road, Suite 467, Bingham Farms MI 48025, This column provides general information and should not be construed as legal opinion.

٤.

٣

1.04