

MAR CONVENTION

The Michigan Association of Realtors Annual Convention was held at the Soaring Eagle Hotel and Casino in Mt. Pleasant on September 29 through October 1. Lisa Bohlen, Nancy Bohlen, Sandy LeBlanc, Pat Welgs, and Norman Burmeister were among the over 850 Realtors and guests at the convention and trade show. As always, the Convention is a great time to network with fellow Realtors and vendors that service the real estate business. In addition, there are many education sessions covering timely real estate topics and most of the sessions give Continuing Education credit for those who need more hours. Lisa Bohlen picked up the following article:



Nancy Bohlen and Lisa Bohlen met up with Pat Welgs and Norm Burmeister at the Michigan Association of Realtor's Trade Show on September 30 in Mt. Pleasant.

Supplement to The Short Sale Buyer's Agent Survival Guide

Questions For Your Buyer

- 1) When do you have to move by?
- 2) What if we can't close by then, what's your Plan B?
- 3) How good of a deal do you need to make it worth the wait?
- 4) What is more important to you...getting a place to live within X amount of time, or getting a good deal? The better the deal, quite possibly the longer the wait. Not always, but good rule of thumb.
- 5) What would you do if you find a house you like better while waiting?
- 6) How long are you willing to wait for short sale approval?
- 7) Are you willing to pay for all inspections?
- 8) Do you want to do inspections right away or after short sale approval? (explain pros/cons of both)
- 9) Are you willing to do any required repairs?
- 10) Are you prepared for a "no" answer 2-5 months from now?
- 11) Are you prepared for a higher counter offer from the bank?
- 12) Are you prepared to be patient & frustrated?
- 13) Do you really want this short sale instead of an REO?
- 14) How badly do you want *this* house?

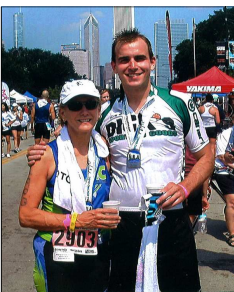
The 2011 Michigan Association of Realtors Annual Convention will be at the Amway Grand Hotel in Grand Rapids. Put Grand Rapids on your business plan for 2011; you will enjoy the convention and the visit to Grand Rapids.

Adopt a Highway Clean-Up

On July 16, 2010, several Preview Properties.com's agents, staff and one spouse headed out to southbound US 23 for our first highway clean up. It was a nice, sunny day with the temperatures hovering around 90 degrees. Three hours later, the group returned to Preview Properties tired, sweaty, and red faced, but feeling like we had made a difference.

Volunteers cleaning the highways have to watch a video on highway safety before beginning the trash pick-up. Dressed in special yellow vests and pulling specially marked plastic bags, we were responsible for picking up debris around the Silver Lake area. What do you find besides strips of tires and hubcaps? There are not many soda cans (they are worth 10 cents each), but lots of paper cups, plastic grocery bags, sheets of Styrofoam, some golf balls (nearest course?), some clothing, one high heel shoe, and a little girl's tricycle along with some suspicious looking meth waste. The commitment is for three times a year, when the volunteers have a week to clean up (during which the highway department posts warning signs for the volunteers' safety.) Adopt a Highway signs recognizing Preview Properties Real Estate are posted on both north and south bound US 23.

Sandy Kretzschmar's husband Rick helped us get signed up for this latest community service project and also worked the highway with us. A special thanks to all the volunteers including Sandy & Rick Kretzschmar, Joette Bickel, Lois Bota, Joe Barscewski, Lisa Bohlen, Nancy Bohlen, Mike Ewing, and Chris Bonish.



Priscilla and her son Chris.

PRISCILLA WATTS COMPLETES HER THIRD CHICAGO TRIATHLON

Five years ago, Priscilla Watts went to Chicago to watch her three sons race in the Triathlon. Consistently the largest Triathlon in the world, the atmosphere and energy of 9,200 contestants got to Priscilla. She was again a spectator four years ago and then she decided to try it herself. In Priscilla's first year, her only goal was to finish and she did that. The second year, she wanted to improve her time and she did, by 11 minutes. This year her goal was to shave 8 minutes off her previous year's time. She did even better, once again shaving 11 minutes off her second year's time. Congratulations, Priscilla.

Priscilla says tackling a triathlon was quite a stretch as she is not a swimmer or runner and is only a recreational biker. The triathlon is a multi sport endurance contest of varying distances. Proficiency in swimming, cycling or running alone is often not sufficient for success in the triathlon; it is about endurance. She started her training by signing up for swim lessons at Milford High School. Priscilla continues to do swim classes 90 minutes twice a week. In addition, Priscilla does weight training three times a week and either runs, walks, or bikes five times a week. As a triathlon nears, Priscilla does longer sessions to build up endurance. Next year, she will include more interval training in her program.

Priscilla says she is not a "natural" athlete, so all three events require training. She calls herself average in terms of ability and speed but she makes up for that with consistency. Her swimming training is with a group, but the rest of her training is individual so that she can fit it into her own schedule. In the actual competition, Priscilla swims 1/2 mile, bikes 15 miles, and runs 3 miles. The swimming is tough because you jump into the water with 150 other swimmers which means lots of body contact during the whole 1/2 mile. The bike is a challenge as it is done on Lakeshore Drive with all of the potholes, cracks, and overpasses that just beg to dump you off or pop a tire. Running is an effort with the goal to just get it done. The "high" at the end makes it all worthwhile, according to Priscilla.

Everyone at Preview Properties.com has witnessed Priscilla's discipline in her work; to get everything done Priscilla has a plan and a commitment to her personal life first, then her business, and finally exercise. During the winter, she works to maintain a level of fitness so that she does not have to start over every spring. Husband Terry acknowledges and supports her passions and gives her the space to pursue them. A conversation with Terry Hoelt will quickly reveal that he is Priscilla's biggest fan.

Priscilla and Terry boat almost every weekend in the summer, 4 wheel up north at their condo in the U.P. in the spring and fall and snowmobile in the winter. At home, they maintain their home, pool, and garden (Priscilla is a "Master Gardener") with time for friends and family. As Priscilla says, "Our plan is not perfect, but it works for us; there is never a dull moment in our lives, but I'd rather be busy than bored."



BILL LANE REBUILDS A 1932 NEW IDEA MANURE SPREADER

The weekend of September 11 and 12, Barbara Lane was delighted to bid farewell to the 1932 New Idea manure spreader that husband Bill had just finished rebuilding in their basement. According to Bill, from the tractor friendly hitch to its rear mounted high speed fan, this machine is a mechanical wonder that will be used on son Charlie's Jackson County sheep farm. Bill and Charlie appreciate Barbara's patience and understanding as the men in her life pursue their goals.

This was not just any manure spreader. The manure spreader was built in Ohio and used for over 40 years by an Ohio farmer who gave it to Charlie Lane in 1976. Bill Lane first rebuilt the manure spreader then so Charlie could use it in caring for his 4-H steers. The Lane's moved the manure spreader to Tennessee and then back to Michigan where they gave it to a couple in Ortonville. In 2010, the manure spreader was given back to Charlie to be rebuilt for a second time by Bill Lane and his son.

The manure spreader along with a completely restored 1954 Ford NNA tractor are now at home on the Napoleon Township farm that Bill sold to Charlie last year. Bill Lane tells all of his buyers and sellers that they get two days of his "talents" at no extra charge. Needless to say, Charlie is getting more than two days as these two men have virtually renovated and rebuilt the farm where Charlie is raising Polypay sheep.

Thirteen years ago, when the Lane's built their home in Brighton, Bill's workshop was an integral part of the plan. The workshop spans 650 square feet on the backside of a walkout basement. It has a 9 foot wide door wall with 3 removable sections. The shop features a 14 foot long bench, dust exhaust system, drill press, table saw, two band saws, raw material bunker, study desk, white board, and a traveling 1/2 ton hoist. A 12 x 20 foot concrete slab outside the workshop has a welding and cutting station consisting of a large vise and anvil mounted on an oak pedestal. Bill says that in order to have fun with the projects, one must have a good base in which to operate. It is interesting that Bill says the workshop is the base for him just as the nice building at 130 W. Grand River is a good base for Preview Properties.com's agents to work from.

The rest of the Lane family gets their share of Bill's expertise as well. Wife Barbara has a red cedar deck and lower level potting area built to her specifications. Recently, an antique style railing was added to the Lane front porch at Barbara's request. Son Dave who lives in the Grand Rapids area with his family enjoys an exercise room/office that Bill and Dave's wife Carolyn teamed up to build while Dave was on a business trip. A few years ago, the whole family, Dave and Carolyn along with their three kids and grandparents, Bill and Barbara, worked together with an instructor for two days to build an 11 foot dory style boat. The Lane daughter, Katie, has a special "butterfly style" table built by her dad.

When Bill Lane is not building something for the family, he can often be found building wheelchair ramps (8 to date) and other projects for members of the Brighton First Methodist Church. Four year old neighbor Olivia knew just where to come when her bike needed fixing because she had watched her older brothers get stuff fixed in Bill's workshop. A friend has a tractor he wants restored. There will always be another project for Bill Lane.

Bill Lane's mechanical knowledge comes from a mechanical engineering degree from General Motors Institute (now Kettering University) and lots of practical, on the job training. Bill says that he was always building something when he was a kid. His Dad, who was a publication editor for a large corporation insisted that Bill learn to communicate his thoughts clearly, his Mother insisted that he practice acceptable social behavior, his uncles with engineering backgrounds and an aunt who was an author all influenced the Bill Lane we know today.

A quotation on one of the Preview Properties.com meeting agenda's excited Bill and he has it on the inside cover of his briefcase. The quotation says, "If you have talent, use it in every which way possible. Don't hoard it. Don't dole it out like a miser. Spend it lavishly like a millionaire intent on going broke." Bill says that it is a reminder of how fortunate a man he is.



25 Fully Packed Backpacks for Kids



Preview Properties.com agents, staff, and friends raised \$320 through donations at CITO breakfasts and luncheons which was turned over to our "personal shopper" Judy Klebba. Once again, Judy chaired the Backpacks for Kids committee and Judy along with Paul spent our money carefully and wisely fully filling 25 backpacks this year. Thanks to everyone who contributed food and money and a special thanks to Judy and Paul Klebba for buying the supplies, filling the backpacks, and finally delivering them to Backpacks for Kids.

Chris Bonish Walks in Fowlerville Relay for Life

Chris Bonish committed to walking in the American Cancer Society's Relay for Life in Fowlerville in memory of his friend and Preview Properties.com raised over \$200 at a CITO breakfast and cook out for Chris. Good exercise and good cause; way to go Chris!

Preview Properties.com Supports Many Groups with Their CITO Potlucks

On October 5, Melissa Shosey, teacher in the Chicago Public Schools and daughter of Kathy Shosey, shared information about her classroom, her students, and what today's classrooms need. Preview Properties.com gave Melissa \$200.50 from our potluck breakfast that morning, and Melissa writes, "We really appreciate the wonderful gifts...and the money to buy some paper and more books for our classrooms."

VINA, the community dental program thanks Preview Properties.com for the generous gift to the dental program that has changed so many lives for the better. Many of our own dentists volunteer their time and knowledge to the program which operates out of the building on E. Grand River next to the First Methodist Church, but the program has a great need for funds for supplies, equipment, and paid staff who coordinate the effort.

Again, thanks to everyone who brings the great food to the potlucks and to those who contribute money so generously. Together we can make a difference.

Mike Ewing Wins Video Contest

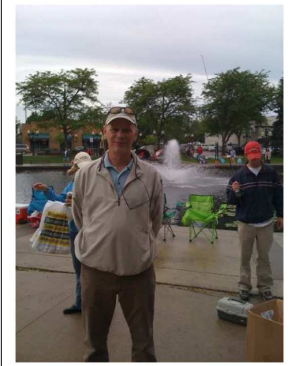
Lisa Bohlen presents Mike Ewing with a \$400 check for producing a great video on why clients should choose Preview Properties.com, experts in real estate, for their real estate needs. If you have not watched either of Mike's videos, here are the links: <http://www.youtube.com/watch?v=wq9z1JHF20U> and <http://www.youtube.com/watch?v=aSsSm3YdKgl>. Chris Bonish did training on how to make a video as well as showing what a good video that could be used for an agent's personal website would look like. Mike made a great video and learned a lot about his camera and YouTube in the process. Congratulations, Mike.



BOB SMITH IS NAMED OPTIMIST OF THE YEAR

At the district Optimist Convention this summer, Bob Smith was named Optimist of the Year for his work with the organization and their community projects. The local Club has about 45 members and meets every Thursday morning. Goals for the Optimist Club are based on being more enthusiastic about the success of others than about oneself.

While the Optimist Club works with Gleaners, Salvation Army, and The Connection, Bob says most of their projects are their own. They sponsor a free Fishing Derby for kids at the Millpond, a bike decorating contest at the 4th of July Parade, and an Oratorical Contest to introduce kids to public speaking. A new project that is growing in scope is "Spring Break Fun Day" which is a totally free 6 hours of fun and educational activities for kids during spring break. Almost all of the kid's activities are free to the children and their families and some of the activities lead to a higher level of competition and the opportunity to win scholarships. Bob can often be seen working these local events either as chairman or behind the scenes.



According to Bob Smith, the Optimist Club was the original driving force behind the Imagination Station playground and what is now known as the Meijer SELCRA Skate Park. The Optimists are involved with the Skate Park on an ongoing basis.

Prior to real estate, Bob Smith was a network engineer for U of M Hospitals (IT Department). He had rental properties and an interest in real estate. When Prudential Preview Properties sponsored a pre-license class through Brighton Community Education in 1997, Bob was one of the students. Bob thinks his IT background helped him adopt and adapt to the technological tools now used in real estate.

For eight years, Bob Smith was a volunteer staff member for the Detroit Marathon, working up to 200 hours a year. Now he and wife Janice enjoy helping out on race day purely as "worker bees." Bob was a runner, hence his interest in the marathon. While he would still love to run, his back cannot take the pounding anymore, so you will find Bob walking and working out at the gym these days. In addition, Bob enjoys family time, fishing, golfing, and reading outside of real estate.

Call Bob Smith at 220-1478 if you are interested in becoming a member of the Optimist Club. Bob recommends the camaraderie of the group and supports the many community related projects that the members work on. Congratulations to Bob on your dedication to

Tragic Ohio Events Put Realtor Safety in Spotlight

Late in September, the Ohio Association of Realtors reported, with deep sadness, on the murders of two prominent Northeast Ohio Realtors. Although it appears that the suspects have been detained by police, their deaths once again remind area real estate agents about the critical importance of keeping safe on the job. "A real estate agent, like anyone else whose job depends on daily contact with strangers, is always a potential target for violent crimes", says John Tomaino, a former law enforcement officer and a Realtor with Real Living Volpini Reality Group, Youngtown, Ohio. Tomaino reminded real estate agents about taking common-sense precautions, particularly when dealing with new clients or vacant homes.

MAR urges all members to exercise caution and awareness, to refresh yourself on the key measures for staying safe, to review and understand the risks you face daily, and to develop a safety strategy for you and your peers.

Important Safety Tips

- Always keep your identification and a cell phone handy, with emergency contacts and 911 programmed into your speed dial.
- Create a special code word that signals distress to a coworker that can be used in conversation but will alert them to call police.
- Leave items such as a purse or wallet in the car or at the office.
- Create an itinerary and stick to it.
- Make sure another person knows where you are, and if possible, have another agent show the house with you.
- Meet prospective home buyers in the office setting first to get a name, address and phone number.
- Be suspicious of a client who wants to see a particular property immediately, claims to have a large sum of money to invest or claims to be a celebrity.
- Familiarize yourself with the area so you know the fastest way to leave.
- Don't wear expensive jewelry while showing houses.
- Don't advertise a property as vacant and insist that the electricity be kept on at vacant properties.
- Maintain a file at your agency that includes vehicle information and personal

You Know Real Estate; Do You Know Your Associates and Staff?

Here are some of the responses when asked what they did prior to their real estate career at Preview Properties, their favorite hobbies and their favorite restaurant.

Joe Barscewski

- Construction, when if you build it, they will come
- Flying, licensed pilot since 1982
- Any restaurant with good sushi

Elizabeth Fairchild

- Law office manager
- Shopping (Elizabeth asks, "is that a hobby?")
- Outback

Robin Love

- Milked and oversaw the health and breeding of 250 Holstein cows on her Dad's farm until she was 24 years old. When Bob Bohlen helped her Dad liquidate the farm, Bob suggested Robin should get her real estate license. The rest is history.
- Attending hockey games to watch her grandson play. Also to watch her nephew play for OHL Plymouth Whalers. Loves all types of music and has recently gotten interested in Yoga for her health along with walking 15 miles a week.
- Common Grill in Chelsea.

Mary Jo Zurawski

- Closer and processor for Metropolitan Title Company
- Gardening, antiques, cooking and shopping
- The Whitney

THE PREVIEW REVIEW

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Customer Service Surveys

Greg Garwood and Lori Murdock gave great customer service when Jason and Kate Bishop bought their new home at 1612 LaSalle Blvd. The Bishop's appreciated the use of the moving truck and they said the closing process was great.

JoAn Hauber assisted with a quick sale for Marlene Burk on her rental at 510 Victoria Square which was most appreciated. Everything went fine at the closing. Ms. Burk knew JoAn from the Hamilton Farms' neighborhood.

Dick Kerschbaum went 'above and beyond' making Birum and Carolyn Campbell feel like they had a "friend" helping them when they sold their property at 5101 Gallagher. Dick was one of the kindest and hardest working persons they have ever known. He was diligent on their behalf and the closing was completed with ease.

Dick Kerschbaum's sign prompted Ted Schlarb to call Preview Properties.com when he bought 1156 S. Hacker. Mr. Schlarb appreciated the MLS access and the compassion that Dick brought to the transaction. He especially appreciated working with Gary Jubenville of Property Mortgage on his financing.

Sandy Kretzschmar was great to work with and helped Linda Powell on her journey to owning a new home at 28415 Pontiac Trail. This first time home buyer said her closing went very smoothly and she most appreciated Sandy's excellent service. The road to Linda's purchase started the very day she called Sandy.

Robin Love's service to Nicole Miechiels when she purchased 4371 Aster Blvd. was excellent. Nicole says buying her condo from Robin was a very good experience and she enjoyed every step of the process. According to Nicole, "Robin is very excellent at what she does" and she thanks Robin very much for helping her find "the best place for her."

Nick and Michelle Lycos were always working for Allen Spade and Kelly Gonzalez when they purchased 918 Riley. They appreciated the timely manner in which Nick and Michelle showed them homes.

Rhiannon McCarty was an aggressive negotiator when the Venable's bought 7767 Shady Beach. The Venable's were first time home buyers and they were nervous and scared. Rhiannon's knowledge of FHA loans saved them a lot of time and they appreciated that she kept them informed regularly. The home that they bought was one Rhiannon picked out for them; initially they did not want to see the home. They said, "She knew our needs better than we did."

Ron Sipes was friendly, prompt, and knowledgeable when Diana Borders bought her home at 15231 Shiassee in Byron. Diana gave Ron a call after seeing his yard signs and she says Ron's service was excellent and the closing process was fine.

Thanks to Elaine McIntyre, the Preview McKay Broker



We thank Elaine McIntyre, former Preview Properties agent and also formerly broker -owner of Earl Keim Realty in Brighton, for being broker of Preview McKay, an escrow holding company. Elaine attended the September 18th Continuing Education class conducted by Jerry Holloway Institute along with a group of Preview Properties' agents, agents in the Preview McKay company, and other licensees taking their required continuing education for the year.

-CONGRATULATIONS-



John and Lindsay Bogdasarian welcomed Graham Mac on May 19. He was 7 lbs, 7 oz. Graham is pictured above with his two big sisters, Avery and Ruby.

Kathy & Steve Paul welcomed their new grandson, Stephen Michael Paul on September 17. He was 9 lbs, 3 oz. and joins big sisters Katie & Olivia.



A Perfect Day for Golf

Rain, rain, and more rain along with some lightning—September 16 was not a good day for a golf outing. A few weeks later, October 7, was just a perfect day for the annual Preview Properties.com Golf Outing at Chemung Hills Golf Club. Eight teams took to the course at 12:30 and some played on and on, as others waited in the clubhouse for dinner. The winning team was comprised of Dolores Johnson, Jim Soltis, Chuck Withey, and Chris Mills. Mary Jo Zurawski was recognized for women's longest drive and Pat Morley won women's closest to the pin. Collin McCarty won men's longest drive and Gary Jubenville had the ominous honor of losing the most balls. The golfers and friends enjoyed a buffet dinner after a fun day on the golf course.



Mike Ferry Superstar Retreat

Nancy Bohlen and former Preview Properties.com agent, Judy Ankrapp, now of Prudential Americana in Las Vegas, meet up at the Mike Ferry Superstar Retreat in Las Vegas, July 13-23.

Judy reports that her market in Las Vegas is as or more challenging than the Michigan market. The 110 degree days in Las Vegas were certainly hotter than the real estate market!

