

## 1999, 2000, 2001, 2003, and 2005



What do the numbers 1999, 2000, 2001, 2003, and 2005 represent? They represent the number of years that John Bogdasarian has been the top salesperson at Preview Properties.com. Quite a record, wouldn't you say. John says his rule is to "have fun, help people, and make money." In the past, the win was scored by the Bogdasarian team. This year, John broke out the members of his team and John was number 1 and Tim

Furlong was #18. Having to be judged on his production alone motivates John to work harder and the separation encourages Tim, Marla Heatley, and Lynn Sajdak to know that there is absolutely no limit to what they can accomplish if they put their mind to it. In accepting his award, John also recognized special assistants Melissa Yee and Robert Wright.

John and Lindsey Bogdasarian's big rock for 2006 is to have a happy, healthy baby this summer. John says his other goals for the year are a distant 2nd at the moment, but he does plan to open two more Coach Me Fit locations, produce an album with his new record label's first signed group, acquire 10 more homes in South Bend, and complete the Oak Valley office condo project. Both John and Lindsey work hard and keep to their schedules. A new baby may test those schedules—in a good way. Congratulations to John and the Bogdasarian "family."



## DeVos For Governor

The campaign for change is moving through Michigan. On the night of January 27, gubernatorial candidate Dick DeVos stopped by the Preview Properties.com Annual Award Banquet to talk of his concerns for Michigan ranging from jobs to health care costs

and education. Dick DeVos is a proven leader with years of experience executing bold initiatives to create positive change. He said his campaign will be focused on the issues and finding solutions. For more information on how you can help in his quest for change in Michigan, go to:

[devosforgovernor.com](http://devosforgovernor.com).

## Number 2 Salesperson is Priscilla Watts



With husband Terry Hoeft and their six children cheering her on, Priscilla Watts was recognized as the number 2 Preview Properties.com salesperson for 2005 at the Awards Ceremony on January 27. Priscilla's accomplishment proves that you can have both a great real estate year and a great life as well. When asked how she manages to enjoy both her work and the rewards, Priscilla says she schedules her "play" time as religiously as her "work" time. Priscilla says that she loves the fact that each day in real estate is distinctly different, and she has the freedom to run her business as she sees fit.

In 1991, Priscilla Watts was newly divorced and looking for a flexible job so that she could be there for her 3 young kids. Sally Conklin, then manager of the Brighton Prudential Preview Properties office and a friend of Priscilla's, suggested real estate as a new career. Priscilla has enjoyed real estate though she says finding time to accomplish all that she sets out for herself is a challenge. Priscilla plans to continue aggressively pursuing her real estate goals and is looking at ways to be more efficient in her work. Rewards are easy for Priscilla to define; some of her current rewards she is working for are a new snowmobile, a new rhino four wheeler, a few special vacations and some decorating at her home. Congratulations to Priscilla on a great 2005 and best wishes for 2006.

## 2005 Bob Dingler Award Winners



Voted winners of the 2005 Bob Dingler Award for their spirit of loyalty and positive attitude displayed by Bob Dingler everyday, Todd and Holly Koch excelled in their sales production placing 8th in company gross commission income. When asked how they were able to do so well, Todd and Holly said, "We know what we've accomplished in the last year could only have happened at Preview Properties.com...we knew Preview Properties.com was a professional environment that encouraged growth."

Todd grew up in Chelsea, spent time in the Airforce, and was a policeman. Holly grew up on Zukey Lake and worked in retail sales and management before beginning her real estate career.

Todd and Holly had worked with John Bogdasarian as sellers; they challenged John with every objection known to man. Apparently, John did a good job answering their objections, selling their listing, and encouraging them to begin their real estate careers. Todd is particularly enjoying real estate, saying that he does not miss the high speed chases and lots of swearing in his old job. Holly says time management is a challenge which is ironic because her last job was managing the Franklin/Covey store at Twelve Oaks where she sold time management seminars.

## Preview Properties.com Sales Associates 2005 Gross Commission Income Ranking

- |                         |                          |
|-------------------------|--------------------------|
| 1. John Bogdasarian     | 14. Brent Flewelling     |
| 2. Priscilla Watts      | 15. Jason Kilarski       |
| 3. Robin Love           | 16. Elizabeth Fairchild  |
| 4. Scott Bohlen         | 17. Laura DeLong         |
| 5. Gregg Hardy          | 18. Tim Furlong          |
| 6. L.E. & Rowena Kohl   | 19. Karl Forell          |
| 7. Greg Garwood         | 20. Ron & Gail Sipes     |
| 8. Holly & Todd Koch    | 21. George & Betsy Bush  |
| 9. Linda & Jim Kilarski | 22. Valerie Potts        |
| 10. Neal Sanford        | 23. Jon Young            |
| 11. Theresa Runyan      | 24. Sandy Bailey-Bristol |
| 12. Emmy & Bob Brown    | 25. Nick Bolhouse        |
| 13. Jerry & Joann Hale  |                          |

## Register Now for Money Matters V

As you plan your rewards and vacations for 2006, be sure to include August 10-12, 2006 on your calendar. Those are the dates for the fifth annual Money Matters V to be held at the Four Seasons Hotel in Boston. Bob Bohlen and Lillian Montalto have announced the schedule and speakers for another incredible learning experience.



Michael Russer, a.k.a. Mr. Internet, and Chris Bird, CPA specializing in real estate, will be back by popular demand. New speakers for this year include Dr. Bernice L. Ross, author of Waging War on Real Estate's Discounters, Dr. Michael Lee, authority on Feng Shui and Multi Cultural Selling, Bob Gray, author of Right Brain Rapid Recall, and several other speakers who will once again be outstanding and unbelievable. For a Wealth Creation Seminar brochure or more information, visit the website, [www.moneymatters5.com](http://www.moneymatters5.com) or call Jennie Gehring at 810-220-1426.

## Sally Conklin Surprised by Recognition



From 1986 to 1998, Sally Conklin served as manager of the Brighton office of Preview Properties.com, as one of the managers after the merger of the Brighton and Howell offices, and finally as a manager of the early Ann Arbor office. In more recent years as she tended to family matters at her home in Shelby Township, she would come to Brighton for an occasional Christmas party. Never was there a real opportunity to thank her for her loyalty and service to Preview Properties.com. When Sally agreed to go to Grand Rapids for Continuing Educa-

tion and the Awards Banquet, we had our opportunity to surprise her. And surprise her, we did. Since that night in Grand Rapids, Sally has told her kids (she has 11 children) that she did not think that anyone or anything could surprise her and she could not believe that so many people had kept a secret from her.

How great it was that many people (Bogs, Priscilla, Linda, Theresa, and Greg—to name a few) that Sally had guided and trained were recognized as the best of Preview Properties.com's sales associates that night. Priscilla Watts, Linda Kilarski, Nancy Bohlen, and Greg Garwood shared stories of Sally's tenure at Preview Properties.com. Sally Conklin has sent her friends at Preview Properties.com a letter saying, "I was so very fortunate to have been a small part of Preview Properties.com and I have fond memories of all my years with all of you. I thank you for those memories, thank Bob and Nancy for being good friends, and hope you will all count your blessings and appreciate how very fortunate you are to be a part of Preview Properties.com." Thank you Sally for your knowledge, loyalty and friendship.

## Who Do You Ask?



So your office is upstairs at Preview Properties.com and you need to know how to install a computer program. Who do you ask? Jennie Gehring seems to be the target of many of these questions and the best part is that she knows the answers. Jennie, whose day job is being Bob Bohlen's assistant, goes above and beyond in helping other agents succeed. For her computer knowledge and so much more, Jennie Gehring was recognized with the Special Assistant Award at the awards banquet in Grand Rapids. Scott Bohlen joined the praise for all that Jennie does and thanked her for making the Bohlen team look good and do the right thing. Rhiannon McCarty said Jennie recruited her to Preview Properties.com and has been her mentor for which Rhiannon is most grateful.

## Real Estate Trends for 2006

Each year Bill Barrett meets with 50 of the top real estate salespersons during the National Association of Realtors Annual Convention in November. Bill Barrett, one of the top real estate trainers in the country, compiles this information and it becomes a part of his practical, how to real estate seminars. On December 13, fresh from the NAR meeting in San Francisco, Bill spent the morning with the agents at Preview Properties.com. Some of his ideas and thoughts were:

- Keep track of your career to date sales and listings
- Look into buying a smart phone if you do not have one
- 51 ways to praise someone
- Be the real estate expert on trends in your market
- Wherever you are, be there
- Be the calming influence
- So!
- Learn one new technology per quarter
- Annual state of market letter
- Just a note — five a day
- Look into new tablet computer when upgrading your technology



## Continuing The Strategic Thinking and Planning Process

Daniel Burrus of Burrus Research Associates returned to Brighton on November 30, 2005 to continue provoking strategic thinking among the Preview Properties.com's sales associates and their guests. Mr. Burrus had begun this thought process during his earlier visit on July 21, 2005.

Technological change will continue to accelerate. These changes are not just big; they will be transformational. There will be rule changes and we must be able to recognize new ways to compete. In the E world, think connectivity, content, commerce, communication, collaboration and community. Our most valuable assets in coping with change are our knowledge, talent, experience, capabilities and vision. Dan Burrus pointed out 3 simple steps in confronting future changes as:

1. State your biggest challenge in one sentence.
2. Convert your challenge into a should statement
3. What would it take to master the challenge?



The folks from Property Mortgage.com and TitleAmerica are always there to make us look good.



Preview Properties.com is so lucky to have such a great admin staff!



What new venture could Bob Bohlen, Larry Vering and Mark Herman be discussing?



Dave Villerot and Theresa Runyan relax after Con-Ed with Jerry Holloway.



Emmy and Bob Brown are congratulated by their coach Lillian Montalto. Lillian also coaches Robin Love and Theresa Runyan.



Retiring directors Val Potts and Karl Forell chat with new directors Tim Furlong and Scott Bohlen.



Priscilla Watts and Val Potts accept their Golden Toilet Award.



Bob Bohlen, Dick DeVos and Scott Bohlen discuss Michigan's challenges.



Robin Love receives her 3rd place award from Nancy Bohlen and Regina Benson.



Priscilla Watts and Terry Hoeft celebrate the evening with their children.



Jeff Klink, Charlie Koenn and Jason Kilarski share a laugh.



Jerry Hale tells Joann that his senior prom was also in the Pantlind Ballroom.

## THE PREVIEW REVIEW

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Tim Furlong



THE PREVIEW REVIEW, published by Preview Properties.com, 130 W. Grand River, Brighton, MI 48116, is devoted to news of corporate activities, real estate issues and allied interests.



*Congratulations to Karl  
Forell and Michelle  
Skowya-Forell on their  
October 10, 2005 marriage.*

### Passion Rules

We miss Jon Young in the Brighton office and wish him well as he pursues his passion for a film career in Hollywood and his real estate career in southern California. If you wish to contact Jon, his email address is:

jonyoung@gmail.com

### Accomplishments of Chris Tramontin and her Team Since July 2005

1. Added SWMRIC to the website placing our total available active listings to view at 100,000.
2. Developed a Drip Mailing Program.
3. Developed an On Line Training Program (www.previewedu.com).
4. Established a monthly Hands On Computer Clinic.
5. Registered multiple domain names pointing to our website.
6. Established direct agent access to production records and expenses (www.previewproperties.com/agents).
7. Enhanced the website by adding information and features.
8. Completed Michael Russer's "Click to Close" and "E-Productivity" classes.
9. Scanned seller's and lead paint disclosures so that they can be emailed to co-op agents.

## CUSTOMER SERVICE SURVEY

Cecelia Verason says **Sandy Bailey-Bristol** went the extra mile in her recent sale of 741 N. Eifert. Sandy was very kind and compassionate, and Cecelia got Preview Properties.com's name from the phone book.

Constance Riopelle was referred to **Bob Bohlen** by Comerica Wealth Management Dept. She appreciated that all the paperwork was completed and faxed to her as needed. Jennie was good at explaining everything during the sale of her Mother's home at 11869 Shenandoah.

Terry and Sue Haugen said a friend told them to call Preview Properties.com and they appreciated that **Scott Bohlen** arranged for them to sign closing papers early. They also said the moving truck was a godsend when they sold their home at 4045 Golf Club Road.

Barry and Lisa Mount really appreciated the moving truck during the recent sale of their home at 3908 Snowden Lane. **Emmy Brown** did an excellent job and they appreciated that Emmy had a personal assistant that made it easier to and quicker to get questions answered.

Michael Panek liked the friendly service that he received during the sale of 2070 Dye Rd. The people who serviced the transaction were well informed and **Gary Bush** did an excellent job.

Paul Pierson liked the procedure for showing the apartments-was very considerate of the tenants. A friend told him to call **Laura DeLong** at Preview Properties.com. In spite of a huge delay (which was not Laura's fault), the closing went very smoothly. Paul says Laura is the best! (202-204 North Street)

Helen Glowocki says that **Elizabeth Fairchild** was the greatest. The closing process went perfect for her when she sold 3142 Smith. She first heard of Preview Properties.com when she walked into the office in 2000.

Eric and Kelli Kroll found **Brent Flewelling** to be very helpful whenever they had a question and he was always accessible. Eric knew of Brent through his job as a foreman on a building crew. (Herman Parcel III)

Jim McAllister gave **Tim Furlong** high marks for his overall listing, negotiating and closing skills. (711 Congress)

Dawn Thurwachter said her agent **Greg Garwood** was knowledgeable and helpful during the sale of 19825 Doyle Road. Per Dawn, real estate transactions can be stressful. This transaction was a wonderful experience.

Leslie Sauerbrey was referred to **JoAn Hauber** by a friend. During Leslie's purchase of 4273 Hampton Ridge, JoAn was great and everything went very smoothly.

Gerald and Carol McClure write of **Ebe Hennigan**; "My husband and I can't express enough gratitude to Preview Properties.com, especially our agent, Ebe, OUTSTANDING, over the top effort in her search for our home. Dogged, tenacious...just outstanding!!" Their new home at 8275 Kimble is a dream come true.

Brian and Christine LaHaie appreciated the quick sale of 6377 Beth. They first heard of Preview Properties.com when **Dick Kerschbaum** stopped by and introduced himself.

Eric and Kelly Reid said that their purchase of 126 Henderson was perfect. They were walk-ins at Preview Properties.com and they really appreciated their agents, **Linda and Jim Kilarski**. Because of them, the closing went really good-it wasn't scary or overwhelming.

Terrence and Alicia Parsons gave **Heidi Kirby** excellent marks and appreciated her persistence in the sale of 6799 Reilly. They first heard of Heidi and Preview Properties.com by means of a cold call.

Jennifer Young liked receiving the email updates of property listings, and she appreciated that **Todd Koch** was able to show them property at their convenience when they bought 1440 Stafford. A co-worker told them about Todd.

Justin and Jennifer Adair called **L.E. Kohl** on a sign. During their purchase of 11162 Bell Oak Road, they were impressed with the prompt communication and paperwork. Everything at the closing went smooth and the moving truck was a great perk.

Thomas and Marguerite Aitken recall that from the time they saw Parcel B on Bell Oak Road until they closed, everything went very smoothly and their agents **Carol and Al Kujala** did an excellent job.

June and Horton Matthews say that **Bill Lane** did a great job of keeping close contact of all people involved in the sale of 6795 Cedar Lake Road. June (a former Realtor) says they would not have closed if Bill had not been as good as he is.

David and Lisa Frame appreciated **Jack LeSage's** help in splitting their property at 10069 Boyce Road (Par. C) and dealing with the county.

Kevin and Rebecca Billings were referred to **Robin Love** by friends and they were extremely pleased with the service. They said the advertising was excellent, the communication was very good, the personal support was wonderful and the use of the truck was much appreciated when they sold 4450 Eager Road.

Anthony Sesti really appreciated **Michelle Lycos** coordination of the painting and carpeting contractors during his real estate transaction on 7815 Manor Creek, U-201.

William and Carol Riffe's closing on 10839 Nine Mile went very well and they appreciated **Lucy Mouser's** counseling on setting the correct selling price.

Amy Brenner says she will recommend **Lynn Sajdak** to anyone that is selling their home. Lynn was always there for her when she sold her home at 7984 Cain Rd.