

Money Matters III Schedules 2004 Seminar



Bob Bohlen

The top Realtors in the world will gather at the Ritz Carlton Hotel in Chicago June 17-19, 2004, for the third annual Money Matters III Seminar. Get On Course and Steer Your Future Toward Financial Freedom will be the theme of this year's conference presented by Bob Bohlen.

Outstanding speakers include Jack Mitchell, author of "Hug Your Customers", will discuss unbelievable customer service, Lisa Ford, author of "Exceptional Customer Service", will deliver savvy service strategies that help sales professionals win and keep loyal customers, Daniel Burrus, author of "Technotrends", will talk about the new wealth matrix, and Juan Enriquez will discuss how Genomics and other forces are changing your life, work, health, and wealth. Billy Sheehan will do a presentation of lifestyle changes to increase your energy and improve your health.

Back by popular demand will be the panel of real estate experts: Lillian Montalto, Stan Steinberg, Bob Wolff, and Phil Herman, with their thoughts and ideas about dealing with and countering objections. Chris Bird will give updates for 2004 tax and financial planning. Top bankers in the financial industry will share their guidelines and answer questions on financing and real estate investments.

If you are on the fence about the value of Money Matters III, Gregg Anderson of Minnesota says, "Money Matters II, was a great learning environment, and I felt lucky to spend time with the people in attendance. It makes other real estate meetings seem like a big waste of time. I liked being around people who get it." Mary King of Atlanta responds, "Doug and I absolutely will attend Money Matters III. We learned so much. Perhaps the best part of the entire conference was the community of people. We really reel we have found the friends to grow old with."

Money Matters III will be the best yet. Register today by contacting the Bohlen Team at 810-220-1500.



Jack Mitchell



Lisa Ford

ON THE MOVE

Air conditioning in a moving truck makes all the difference in the summer. Winter brings a new set of moving problems with its snow and rain. Rayme Bilicki (2447 Doris Drive) reports he got stuck in the mud in his own backyard. Ronald Ellis (4309 Willowview) says the Preview Properties.com moving truck was a great size and it handled very well, which should be a real asset with several months of winter weather ahead for Preview Properties.com's clients.

The Preview Properties.com's moving trucks have been on the roads for nearly six months. Clients and customers enjoy using the trucks for free. Automatic transmissions and radios help make moving day as comfortable and enjoyable as possible. When our clients and customers are not using the trucks, local charities, schools, and other non-profit organizations may reserve a truck for their fund raising events.

Blankets and dolly included in the truck were a big help in Ben Croy's (11892 Post Lane) recent move. Ben was Priscilla Watt's customer. Kellie Urban (3940 Iosco Road), customer of Al and Carol Kujala, said the truck was perfect for moving, making it possible to make the move with fewer trips.

Almost everyone gives their moving experience excellent marks and especially appreciate the fact that the trucks are free if a seller sells or a buyer buys through Preview Properties.com. The trucks can also be used to remove furniture and personal effects from a home to stage the home for showing. If you are involved with a charity or non-profit organization that needs a truck for a fund raiser, contact Mike Forbes at 810-220-2025 to schedule your event.



Con-Ed and Awards Banquet to Be Held at the Amway Grand Hotel

Eighty Preview Properties.com sales associates will meet January 16 at the Amway Grand Hotel in Grand Rapids to take their 2005 continuing education with Jerry Holloway. The day will conclude with an Awards Banquet that night. Bob Wolff from Laguna Nigel, California, a favorite speaker at Preview Properties.com, will add his humor and insight to the evening which will end with the presentation of the 2003 sales awards.

Many agents will spend the night in Grand Rapids enjoying the company of their associates while relaxing by the pool, at the restaurants and bars, visiting the Preview Properties.com office, and perhaps, even sightseeing. If you are not registered for this event and do want to attend, see or call Regina at 810-220-1501.

PREVIEW PROPERTIES.COM AGENT TRAINING

Agent training is scheduled every Thursday morning from 10:00 a.m.—12:00 p.m. Subjects range from preparing paperwork for listings and purchase agreements to agents sharing their expertise to outside speakers updating agents on a variety of real estate subjects.

January 8	Alan Czekaj	Legal Aspects of Real Estate Paperwork
January 15	Leo Bonish	Technology Including Platform System
January 22		Training Offered by Realcomp II
January 29	L.E.Kohl	Land Division

In addition to these educational events, Bob Bohlen and other Preview Properties.com agents lead the Prospecting Group that meets every morning at 9:00 a.m. Wednesday and Thursday sessions are devoted to CCIM problems. Friday sessions feature scripts and dialogs. Other days include educational topics and sharing real estate experiences.

All agents are invited to participate in these training sessions. Outstate agents are welcome to join in the meeting by way of video conferencing.

Congratulations to the New Arrivals

Ryan Scott Bohlen
December 11, 2003
6 lbs., 19"
Son of Scott & Kayla
Brother of Jack and Grace
Grandson of Nancy Bohlen and Bob Bohlen



Madeleine Ashley Kalis
November 7, 2003
6 lbs. 10 oz., 19 1/2"
Daughter of Julie and Doug
Sister of MacKensie
Granddaughter of Regina and Jim Benson



Congratulations to Tim Forell

In November 2003, Tim Forell and 307 other Realtors in the whole United States became CCIM designees after completion of their comprehensive examination in San Antonio. Our congratulations to Tim for a job well done.

Significant dates for those who need to complete their comprehensive examination in 2004 are as follows:

2004 Candidate Guidance Schedule

	<u>Spring Testing</u>	<u>Fall Testing</u>
Portfolio (Resume) Submission Deadline	February 3rd	July 13th
Comprehensive Examination Registration Deadline	March 26th	September 17th
Course Concepts Review	April 27th-28th	October 19th-20th
Comprehensive Exam	April 29th Charlotte, NC	October 21st Indian Wells, CA

A Fabulous Evening

Preview Properties.com's annual Christmas Party was held at Steve and Rocky's in Novi on December 7, 2003. One hundred fifty sales associates, spouses and significant others, and friends gathered for the magnificent feast prepared by Steve Allen and Chuck "Rocky" Rachwitz. The evening concluded with music and dancing.

Rocky, owner of Rocky's in Brighton and Novi as well as being co-owner of Steve and Rocky's is a familiar figure around Brighton and Preview Properties.com's social events. Prior to opening his own restaurants, Rocky was corporate chef for the C.A. Muer Corporation. Steve Allen's career began under Milos Cihelka, the first master chef in the United States, at his Golden Mushroom Restaurant in Southfield. In January 1998, Steve and Rocky joined together to open Steve and Rocky's in Novi. The Preview Properties.com Christmas Party dinner was a wonderful combination of their superior talents in food preparation.

Take a few minutes and savor the wonderful flavors of the appetizers:

Grilled Vegetables with Assorted Sauces
Imported Cheeses
Sashimi Yellow Fin Tuna
Columbia River Smoked Sturgeon
Jumbo Shrimp
Grilled Chicken with Pineapple, Cashews & Green Onions
Confit of Duck Gnocchi Gratin
Pan Seared Sea Scallops with Tomato, Garlic & Herbs
Crab Cakes with Lobster Sauce

Everything was so delicious, how could the entrees be better-but they were. The dinner included:

Warm Salmon with Artichokes and Capers
Roast Rack of Lamb Persillade
Prime Roast of Beef with Burgandy Sauce
Smoked Gouda Mashed Potatoes
Basmati Rice
Assorted Vegetables
House Salad or Caesar Salad

And finally the wonderful buffet of desserts, each item seemingly better than the last.

Lemon Curd Tartlet
Warm Chocolate Ganache
Fresh Fruits
Lemon Flan
Chocolate Covered Strawberries
Chocolate Pecan Tart

What a great Christmas feast and truly wonderful evening!

2004Calendar

January 16	Continuing Education & Awards Banquet, Amway Grand Hotel
February 9-10, 12-13	Dr. Fred Grosse, Preview Properties.com
February 16	Harvey Mackey, Genoa Woods Conference Ctr.
March 23-26	Mike Ferry Productivity School, Dearborn
April 19-20, 22-23	Dr. Fred Grosse, Preview Properties.com
June 17-19	Money Matters III, Ritz Carlton, Chicago, IL

~2003 CHRISTMAS PARTY~



What a party! Hal Potts, Gregg Hardy, Val Potts, and Shelly Hardy



Where are the Lemon Curd Tarts? Steve Allen, Bob Bohlen, Lillian Montalto, and Rocky Rackwitz



We miss you Sally! Pat Morley and Sally Conklin.



John and Kathy Thomas enjoying the evening.



The Old Timers~Karl and Connie Forell, Neal and Janice Sanford, and Lee and Jeff Bean



Who's that? Chris Bonish.



One more deal before Christmas. Jeff Bean and Bob Bohlen.



The dinner was great! Larry and Sharon Pfeil with Bob and Janice Smith.



Merry Christmas to new agent Diann Shott and husband Bruce.



Sleigh Bells Ring! Deanna Schneider with Don and Elizabeth Fairchild.



Preview Properties.com's Angels. Sabra Evans, Lisa Mason and Alison Chege.



Guys and Doll. Ken Judkins, Jon Young, Julie Fischer, Harper Bohlen and Brent Flewelling.

THE PREVIEW REVIEW

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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.

CUSTOMER SERVICE SURVEY

Joette Bickel-Matthew & Gina Snyder were repeat customers and appreciated Joette's thoroughness. (11371 Runyan Lk.)
John Bogdasarian/Tim Furlong-Tim was extremely helpful with the purchase agreement. Melissa was great with the details. They learned of Preview Properties.com from a sign. (820 Sylvan)
John Bogdasarian-John contacted them from an internet inquiry. They particularly liked the fact that their home sold without having to show it. (1216 Pearl)
John Bogdasarian-Michael Croghan and Deanna Griffis most appreciated prompt clarification of questions and concerns, great organization of processes, and his awesome assistant Melissa. (10021 Wildlife Ridge)
John Bogdasarian-Melissa communicated back and forth and tied everything up. (932 E. 4th St.)
Scott Bohlen-Frederic and Beverly Schmolli said that Scott was very attentive and made several evening visits to facilitate the sale. (13429 Haddon)
Emmy Brown-Dwayne and Rayna Bilicki were "For Sale By Owners" that Emmy contacted and they really liked the use of the truck. (2447 Doris)
Kathi Jones Cutler-Kathi's personal care in prepping her home was most appreciated by Catherine Greenlee. (26326 Harriet)
Kathi Jones Cutler-Richard Ryba and Robert Ryba also liked Kathi's assistance in staging their home. (4460 Jonathan)
Bill Fear-Stacey and Connie Fullerton said that Bill provided answers on a timely basis and he was very upbeat and had a cheerful attitude. They met Bill at a local store, talked and proceeded to use him as their agent. (2473 Constantine)
Brent Flewelling-Brent provided fast prompt service and callbacks, delivered friendly service with respect, and accommodated their schedule, according to Jason Bebon. (2363 Hickory Court)
Greg Garwood-Repeat customers, Neil and Carolyn Plante said Greg's continual communication on updates and status was what they appreciated the most. (133 Riddle)
Jason Kilarski-Peter and Magdalena Dlugosch said that Jason was very responsive and professional. Jason first called them. (11771 Patterson Lake Rd.)
Linda Kilarski-Kimberly McKernan noted that she never had to worry about anything. Everything went smoothly. (1483 Steeplechase)
Linda Kilarski-After contacting Linda on the internet, Robert Freedman said that Linda was very professional and knowledgeable. (3949 Schaefer)
L.E. Kohl-Stephen and Sandra Nadeau called L.E. from a sign on the property and he met them at the property within 45 minutes of their initial call. Everything went very well. (Stow Road, Parcel A-1)
Carol Kujala-Kellie Urban is so please that Carol and Al represented her as a Buyer's Agent. They (the Kujala's) are very professional! Kellie has known Al for a long time. (1155 Locke)
Robin Love-Frederic Goffnet gives Shelly high marks for keeping him informed. She did an excellent job. Frederic first heard of Preview Properties.com through Robin 14 years ago. (515 Aberdeen Way)
Lucy Mouser-Miles and Kristine Sigal say that Lucy was knowledgeable and gave good advise at critical junctures. Lucy's great. (265 O'Brian)
Val Potts-John and Marietta Peters bought a house through Val in 1992 and they value her friendliness and friendship. (13375 Germany Rd.)
Theresa Runyan-A neighbor told Jeffery and Christine Greene about Preview Properties.com and they really appreciated Theresa's consultation and negotiating skills. (3978 Emmaus Lane)
Neal Sanford-All the leg work that Neal did in regards to title, etc. was most appreciated by Bill and Marilyn Phillips. (6073 W. Lawrence Hwy)
Ron Sipes-Ron was the best decision that they made according to William Gravier, Richard Gravier, and Kathryn Gravier. (20376 Kaiser Road)
Dave Villerot/Jack Johnson-Jeanne Rooke appreciated the feedback on her showings. A friend and her son told her about Preview Properties.com. (11404 Cedar Bend)
Beth Ward-Beth was great at keeping in contact via phone and e-mail according to Kimberly Goodwin. She kept Kim informed and heard of Preview Properties.com by word of mouth. (133 Riddle)
Beth Ward-Lori Jensen says Beth was just wonderful! She was very professional, trustworthy and fun. Lori learned of Preview Properties.com through a loan officer. (8222 Hyne)
Pat Welgs-Walter and Margaret Ball Laurer said that Pat was very generous to their needs. She was always available and was extremely helpful in helping them to know the area. They learned of Preview Properties.com though a bi-monthly publication. (64340 W. Milbrook Road)
Jon Young-Kathryn Hall thought the idea of e-mailing listings to her was great. (1023 Hamburg Rd)



130 W. Grand River
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TO: _____

