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NOTE: ALL THESE PROPERTIES ARE SITUATED IN GEORGETOWN OR ON THE EDGE OF GEORGETOWN.

PARADE OF HOMES

SEE THE

if really is not all a man's world, at least in the real estate business anyway, where in 1977 out of 550 A.E. LePage (Ontario) Ltd. salespeople, (one half were men), the three top salespeople were women.

That's the conclusion one reaches when talking with these professional salespeople who, by the way colleclively have less than 19 years experience in the business. These people are from LePage's offices spread throughout Ontario, and not just restricted to Toronto, although the number one position held by Ann Wall Is from LePage's Rosedale office. Number two, Vivlan Wiggett is from the company's Believille office and number three is Dorothy Thomson from LePage's Oakville office.

These ladies, as well as 24 other women became eligible for membership in the President's Roundtable Club, a Company award honoring people who earned more than a designated dollar votume in real estate commissions. They were joined by another 32 ladles who achieved membership in A.E. LePages' second competition level of dollar volume commissions called the Sales Achievement Club. Twenty-three men were members of President's Roundtable and 33 men gained membership in Sales Achievement.

A brief scan of these people's background provides some insight that could provide an inspiration for more women to enter the real estate business.

Toronto's Ann Wall reflects that, "Journalism of all things, was my background for sales." I attended Ryerson (Polytechnical institute and studied journalism for more than two years before venturing into promotional work at any insurance company and managing a small publishing company along the way." She was also traffic manager with an advertising firm, a lob that did not appeal to her in the least. If she weren't busy selling real estate loday, she would probably be working somewhere as a writer in the journalistic world, she admits,

However, even Ann admits that sometimes, "Having a reputation for specializing in any one kind of property can be harmful. If people think you're strictly interested in Rosedate or Forest Hill, they might not ask you to sell their farm in Caledon and they could go to another satesperson. Therefore, at any one time, I like to handle a range of properties in terms of style price and

"When I started in real estate, I never sold anything for four or five months because I was having so much fun and excitement always on the go," Ann recalls. "But real estateis hard work, contrary to what some people think. Men don't resent women for our success and that's because they know we work hard for it. Just as hard as they work. In real estate, you are exactly equal to the opposite sex.

"The degree of success and recognition that any women receives in real estate is strictly up to her and her willingness to work," Ann says. "Nobody holds a woman back in real estate. In fact, any responsible branch manager strives to advance his salespeople and helps them get ahead as fast and as far as possible," she ex-

Dorothy Thomson feels that real estate is the one field of business activity that lets a woman advance to her full ability.

As Oakville's leading salesperson for A.E. LePage last year, Thomson collected the highest gross commissions of any of the cmpany's Oakville stall and that does help explain some of her enthusiasm for the business. "I receive a great sense of achievement out of it,"

Thomson says. "Real estate is one of the few fields today where a woman can excel and really do well. There are no limits to what she can earn and that is a rarity in business today for woman."

She started selling nine years ago, shortly after tanding in Canada from her homeland of Scotland. "I knew nothing about Canada and I figured that this might be a fine way to tearn a lot about it in a very short

order," she recalls. Belfevitte's Vivian Wiggett, has the shortest seiling career of the threesome as she started selling three years ago. However, all three agree that experience depends upon the number of times one sells properties, not on the

amount of time spent in the business. "Its hard work," states Wiggett. "To be successful, you must get to know the people you work with as well as all the properties available in the market, and that all

keeps changing minute by minute." She and her husband, John, entered the business as part of their "planned retirement program," Vivian continues. A professional engineer for many years, her husband retired three years ago from his position in Pelleville and joined A.E. LePage (Ontario) Ltd. with his wife. Today, they find that selling together is exciting and

fun, as well as sociable and rewarding. "We believe that our success will always depend on our reputation, and that reputation depends on halping people buy or sell int the least amount of time with a minimum of disruption or difficulty," she emphasizes. "Integrity and absolute honesty in helping people make decisions to buy or setting ar the building materials for a positive reputation in any community," she adds.

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TRADITIONAL HOME IN SPLIT LEVEL STYLE

Plan Number: 78-1666

This three bedroom split level home presents a traditional exterior but contains a tully modern layout which proves for easy traffic flow and allows the medium-sized family to enjoy group pursuits while still having abundant space for private pastimes.

The porticoed entrance leads up two risers to the large elevated L-shaped living and dining room, which features a convivial fireplace and abundant glass area for both view and natural lighting.

The living room separates from the large rectangular family room-nook via pocket door for easy separation of entertaining and family pursuits. A similar pocket door could easily be installed between the family room and the formal dining room for division of casual family meals from formal dining.

The U-shaped kitchen has a practical and step-saving layout with an excellent counter work area and abundant cupboard storage. The adjacent breakfast nook connects to a rear patio via sliding glass doors. All three bedrooms are raised nine risers from the main living level for freedom

from disturbance. All three have excellent natual lighting and generous closet storage. The master bedroom has a full walk-in closet and a three-piece ensuite with tub.

A full basement with space for the future development of additional bedrooms and or recreation room-wet bar, and a single enclosed garage complete the convenience features of this crisply traditional home design. Plans for designNo. 78-1666 may be purchased either by the single set, at a cost of

\$70. for the first set and \$10. for each additional set, or by the package. A five-set plan package, including the first set, is economically priced at \$100, and an eight-set package, also including the first set, is only \$125. Whichever method you choose, please include \$4, for postage and handling.

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