

Community

Innovative real estate venture

By LISA BOONSTOPPEL-POT
The Herald

He's been in real estate for over 43 years but Harold Fobert still has enthusiasm for the business - enthusiasm that has sparked an innovative system of running a real estate company.

The system resembles Victor Kiam's (Remington shavers) where the people love the company so much, they bought it, said Mr. Fobert. But in this instance, Mr. Fobert and some real estate agents working for Re/Max bought the company.

The idea is another step in the broker-agent relationship explained Mr. Fobert.

"I've been around for years and seen different phases of the business. First, brokers owned everything, paid a 50/50 commission and paid all expenses," said Mr. Fobert. "Then, salesmen began getting a higher split but paid their own expenses

and a fee to the company."

But the latter system has its weaknesses said Mr. Fobert. "Things are great when business is booming but when it slows, salesmen often transfer to companies where there are no fees."

"Now, with the new system, the salespeople can't run down the road because they own shares in the company," said Mr. Fobert. "They'll have to pull in and work harder."

With the new shareholding system, Mr. Fobert and 15 salespeople signed a deal on Dec. 22 buying Re/Max Suburban (91) Inc., from David Soal. Mr. Fobert owns 51 per cent of the shares - which he must own to be the broker.

The business is still open to new shareholders who qualify as a Re/Max salesperson.

"We have a premier franchise, and top agents. Now all we need to do is add to them," he said.

"We plan to be a frontrunner in the business and have a bigger percentage of the market share."

He believes they can do it because ownership means people will not just be dealing with a sales representative, but an owner who has a greater stake in the success of the company. "That means better service to you."

Owning the Re/Max franchise is a second-time opportunity for Mr. Fobert, who operated it from 1983 to 1985 before selling it to Mr. Soal.

Before that, Mr. Fobert ran his own real estate brokerage in Georgetown for 20 years. Called H. Fobert Real Estate Inc., it was a successful operation leading the way in local real estate.

Along with his duties at Re/Max, Mr. Fobert will continue to own and manage Knochcrest Centre on Guelph Street where the Re/Max office is located.



Harold Fobert has undertaken a new challenge in his 43 year real estate career. He recently bought Re/Max Suburban (91) Inc. with 15 other salespeople in a revolutionary system of ownership. (Herald photo)

Pilutti submits development proposal

By BEN DUMMETT
The Herald

Local developer Al Pilutti has submitted an eight-storey apartment building development proposal for Hall Road beside the Royal Ascot apartment building in Georgetown, Town Planner Andrew Colley has confirmed.

The development proposal is an updated version of a similar proposal Mr. Pilutti originally submitted to the Town several years ago, he said. The new proposal calls for 56 units, said Mr. Colley.

The original apartment building proposal was for a seven-storey building comprising 48 units, explained Mr. Colley.

He said the first proposal was inadequate because it didn't provide for enough parking. As well, the Credit Valley Conservation Authority opposed the application because it didn't conform to the authority's cut and fill regulations, he explained.

The proposal called for construction to happen almost entirely below the top of the bank of the Silver Creek Tributary in the

area, said Mr. Colley.

Of the new proposal, Mr. Colley said it's too "premature" to say if the new version will be approved. The development application is currently being reviewed by various Town departments such as the Engineering Department and other agencies such as the CVCA for comments on the proposal.

The property in question is zoned for an apartment building. That means once the planning department has received comments from the agencies, it will write a report and present it to the Town's Site Plan Committee, said Mr. Colley.

At this committee, issues such as parking and landscaping will be discussed, with input from neighbors living around the property. Only if an agreement can't be reached by Mr. Pilutti, the town and neighbors, will site plan refer the application to Town Council for consideration, said Mr. Colley.

Mr. Pilutti couldn't be reached for comment at press time.

CVCA salaries increased

Salaries for full-time, part-time and contract employees with the Credit Valley Conservation Authority, increased on average by five per cent for 1991, according to a CVCA report.

The increase took effect Jan. 1, wrote CVCA General Manager Vicki Barron, the report's author.

The five per cent increase is based on Regional market conditions, and the average pay of the employees at the Metro, Halton, Hamilton and Upper Thames conservations authorities, said Ms. Barron.

Ms. Barron said the increase is down from the 6.5 per cent increase that the authority's employees received at the beginning of 1990.

In comparison, Halton Regional Conservation Authority

approved a 5 per cent 1991 salary increase, Hamilton Conservation Authority implemented a 6.5 per cent increase for this year while the Upper Thames Authority approved a five per cent increase, the report indicates.

According to Ms. Barron, the salary of CVCA staff members is adjusted yearly to accommodate any proposed purchasing power gained or lost by staff members.

"Recognizing that there is no single number that is published that can be referred to as the absolute authority on economic gains or losses, I feel that based on this year's survey, the five per cent increase included in the preliminary budget estimates for permanent, part-time and contract staff is reasonable," write Ms. Barron.

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