



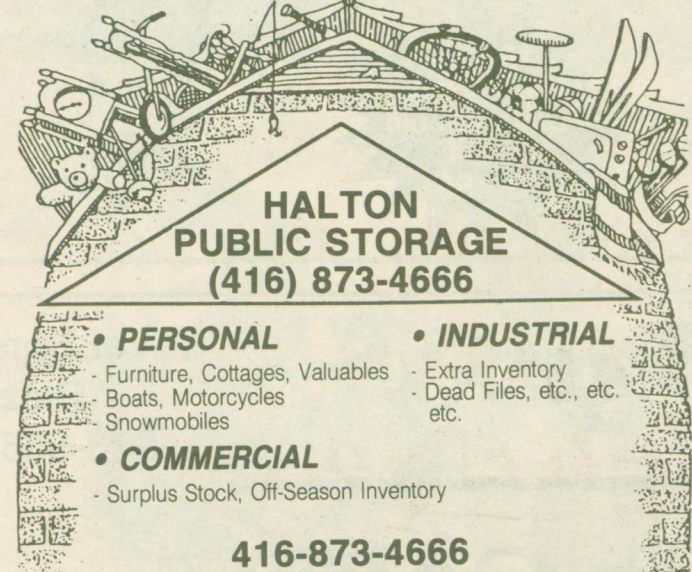
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Shirley and Reiner Skubowius of Stratford were thrilled to win this Volkswagen Beetle, valued at over \$15,000. The winning ticket was drawn by Georgetown Rotary at the Georgetown Fall Fair. The Beetle was on display at Autohaus Georgetown. Proceeds from the draw will go towards community projects sponsored by Rotary.  
Photo by Wendy Long.



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**Police beat**

**Four fired on**  
Halton Regional Police have charged a pair of 15 year olds and a 16 year old after four people complained after being shot at with a pellet gun.  
According to officers at 11 Division, the shots were fired at about 10:37 a.m. Wednesday at McKenzie Smith Public School in Acton.

shot in the foot. His injuries were minor, police said.  
The trio were later arrested by police and all have been charged with assault with a weapon and a dangerous weapons offence. They will appear in a Milton court October 16.  
**Facial injuries**  
A 16-year-old Acton youth suffered facial injuries after he and a 17-year-old became involved in an altercation Wednesday afternoon.  
According to police, the pair

were on opposite sides of a playing field at Acton High School when the accused started yelling at the victim.  
The victim crossed the field and the accused then threw him to the ground and struck him in the face until the victim lost consciousness.  
The victim was treated at Georgetown and District Memorial Hospital.  
The accused has been charged with assault causing bodily harm and appears in a Milton court November 6.



**You Were Asking:**  
With Don Hearn\*  
**ARTHUR F. JOHNSON & ASSOCIATES LTD., REALTOR**

**How to get... The Competitive Edge**

**Q** We are presently selling our home. Our agent is holding Open Houses quite frequently and has mentioned about getting our home in shape, which we have done as requested. Is there anything else which we could be doing?

**A** Once you get everything in shape, here are some additional points for showing your home:

- Three's a crowd - more will lose the sale. Avoid having too many people present during inspections. The prospect will feel like an intruder and will hurry through the house.
- Music is mellow - But not when showing a house. Turn the radio down and the television off, they distract. Let the real estate agent and buyer talk, free of disturbances.
- Love me, love my dog - does not apply in house selling. Keep pets out of the way, preferably out of the house.
- Silence is golden - be courteous, but do not force conversation with the prospect. He/she is there to inspect

your home, not pay a social call.  
- Be it ever so humble - never apologize for the appearance of your home. Let a trained real estate salesperson answer any objections that arise. This is their job.  
- In the shadows - it's a good idea to stay in the background, better yet, temporarily leave your home. Your real estate salesperson is trained to sell your home, is familiar with the buyers' needs, and can point out significant features in your home.  
- A word to the wise - do not discuss price, terms, possession or other factors with the customers. Refer them to your real estate agent. A realtor is better equipped to bring the negotiation to a favourable conclusion.  
Is all this effort worthwhile? Simply consider that you are competing for the buyer's attention with other families who are also selling their homes. Time and effort invested to make certain that your home is shown in its best light not only will give you a competitive edge, but will also help you get the best price for your home.  
*For more information on this series of articles or help with your own real estate needs, please call Don Hearn Sales Rep\* at the office 877-5165 or at home 853-4244.*

**THIS WEEK'S FEATURE HOME...**



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