

Make sure you 'read' your salesperson before accepting

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By JAMIE JOHNSTON

Every time you invite a salesperson into our house to make a presentation you put yourself and your home on display.

Good salespeople are trained to read potential clients, identify what their needs are, and then satisfy them; identify what type of people they are and then talk to them in their language.

I know that good salespeople operate in that fashion because, as part of the real es-

tate community, we train and emphasize that type of behaviour.

And, we're not ashamed to admit it.

Because, if we are successful, our salespeople will deliver what the customer wants in a way they want to be sold. And that translates into more sales for us.

But, at the same time the customer should let me change that to must - "read" the salesperson making the presentation.

If the salesperson does not have an or-

ganized presentation of how they will market your property once listed, chances are they won't do anything if you give them the listing.

As well, salespeople who pay attention to the details will generally do a better job of servicing your listing. And that's what you want.

Gone are the days of the congenial salesperson who is a friend to all. If they tell you "what you see is what you get", then

chances are you won't see any planned activities to promote your property and even less chance of seeing your salesperson once your listing becomes several weeks old.

So, make sure you "read" your salesperson to determine whether they can, and will, deliver on the promises they make when trying to get you to sell with them.

For a free copy of *Moving Checklist*, contact the Canada Trust/Realtor office nearest you.

Countrywide is a success because of our salespeople!

FOR SALE



Countrywide
Independent Member Broker

Countrywide

Campbellville Realty Inc.

...THE OBVIOUS ALTERNATIVE

We specialize in Country Properties & to serve you better we are members of the Oakville, Milton & District and the Guelph & Districts M.L.S. Boards.



SYLVIA BURSEY
Broker/Owner



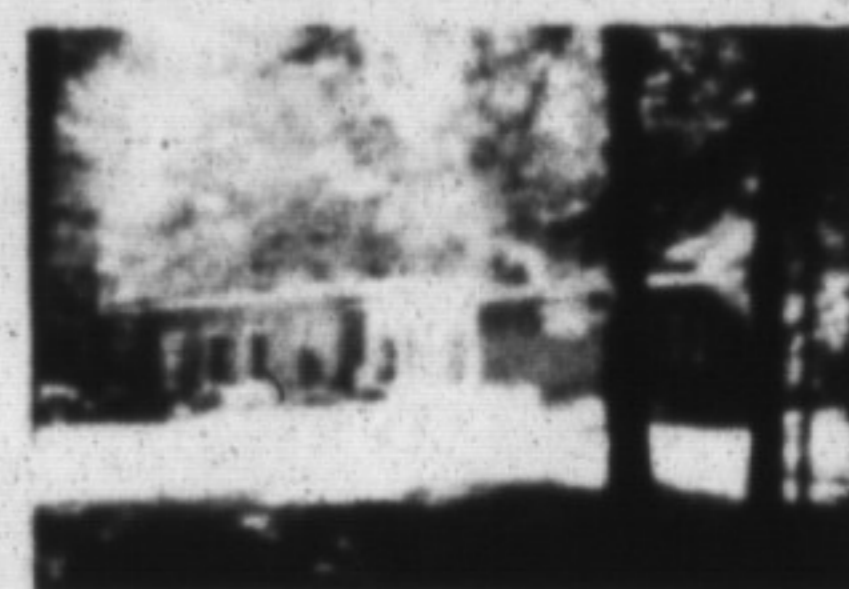
DAZZLER!

Made for your family. Features 4 bedrooms, 2 baths, Canac custom kitchen overlooking dining area and family room. Beamed ceilings and natural wood trim throughout add to the warmth this home radiates - all set on a one acre lot backing onto woods. Asking \$329,000. Call Heather to view.



LOOK! LOOK! LOOK!

At this excellently built 3 yr. old home on .8 acre lot. Everything of best quality including oak kitchen with walkout dining area. Sunken living rm. with cathedral beamed ceiling & full window wall overlooking green pastures. 3 bedrooms, 2 baths, main fl laundry, elec. air cleaner, central vac., etc. \$329,900. Call Isbell-Hoakne Off. 854-2777 Home 854-2131



MOTHER NATURE WOULD LOVE IT!

You'll recognize the terrific value! 6.1 acres of hardwood forest with 668' frontage. Just 3 km. from Campbellville and 401. Unique brick bungalow and separate 2 car garage completes the perfect picture. Live in the woods not in the street! NOW \$399,000. Call Heather for viewing 878-5624



HEATHER ASHBEE
878-5624



YOUR OWN PRIVATE HILLTOP CHARMER!

Enjoy the tranquility of country living in this custom built, 8 yr. old farmhouse style home. Situated in town on a one acre hilltop lot overlooking rolling countryside. Close to all amenities, 15 min. N of 401, 10 min. W of Guelph. The best of both worlds. \$319,900. Call Heather for viewing 878-5624.



GENTLEMAN'S ESTATE

Located approx. 4 mi. from 401 & Guelph Line on 4 acres of manicured property with pond, long paved lane & inter-locking brick walkways. This impeccably maintained home has 3 bedrooms, 3 baths, large oak kitchen with walkout, pine Florida room, formal dining room & living room with fireplace, huge family room with fireplace and walkout, plus a separate 2 bdrm. inlaw or nanny suite. Double + garage, home comes with many extras including a satellite TV dish, you won't want to miss this one. \$549,900.

NEWLY LISTED IN KILBRIDE

Bright, 3 bed, maintenance free bungalow featuring family room with woodstove, hardwood floors, country kitchen and possibility of sep. inlaw suite. Private 1/2 acre ravine lot backing onto conservation and stream. Asking \$215,900. Call Heather to view 878-5624



DIANE ROBINSON
878-4393



A SHORT DRIVE TO PARADISE

Secured at the end of a long line on 46 beautiful tree acres, you will find a brand new 2800 sq. ft. quality built Ranch Bungalow, with three walk-outs to a private professionally landscaped yard, many upgrades and extras, a 24x48 barn and guest Cottage. Less than 10 minutes to 401 & Hwy. 25. Asking \$799,000. Call Sylvia Bursey 854-2777 for appointment.



STUNNING DEPARTURE FROM THE ORDINARY!

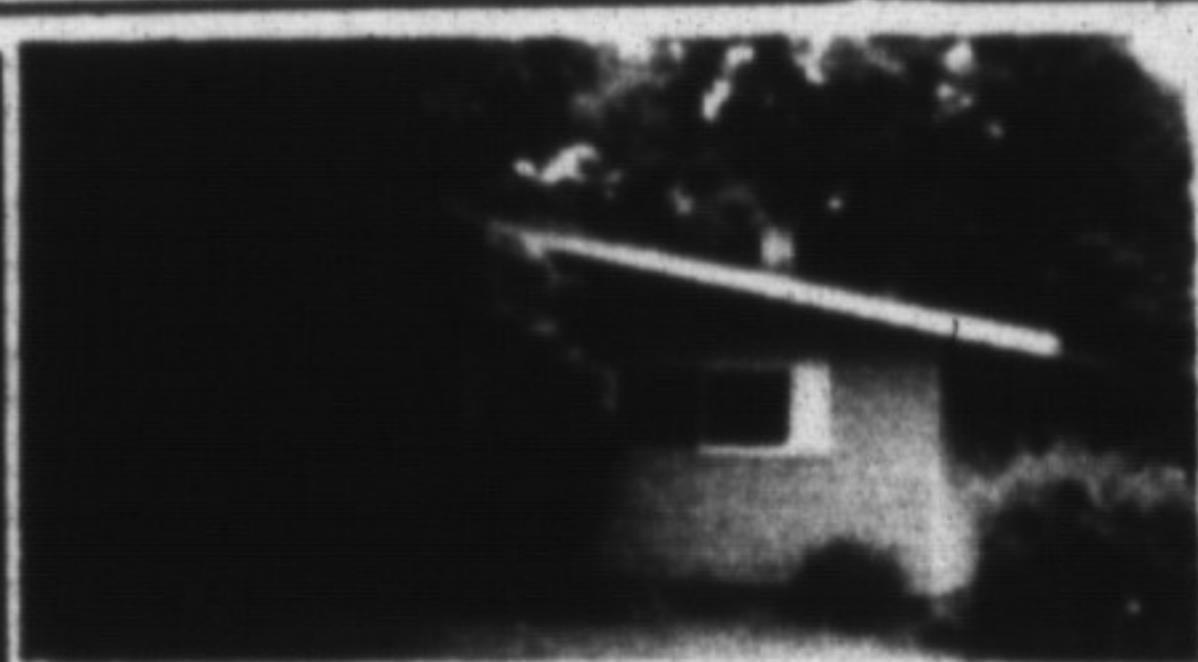
Architect created an outstanding and unusual home. From the bright and airy open concept living area to the generous use of windows, skylights and wrap around decks. Separate self contained guest cottage completes this picture. All set on 16 acres of natural woodlot with stream. \$495,000. Come and view with Heather 878-5624

PRESTIGIOUS ENNISCLARE WOODS

Phase 2 is under way and we have several lots available on which you can build your dreamhome. Lots range from 2 to 9.6 acres from \$220,000 per lot. One of the most desirable locations in the area!



ISABELL HOSKINS
854-2131



PERFECT BEGINNING OR ENDING!

Come on out to Campbellville and see this neat 2 bedroom + bungalow with finished basement on 1/2 acre tree lined lot. Plans approved for a 1,400 sq. ft. addition. Asking only \$216,900. Call Sylvia.



LOOKING FOR YOUR DREAM HOME? BRAND SPANKING NEW IN ROCKWOOD

All the things you've always wanted in a new home are found in this 2 storey, 4 bedroom, 2200 sq. ft. home. Numerous upgrades and a large wooded lot make this a very attractive house. Ready to move in, act fast. \$299,900. Call Heather for more details 878-5624.



A PLACE FOR THE FAMILY & INCOME TOO!

To own a historic landmark plus a thriving business located in the tourist haven of picturesque Rockwood. This stone and pine building has 5,200 sq. ft. consisting of a 2,200 sq. ft. luxury 3 bdrm. apt., 400 sq. ft. office, a fully equipped tea room restaurant, a gift/antique shop business plus a full basement, 600 sq. ft. finished. Extensively renovated building and mechanically updated one year ago. An excellent opportunity for a live-in family business. Asking \$599,000. For more details call Sylvia Bursey 854-2246.



WALLY HUNTER
876-1664

LINDA MULLIN
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