

business beat



RODEEN ANTROBUS
Top sales agent

Family Trust Corp.

Markham office tops again

LISA PARTSA
Staff Reporter

For the third time in five years, Markham's Family Trust office was the firm's top producing office in southern Ontario during 1983.

The office, which was founded by President Tom Shea 28 years ago, topped the other locations with a sales volume of \$26 million.

An awards night was held on Feb. 15 at the Inn on the Park to honor the top 100 associates, 18 of whom were from the Markham office. Ninety agents were awarded the Family Trust Gold Pin for sales in excess of \$1 million.

The top sales agent for the corporation

was Sophie Tan, from the Scarborough East office. She sold \$4 million and was awarded with a trip to Hawaii and a color television.

According to Mr. Shea, Markham's top agent for 1983 was Rodeen Antrobus.

"She has been with the company for over four years, and has been in the top 10 ever since the beginning," he said.

Ms. Antrobus, who has been a Markham resident for six years, said she puts in at least 12 hours of work each day.

She attributes her success in 1983 to plain hard work. "You have to do a lot of basic work," she explained. "Door-knocking and being very persistent certainly helps," she added.

Markham's second top-producing agent

was Linda Killackey, who sold just under \$2.5 million last year.

Mr. Shea said he and the 30 Markham agents owe their success to the fact that "we've been here for 28 years, and people respect an established business." He also said the public appreciates the fact that the corporation is not American based.

He said Betty Weber, previously one of the top agents in the company, did well in her first year as manager of one of the busiest offices in the corporation.

Mr. Shea said the Markham office is currently planning to expand by joining the house north of the office. He said there will be five additional agents hired to accommodate the current growth in real estate.



TOM SHEA
Family Trust President



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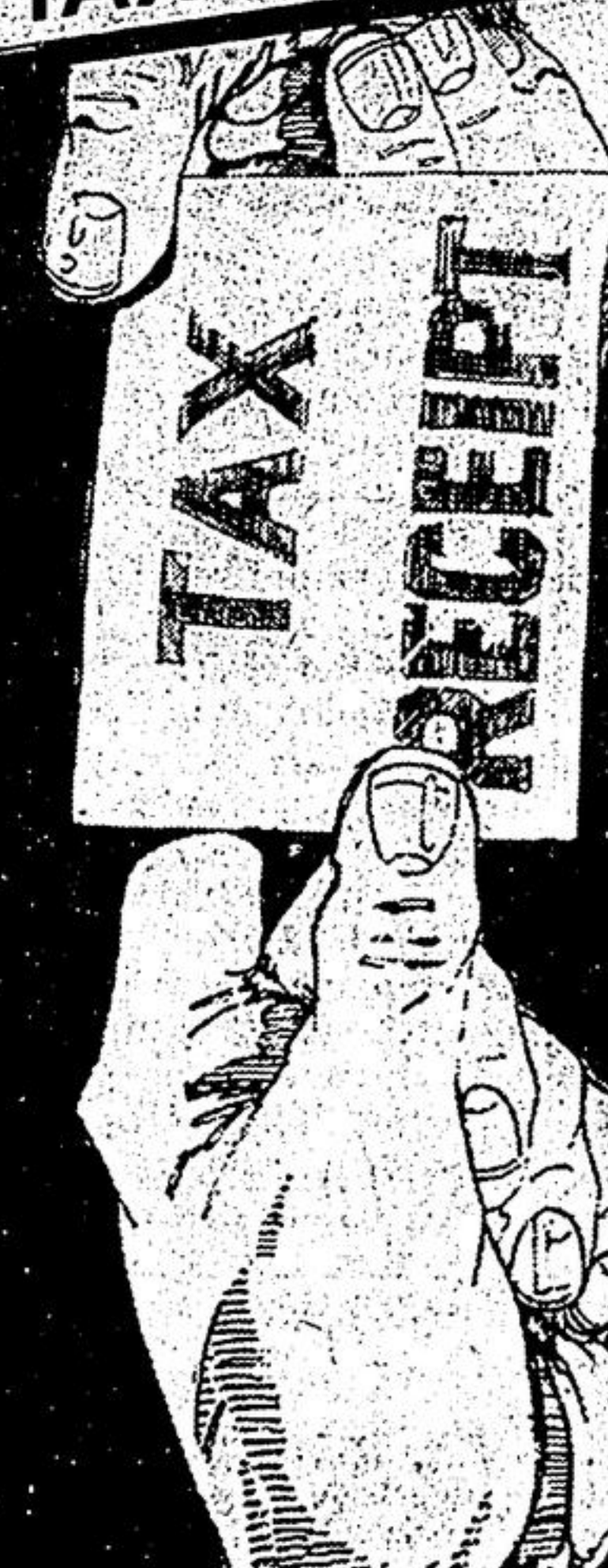
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We regret any inconvenience this may have caused.