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REAL ESTATE TIPS

THINK AGAIN BEFORE YOU COUNTERSIGN



There was a recent case of a young couple who listed their house for sale and promptly received a very fair offer - an ideal situation since the husband had been transferred and they wished to move without delay.

They were pleased, of course, but because the offer had come almost immediately and was slightly below their asking price, they decided to "sign back" the offer at the full asking price.

The Real Estate Agent informed them that the buyer had refused to accept the signed back offer which, therefore, was now null and void.

"Well, alright, we'll accept the first offer then," the husband replied. But the buyer had cooled off and was now no longer interested. The couple never again received as good an offer and finally months later had to sell for considerably less.

There is a lesson here for many home owners who do not realize that a signed offer is a legal obligation to buy. If they as much as change one word, it may make the offer worthless.

Think well before you sign back an offer. If it is a fair offer, it may also be your best offer - ever.

RE/MAX MARKVILLE REALTY LTD. REALTOR

Business Beat

Peterson knocks free trade in Markham area speech

By MAXINE SHARE

Premier David Peterson warned guests at a Markham Board of Trade dinner last Wednesday that a free trade agreement with the United States could threaten Canada's economic future.

Canadians must "say no to building fortress North America," he said in a 20 minute speech at the Chimo Hotel.

"The greatest danger in this discussion is it diverts from the real problem of international competitiveness," he told about 250 business leaders.

We have to start viewing "the world as our potential market, and adapt ourselves to a new standard of international competition," he said.

Canada is falling behind in developing new technology and new methods of production that would allow us to be successful in a world market, Peterson said.

In the meantime, "all of our competitors are making plans to step boldly into the future," he added.

He cited Singapore as an example.

"They have plans to double the number of engineers they are producing in the next four years."

But our post-secondary institutions are not keeping up with the demands of the high-tech world, he said.

He told the audience funding for these schools has been below the inflation rate for 10 years, and his government is committed to changing that.

The skills of our graduates "must match others around the world." And existing business must keep up with production changes "so they can be on the leading edge of technology."

At this point in our history, Canadian production methods are not looked on favorably in the international arena, he said.

A Japanese businessman recently said this country "has an industrialized standard of living and third world production methods."

In an effort to make Canada more competitive in the future,

the government has set aside a \$1 billion excellence fund to be administered to research facilities and major universities over a 10-year period. The purpose of the fund is to encourage high technology research and development.

"We have to put a premium on new discoveries," said Peterson. The future of Canada lies in brain power, "not commodities."

Softball game on Wednesday

Milliken's Armadale North Mixed Softball league is holding an exhibition game 6:30 p.m. Wednesday in a bid to get enough players for a four-team loop.

New registrations are welcome at the game, being held at Denison Park on Denison St. just east of Kennedy Rd. For more information contact Chris Majztrik at 479-3089.

You are cordially invited to attend a

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- * Retirement Options: (RRIF's Annuities, Income Payment Plans.)

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DATE: Wednesday, May 20th 1987 **PLACE:** Latcham Hall
 Park Rd. South
 Stouffville, Ont.


TIME: 7:30 p.m.

Free Admission. Seating by reservation only.
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