

Real estate reference book addresses buyers', sellers' commonly asked questions

By **RENA GALANIS**
Advertising Features Coordinator

For most people, the purchase or sale of a home is one of the biggest deals they'll ever make.

Being an informed and educated consumer or seller is not only prudent "it is imperative," says associate broker, Jennie Cook, of Century 21 Armour Real Estate.

Keeping a client informed of all the facets of a purchase or sale has been part of Cook's mission statement over her 14-year career. Recently, she's put this working mandate in writing by publishing a book, *Jennie Cook...Excellence in Real Estate*, which addresses all the issues clients need to be aware of and leaves them with no surprises.

"I compiled the answers to all the questions my clients have had over the years into one comprehensive book which takes a buyer and seller through the processes step-by-step," Cook says.

Response has been "excellent" and has come from a variety of sources including other agents, she adds.

"Clients have told me that they're more prepared for their transaction after reading the book," Cook says. "They can better qualify themselves and are generally more prepared."

And because the book lays out information

concisely, agents have commented it's a handy reference for general information.

Indeed, all the bases are covered and chapters include, Preparing Your Home for Sale, Buying a New Home, Understanding Your Mortgage Options, Forms and Statistics and Marketing Plan.

A meticulous professional, Cook has earned the top Century 21 International award, the Centurion, 11 times.

In addition, she is in both the Canadian and International Century 21 Hall of Fame and was named salesperson of the year in Canada in 1992.

Having started out in the business as a secretary, Cook delved into the field after asking her then boss, Century 21 Armour owner, Doug Meharg, for a raise. His response: "The only way to get a raise around here is to get into real estate."

She took on the challenge and hasn't looked back since.

Cook credits the fact that she is driven by the desire to excel and not by money as part of her secret to success.

Education, organization, a pleasant demeanor, easy smile, and extremely supportive family are also at the core.

"I found my niche. I love people and it's been an extremely rewarding career."

Jennie Cook...Excellence in Real Estate is available through Century 21 Armour Real Estate. For more information call them at 905-471-2121.



Century 21 Armour Real Estate Inc.'s associate broker, Jennie Cook, has been awarded many times over for sales excellence. She has parlayed her knowledge and experience into a reference book for buyers and sellers, *Jennie Cook...Excellence in Real Estate*.

Be water-wise this summer

Each year more than 600 Canadians die in water-related emergencies that could have been prevented. The Canadian Red Cross Society has long offered comprehensive water safety programs to reduce water-related injuries and drownings. But this summer there's a new twist: swimming and water safety book, video and

posters designed for use by everyone, not just instructors.

"Swimming is a life-long activity. For the first time, everything Canadians need to know about water safety, swimming strokes and safe diving is available in a comprehensive package," said Cindy Lyon, national coordinator. (Please see page 15)

The law firm of

MINGAY & VERESHCHAK

is pleased to announce that:



SUSAN L. CROTTEAU B.A., LL.B.
is now associated with the firm

Ms. Crotteau will be practising family law including divorce, separation agreements, support, custody and access issues. She will also handle estate and general litigation matters.

She comes to the firm with a strong academic background and experience in family law. Her law degree was achieved from the University of Ottawa with cum laude standing. Ms. Crotteau is fully bilingual in French and English and is also conversant in Spanish.

Mingay & Vereshchak offers a wide range of legal services to the community including real estate, wills and estates, civil litigation, wrongful dismissal, corporate/commercial and municipal law. Now with the addition of Susan L. Crotteau to the firm, we are pleased to be able to provide services in family law. The firm, which now consists of 6 experienced lawyers, has been located in the heart of Markham for 40 years.

MINGAY & VERESHCHAK

BARRISTERS, SOLICITORS
AND NOTARIES PUBLIC

81 Main Street Markham, North
Markham, Ontario L3P 1X7

Telephone: (905) 294-0550 Fax: (905) 294-9141

10⁰⁰ off SERVICE SPECIAL

If your air conditioner is not working to its maximum efficiency, clip this coupon and **SAVE \$10.00.**

Present this ad upon completion of service.
Residential only. Expires August 30/95

AIR CONDITIONING SALE
SAVE \$150⁰⁰ before JUNE 30/95

UNIONVILLE
HEATING & AIR CONDITIONING LTD.

479-1290
Sales - Service - Installations

ON CALL 24 HRS. INCLUDING ALL WEEKENDS THIS SUMMER

AIRWALK
FOOTWEAR



the **Jim shoe**

Let's say that you do get your foot in the door and the rest of you is still outside... what do you want your shoe to say about you? The Jim Shoe. Full grain leather. Nu Buck. oiled suede or canvas over gum rubber outsoles.



AIRWALK **ERB**
Simple **WALK** **NO FEAR**
HOURS
Mon. - Fri. 10-7
Sat. 10-5
Sun. 12-4

WATER SKIS
etc.

Richmond Hill
(Hwy. 7 & 404)
160 East Beaver
Creek Rd., #8
(905) 731-6082
Haliburton & Markham



20% off
ALL SHOES
Great Selection!