

# REM

Issue #221 November 2007

## Making Your Difference

Kevin Lynch's contest challenges youth to improve their communities

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Realogy revives Better Homes and Gardens

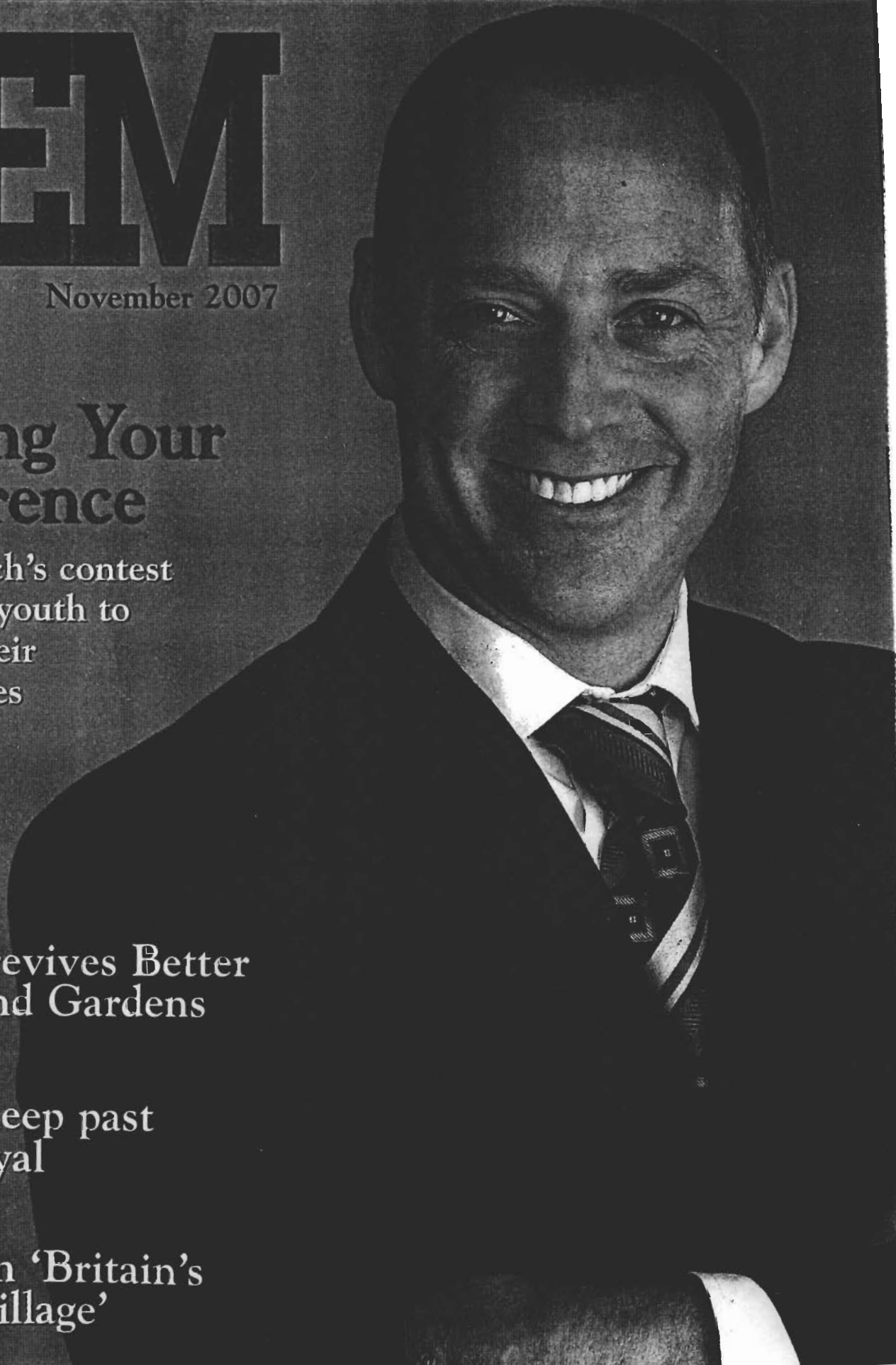
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How to keep past clients loyal

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Trouble in 'Britain's Perfect Village'

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## REAL ESTATE UPDATE

JAMES MACDONALD

### QUICK SALE QUERY

QUESTION: I listed my home with a Realtor on a Friday and had it sold on Saturday. Do you think he really earned his fee?

ANSWER: He certainly had! In fact, more so than the broker who would take several months to close the same sale. If it were the other way around, you would be asking the same question. A quick sale is not a matter of luck or lack of effort. Your Realtor has built up a bank of excellent prospects through hundreds of hours of phone calls, showing homes, interviews and advertising. He has tapped this bank. He has done his homework and made a big investment that has paid off — FOR YOU!



When a REALTOR MAKES A QUICK SALE it is rarely a matter of luck.

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### Law firm expands to Kelowna

Spagnuolo and Company Real Estate Lawyers in Westbank, B.C. is expanding to the Okanagan. Tony Spagnuolo has joined the

law firm of Bassett and Company and the new firm is now called Bassett Spagnuolo Legal Offices.

The head office for Bassett Spagnuolo Legal Offices is in Westbank, but plans are underway for expansion throughout the Okanagan Valley. The staff at Bassett and Company has all been retained, ensuring a smooth transition for its clients.

The company says it will "take advantage of the enhanced technologies, improved management systems and singular focus on client service that has made Spagnuolo and Company Real Estate Lawyers a leading residential law firm in Greater Vancouver".