



SALES PROMOTION ASSOCIATION, INC.

FEBRUARY 9, 2007

ANNOUNCEMENTS: Jack Weber, chairman of the membership committee, has received an application from Gwen Mc Millan who is with VIPConcierge Travel & Event Planning. President Paul Mench called for a vote and the application was approved.

A guest sheet has been printed which must be filled out each time you bring a guest. This is to eliminate any problems for our treasurer and prevent charges to members if their guest is a potential member and therefore not chargeable.

The problem with G&G has been amiably straightened out. Dana Gans phoned Paul Mench and said he had no idea there was a problem and adjusted right away the member cost for the luncheon at G&G to \$14 per member and the Holiday Party to \$50 per member. Thank you, Dana!

Treasurer Frank Semon has \$1,700 in the till and allows that the \$600 we owe on the party is covered by \$500 coming in for guest fees.

SPEAKER: Nick Tsottles started in the residential real estate business in 1977 at the tender age of 23. His first sale was one to a friend who waited to buy until Nick had qualified for a license- a VERY loyal client!

He spoke of and passed out samples of the old listing card which is what agents worked from only 25 years ago and compared them to the highly detailed multi information now available, not only to agents, but to the general public via the internet. Samples of beautiful brochures complete with many photographs of the property for sale that Nick has handled in the past year.

Nick thinks the market will bounce back for this spring and again in the fall after the usual summer doldrums. First time buyers are putting down an average of 2%. What a difference from the past!

If you know anyone who is going to sell or wants to buy call Nick at 410-561-2998.

50/50 WINNER: Who else- Nick Tsottles!

SPEAKER NEXT FRIDAY WILL BE ENOCH MAILING SOLUTIONS