

THE CONWAY-GRAM

Vol. LIII, No. 54

May 10, 2010

WOW - SINCE THE PERSONALIZED 14 REASONS FLYERS WERE POSTED IN THE GRAM last week, the Marketing Department has received almost 20 requests for this great piece. The 14 Reasons can be used for Open House packets and Listing Presentations, and also for farming expireds, mailbox hangers, mailing to just solds or just listed. **Debbie Powers** and the Ad Group plan to post a marketing piece each month to trigger ideas for orders.

IT WAS A WILD WEEKEND IN THE SANDWICH OFFICE ... Manager **Beverly Comeau** sent along this great report: "April 30 thru May 2 may have set a record - at least a record for the past three years. Seven closings in one day for a total sales volume of \$2,121,500! Three accepted offers for a total sales volume of \$1,847,400 - and none were first time buyers trying to beat the expiration of the tax credit. Our fourth-annual Yard Sale surpassed our previous events bringing in \$1,300 for our two local charities - Hospice and Palliative Care of Cape Cod-McCarthy House and Sandwich Food Pantry."



Shirley Lafler, Diane Thayer, Marilyn Dexter, Catherine Thomas, Sue Turgeon & Susan Hall

CHRIS DEVLIN OF OUR WESTWOOD OFFICE ... is in charge of the annual meeting of the Gold Star Mothers of Massachusetts, a group which she serves as president. They had a big event at UMass-Boston and she needed three speakers, one from the military, one from the Veterans and one from the private sector. I was very pleased that Chris asked me to be the speaker from the private sector and I did my best to give an oration suitable for the Gold Star Mothers group. ... Chris is finishing her second year as president of this proud group. I was pleased to have the opportunity to honor the men and women who have given their lives for our country, including Chris' son, Michael, who died in Beirut in 1983 in a suicide bomb attack. 213 other U.S. Marines also lost their lives in that terrible encounter.

ANOTHER NEW LEASE ... Thanks to **Susan Conway**, our Mattapoissett and the improving climate in the real estate market. Most of our properties are getting leased up and we are very happy to have such good tenants with us. In return we try very hard to keep the properties in tiptop shape, we don't charge our tenants too much rent, we are certainly lower than the going market in most cases and we value our tenants. The latest to join our family is Masterpeace Co., which is run Amy Harrington of Marion and they have taken space on the second floor of our beautiful building in Mattapoissett. Amy's venture is a health care service and we wish her a successful tenancy in our building.

Who's Who in Conway Country

JANET BAXTER, BROCKTON MANAGER reports that Maria Henriques of her office recently closed on a deal on Woodard Ave. in Brockton for \$200,000, (her customers are being financed by CHM!) and Maria got these buyers as an upcall in 2007. "She worked with them on and off and always stayed in touch, and finally they were ready to buy. Maria never gave up and she is also the first agent in my office to get her sellers to offer a Buyer Bonus." Great job, Maria, this is exactly what Carol Bulman was talking about in her latest UpTime newsletter - the importance of **staying in touch!**

AND THERE'S MORE! ... After reading UpTime #22 **Pat McGrath** of the Hingham office had this to say, "This is SO true! I just received two listings from a gentleman who's home I had listed last year, and it did not sell...they were actually quite happy because it was a financial situation that forced them to think of selling. When that was remedied, they stayed put and everyone was happy. He was so pleased with me that he gave my name to one of his employees, and I have now listed his home, and he also gave me his Mom's listing which will go on MLS this week. I also just bumped into the chemistry teacher who taught next to me when I taught Calculus at Avon HS, and he told me he is giving me his mother's home to sell within the month, because 'he trusted me.' ... So stay in touch, follow up with notes, emails and phone calls. You want **your** name to be the name that comes to mind when thoughts turn to buying or selling real estate.

THE NORWELL VISITING NURSES ASSOCIATION RUNS A GREAT ORGANIZATION ... and they have included hospice in the bundle of services they offer to the community. They are running a little fundraiser to benefit their many activities on July 26 at the Indian Pond Country Club. We won't be playing golf, but we will send along a little donation to show our support for the organization. **Joanne O'Regan**, who is working with us in our Relocation Dept., has been involved with this group for years and she has worked with their tournament director, Olga Gianelis in many activities.