

Al Ring

Century 21 Florence Realtors

November 1, 1977 to July, 1981

**4140 Shelbyville Road
Louisville, KY 40207**

By Al Ring, 2007

September 23, 1977—I took the Kentucky Real Estate’s Salesman’s examination and passed. By November 1, 1977, I had officially joined Century 21 Florence Realtors at 4140 Shelbyville Road in St. Matthews. In November, I had one sale and one listing to start my career. Also in November I completed Century 21, 2 & 1 Training and Weikel Real Estate Sales School. (Note: I decided that since I was in this for the long haul I would try and attend every training opportunity and earn every designation that I could because I was helping people make one of the most important decisions they ever would make. I felt they deserved the best.)

I started 1978 with an award for Top sales Associate in the Louisville area from Century 21, passed the Realtors Institute of Kentucky’s first class of 33 hours towards the G.R.I designation. I also completed the Real Estate Career Development Program. I received my first Century 21 Million dollar Sales Achievement award.

In February 1979, I took and passed the state of Kentucky Brokers Test for the Brokers License, the highest license you can have in Real Estate. I also completed the second class for the G.R.I. designation of 33 hours. During 1979, I bought my first rental property; needed quite a bit of fix up which I did. For several years I bought, rented and sold many homes.

In January 1980, I became Sales Manager for Century 21 Florence Realtors, and got my second Century 21 Million Dollar sales award. I also completed the third G.R.I. class of 33 hours and received my G.R.I. designation. Also in 1980 I took courses 1 and 2 from the Realtors National Marketing Institute. Advanced Selling Practices and Successful Career Planning Through Organization and Time Management Practices. These were for the designation of C.R.S. I also completed the Century 21 Investment Qualification Course. In November, after many months of preparation, I started a Limited Partnership called Winding Investments. Several of us got together and I bought investment property for the Partnership. The idea was to receive rental income and have the houses appreciate and then sell them, all the time providing a tax loss for taxes. The tax loss worked well, but the rental market went to hell in Louisville and so the income cash flow and appreciation did not work.

In July 1981, Frank was getting ready to change his business so I decided to join the largest Century 21 in Jefferson County, Kentucky, Century 21 Joe Guy Hagan.

I should say here that Franklin Florence was my real estate mentor and I could not have had a better one. He provided me the tools and guidance that really helped me in my real estate success. Though later in the Fire Service Frank and I had a falling out, I owe him greatly for all his mentoring in the Real Estate field.

Century 21
FLORENCE REALTORSSM

4140 shelbyville road louisville, kentucky 40207

"Each office is independently owned and operated"

AL RING/associaete

bus. (502) 895-0562 res. (502) 896-4271

Al Ring
896-4271



Century 21
FLORENCE REALTORS

We're Here For YouSM
Each office is independently owned and operated.
895-0562

You deserve an "Award Winner" working for you when buying or selling Real Estate



Century 21
FLORENCE REALTORS
Independently owned

CALL AL RING
896-4271

Each office is independently owned and operated.
895-0562

F R O M

EDUCATIONAL TESTING SERVICE
BOX 2837
PRINCETON NJ 08540

REAL ESTATE LICENSING EXAMINATIONS

RESULT -- PASS

T O

ALAN D RING
6605 TOTTENHAM RD
LOU KY 40207

TEST TAKEN - SALESPERSON
ADMIN DATE - SEP 77
ID NUMBER - 180262
STATE - KENTUCKY

Let the nation's fastest growing real estate organization do the job for you...quickly and profitably!

Why list with Century 21?

LOCALLY OWNED

CENTURY 21 is one of the largest real estate organizations on this continent. Unlike large chain companies, CENTURY 21 is not impersonal. The CENTURY 21 office serving your area is owned and operated by an independent broker who has been around your neighborhood for a long time and plans to be around even longer. This "pride of ownership and community involvement" means more personal and professional service to you.

MASSIVE ADVERTISING

Massive newspaper advertising is just the beginning. Attractive brochures and direct mail pieces are widely distributed to the very people who will be interested in purchasing your house. As an added bonus, CENTURY 21 is now advertised on radio and television in many areas.

PROFESSIONAL SALESPeOPLE

All CENTURY 21 salespeople are highly skilled professionals whose only business is real estate. They are also a part of the most intensive continuing training program in the history of the real estate field. This allows them to keep abreast of the latest developments in the market, thus assuring you of the highest degree of excellence.

GREATER EXPOSURE

CENTURY 21 works closely with every major multiple listing service in your area. This, plus its own listing service and a national referral program, means more potential buyers will be exposed to your property.

FULL SERVICE

At CENTURY 21, management personnel are trained to expedite loan processing, conveyancing, financing and insurance. You are assured assistance in seeking a fast, smooth transaction.

In other words . . .

CENTURY 21 offers you The Best of Two Worlds . . . all the personal attention that only a local independent broker can give, plus the obvious advantages provided by a large, dynamic real estate company.

Don't you want the Best Of Two Worlds?



JENT 1000-77-78

Dear Friend:

Please let me take this opportunity to thank you for doing business with me in the past and for helping me be a successful business man.

For many years I have wanted to sell real estate and I had set two main goals to reach before I would consider doing so. Those two goals have been met and with your continued help I believe I will be successful in the field of real estate. The goals I set were being with a well known aggressive agency and with an agency connected with CENTURY 21. When Mr. Florence of CENTURY 21 Florence Realtors invited me to become an associate of his, my dreams came true and I have made the change.

CENTURY 21 being a national concern that offers training programs and advertising that no other real estate agency can offer, and Mr. Florence having a well established agency and having earned the professional recognition of Certified Residential Broker, of which there are only six in Jefferson County, I honestly believe I can offer you the best of professional service in the area of real estate. So, please in the future, if I should ever be able to help you or your friends in the area of real estate, I would consider it a favor and an honor to do so.

Thank you,

Al Ring

CENTURY 21
Florence Realtors
4140 Shelbyville Road
Louisville, Ky. 40207
895-0562 - 896-4271

SENT Jan 77

Dear Friend:

Please let me take this opportunity to introduce myself to you. I am Al Ring and I am 36 years old. I have lived in Windy Hills and Woodlawn Park since 1951. I went to Waggener High and Eastern State College, and have been a local business man since 1965. I am a Major on the St. Matthews Volunteer Fire Department, and my hobbies are furniture making and interior decorating. My wife, Carol, works at First National Bank and we live in a new home on Tottenham Road in Windy Hills.

I have mentioned these things so you might know a little about me, since I am going to ask you for your help. I have recently joined the CENTURY 21 Florence Realtors and I want to make this the area I specialize in.

CENTURY 21 being a national concern that offers training programs and advertising that no other real estate agency can offer, and Mr. Florence having a well established agency and having earned the professional recognition of Certified Residential Broker, of which there are only six in Jefferson County, I honestly believe I can offer you the best of professional service in the area of real estate. So, please in the future, if I should ever be able to help you or your friends in the area of real estate, I would consider it a favor and an honor to do so.

Thank you,

CENTURY 21
Florence Realtors
4140 Shelbyville Road
Louisville, Ky. 40207
895-0562 - 896-4271

SENT Feb 77

Dear Friend:

I realize it's been a while since we've seen each other, and for this I am sorry. I have gone into the field of real estate and I need your help.

For many years I have wanted to sell real estate and I had set two main goals to reach before I would consider doing so. Those two goals have been met and with your help I believe I will be successful in the field of real estate. The goals I set were being with a well known aggressive agency and with an agency connected with CENTURY 21. When Mr. Florence of CENTURY 21 Florence Realtors invited me to become an associate of his, my dreams came true and I have made the change.

CENTURY 21 being a national concern that offers training programs and advertising that no other real estate agency can offer, and Mr. Florence having a well established agency and having earned the professional recognition of Certified Residential Broker, of which there are only six in Jefferson County, I honestly believe I can offer you the best of professional service in the area of real estate. So, please in the future, if I should ever be able to help you or your friends in the area of real estate, I would consider it a favor and an honor to do so.

Thank you,

Al Ring

CENTURY 21
Florence Realtors
4140 Shelbyville, Ky.
Louisville, Ky. 40207
895-0562 - 896-4271

SENT 1-4-77

Kentucky Real Estate Commission

No. 11078

Hereby grants a

1977-78

REAL ESTATE SALESMAN'S LICENSE

To
 Firm
 Name
 Employing
 Broker

ALAN D. RING - DCSMN 56
 CENTURY 21 FLORENCE REALTORS
 4140 SHELBYVILLE RD.
 LOU., KY. 40207

FRANKLIN R. FLORENCE
 who has complied with the provisions of Chapter 324 of the Kentucky Revised Statutes
 IN WITNESS WHEREOF, we have caused the official seal to be affixed and attested this date,
 July 1, 1977

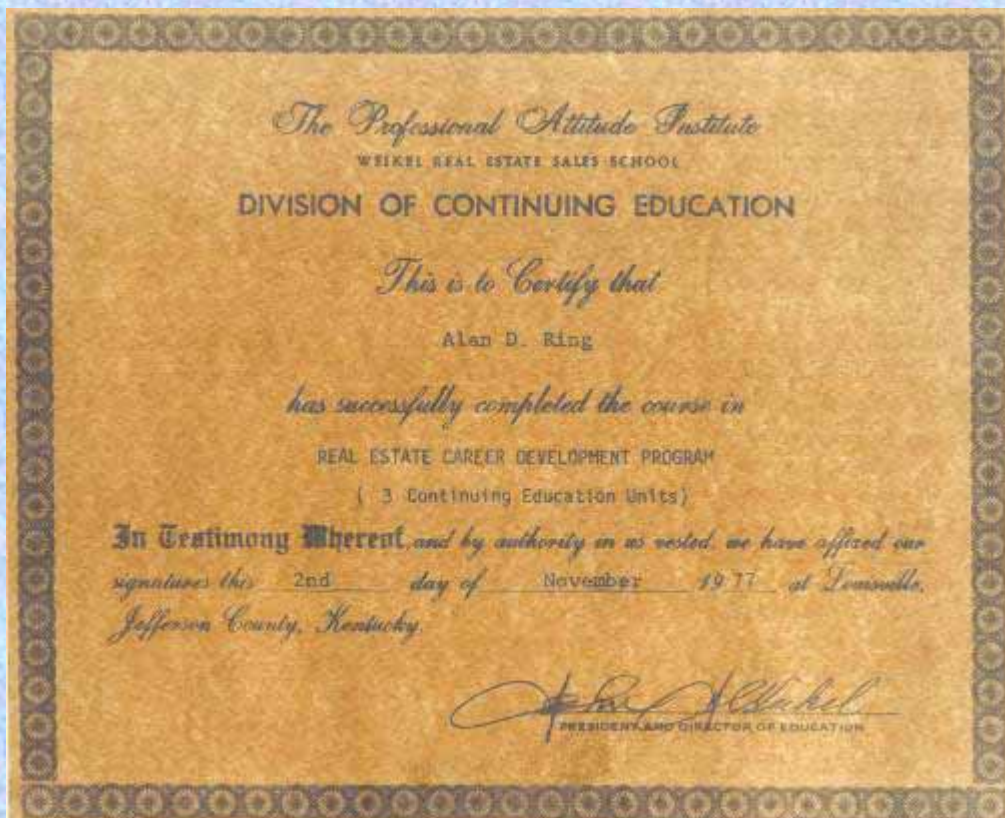


John A. Cellitt
 CHAIRMAN
Charles B. Brown G.R.I.
John H. Jones R.M.
Walter Mitchell
Eugene F. Land



THIS LICENSE EXPIRES JUNE 30, 1978

LICENSE MUST BE CONSPICUOUSLY DISPLAYED



Commissioners

John A. Celletti, Chairman
1335 Bardstown Rd.
Louisville, Kentucky 40204


Charles R. Brown
2111 No. U.S. Hwy. 41
Henderson, Kentucky 42420

Robert J. Enos
11 E. 5th St.
Newport, Kentucky 41071

Wheeler Nickell
1535 Carter Ave.
Ashland, Kentucky 41101

Eugene F. ...
5324
Lexi

Commonwealth of Kentucky



Kentucky Real Estate Commission

100 E. LIBERTY STREET
SUITE 204
588-4462

Louisville, Kentucky 40202

Member:
National Association Of
Real Estate License
Law Officials

Nat Sanders
Executive Director

October 25, 1977

ALAN D RING
6605 TUTTENHAM RD

LDU KY 40207

Congratulations upon passing your Kentucky Real Estate Salesman's examination on September 23, 1977.

Since you have become a licensee of the Kentucky Real Estate Commission on October 25, 1977, please be reminded that KRS 324.092 requires that you complete 30 clock hours of classroom instruction after that date at an approved or an accredited school and that certificate be on file at the Commission not later than October 25, 1979. We quote that Statute, in part:

"...Within two years after the date a salesman's license is issued, such licensee shall successfully complete thirty(30) clock hours of classroom instruction in real estate practices at an approved or accredited real estate school. Upon completion of such instruction, each such person shall file with the Commission a certificate showing that he has successfully completed such instruction. If such instruction is not successfully completed within two (2) years, his license shall not be renewed on renewal date..."

In your preparation for the examination, you are well aware of the requirements pertaining to the necessity of securing the 30 clock hours of instruction. Therefore, this will be your only (and final) reminder of this requirement.

We urge you to keep this in mind and to make plans for compliance before the last minute. Courses may be secured at schools approved by the Commission and at nearly all the Community Colleges located throughout the Commonwealth. If we may be of any assistance, please do not hesitate to contact the Commission offices.

Sincerely,
John A. Celletti
John A. Celletti, Chairman

MNH/mw

cc: Employing Broker

During the short time I had my license in 1977 I spent designing my first advertising program, letters to customers. I completed the Century 21, 2 & 1 training, the Weikel Real Estate school, and got ready for a productive 1978.

Kentucky Real Estate Commission

Nº 5119

Hereby grants a

1978-79

REAL ESTATE SALESMAN'S LICENSE

To

Firm
Name

ALAN C. RING - SLSMN 56
CENTURY 21 FLORENCE REALTORS
4140 SHELBYVILLE RD.
LOU., KY. 40207

Broker

who has complied with the provisions of Chapter 324 of the Kentucky Revised Statutes
IN WITNESS WHEREOF, we have caused the official seal to be affixed and attested this date,
July 1, 1978.

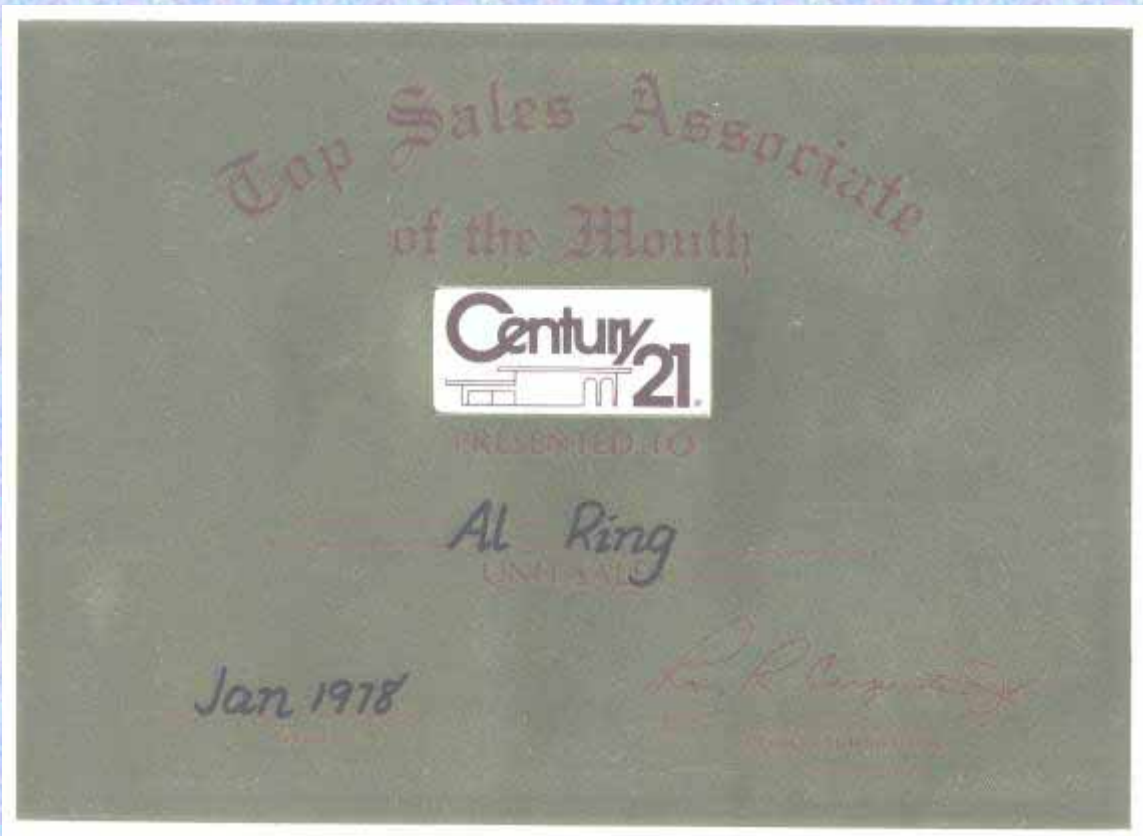


John A. Cellitto
CHAIRMAN
Charles R. Brown G.R.I.
Jack H. Neely
Walter Mickel
Eugene F. Land



THIS LICENSE EXPIRES JUNE 30, 1979

LICENSE MUST BE CONSPICUOUSLY DISPLAYED



COUNCILS 3&4

JANUARY 1978

PRODUCTION AWARDS

TOP OFFICE

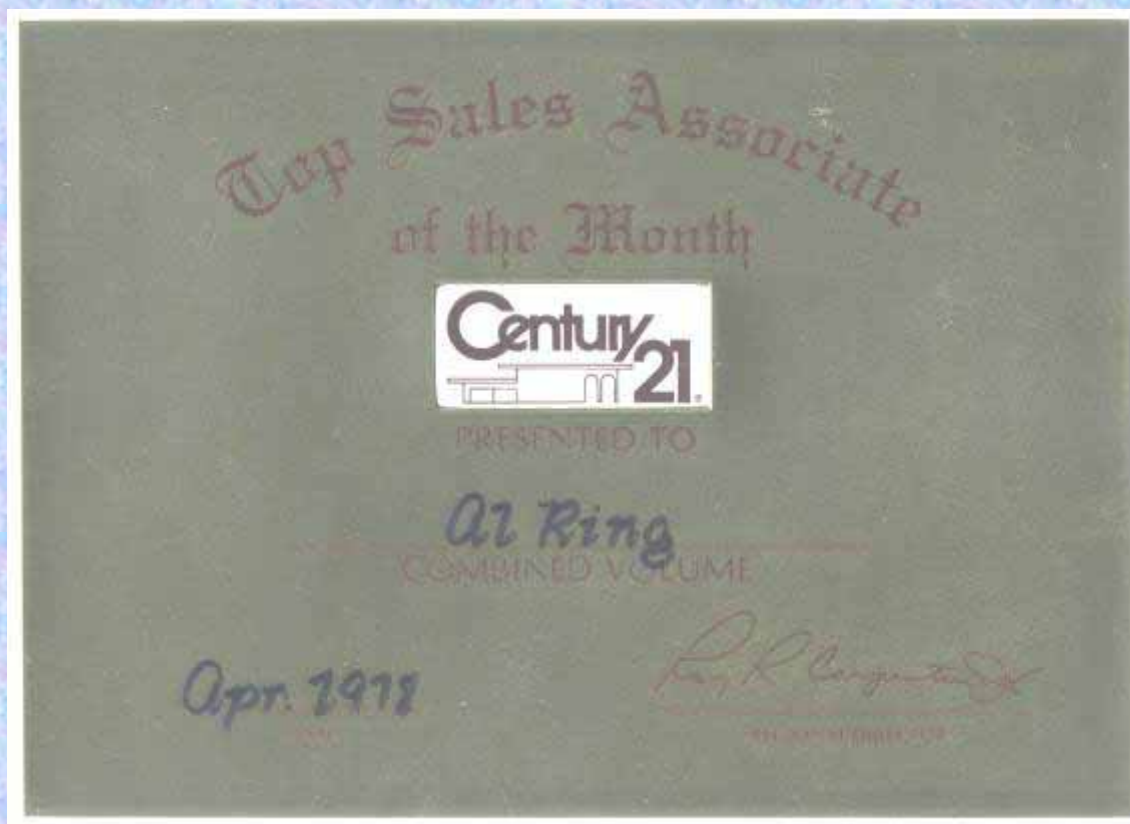
Recruiting	- NONE	
Referral	- CENTURY 21 Barr & Sipes	- 10
Selling	- CENTURY 21 Joe Guy Hagan Realtors (Hurstbourne)	- \$544,350
Listing	- CENTURY 21 Brooks-Wells Enterprises	- \$616,500
Unit Listings	- CENTURY 21 Adkins-Hall Realtors	- 22
Listings Per Assoc.	- CENTURY 21 Barr & Sipes	- 2.75
Combined Volume	- CENTURY 21 Brooks-Wells Enterprises	- \$1,133,000
Transactions Closed	- NONE	

TOP ASSOCIATE

Selling	- Donald Morgan, CENTURY 21 Brooks-Wells Enterprises	- \$214,500
Unit Sales	- Dorothy A. Fox, CENTURY 21 Betty Schutte Associates	- 3
	- Al Ring, CENTURY 21 Florence Realtors	- 3
	- Sandy Williams, CENTURY 21 S.G. Priest Co.	- 3
	- Chip Wigginton, CENTURY 21 L. Wigginton Real Estate	- 3
	- Donald R. Morgan, CENTURY 21 Brooks-Wells Enterprises	- 3
Listing	- Ernest L. Green, CENTURY 21 Brooks-Wells Enterprises	- \$285,000
Unit Listings	- Hank Hicks, CENTURY 21 The Reisert Co.	- 7
Combined Volume	- Donald Morgan, CENTURY 21 Brooks-Wells Enterprises	- \$446,500

THE \$100,000 CLUB

- Al Ring, CENTURY 21 Florence Realtors
- Sandy Williams, CENTURY 21 S.G. Priest Co., Inc.
- James E. Barr, CENTURY 21 Barr & Sipes
- Virgil Hall, CENTURY 21 Adkins-Hall Realtors
- Michael T. Cowley, CENTURY 21 Edelen & Corso Inc.
- Ruth E. Morganti, CENTURY 21 Joe Guy Hagan Realtors (Hurstbourne)
- Edith McKinney, CENTURY 21 Betty Schutte Associates
- James D. Sewell, CENTURY 21 Sewell & Associates
- Donald R. Morgan, CENTURY 21 Brooks-Wells Enterprises
- Ernest L. Green, CENTURY 21 Brooks-Wells Enterprises
- Fred Meade, CENTURY 21 Brooks-Wells Enterprises





PRODUCTION AWARDS

APRIL 1978

COUNCIL 3

TOP OFFICE

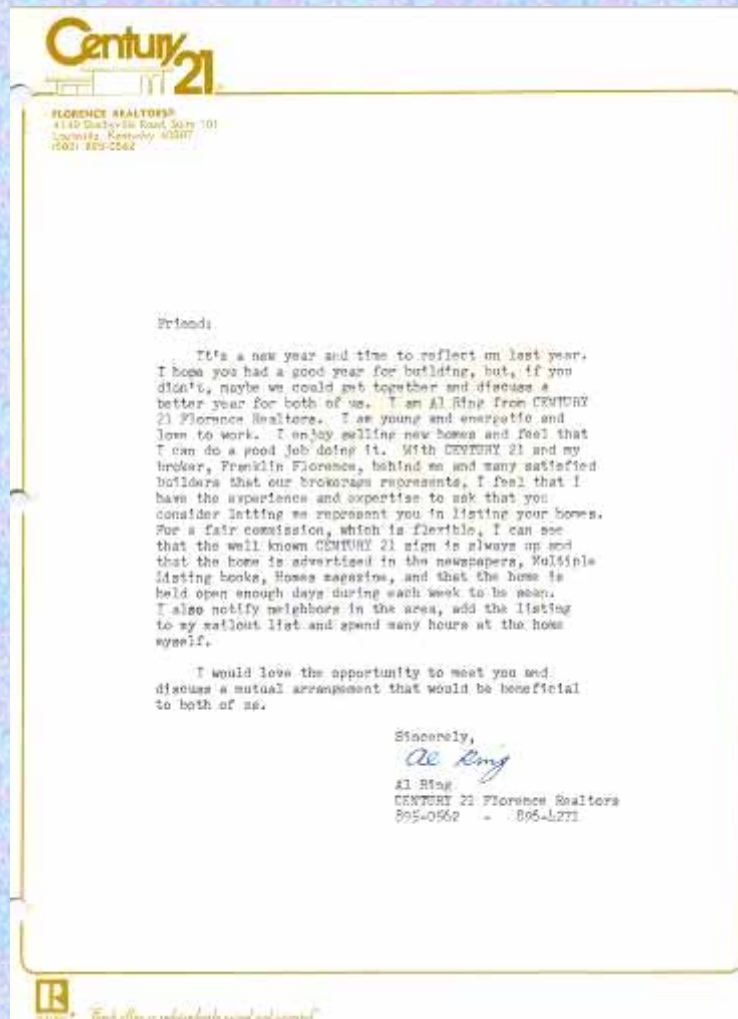
Recruiting	- CENTURY 21 Home Realty Co.	- 10
Referral	- CENTURY 21 Joe Guy Hagan Realtors (Hurstbourne)	- 12.5
Selling Volume	- CENTURY 21 Joe Guy Hagan Realtors (Hurstbourne)	- \$1,302,560
Listing Volume	- CENTURY 21 The Reisert Co., Inc.	- \$994,060
Unit Listings	- CENTURY 21 Dick Vreeland & Associates	- 35
Listings Per Assoc.	- CENTURY 21 Page Real Estate Inc., (Corydon)	- 4.0
Combined Volume	- CENTURY 21 Joe Guy Hagan Realtors (Taylorsville Road)	- \$2,158,300
Transactions Closed	- CENTURY 21 Joe Guy Hagan Realtors (Hurstbourne)	- 31

TOP SALES ASSOCIATE

Selling Volume	- Al Ring, CENTURY 21 Florence Realtors	- \$470,100
Unit Sales	- Al Ring, CENTURY 21 Florence Realtors	- 10.5
Listing Volume	- Frank Hubert, CENTURY 21 Dick Vreeland & Associates	- \$227,936
Unit Listings	- Frank Hubert, CENTURY 21 Dick Vreeland & Associates	- 16
Combined Volume	- Al Ring, CENTURY 21 Florence Realtors	- \$590,650

THE \$100,000 CLUB

Al Ring, CENTURY 21 Florence Realtors
 Rick Shaw, CENTURY 21 Edelen & Corso Inc.
 Finley Jackson, CENTURY 21 Adkins-Hall Realtors
 Frank Hubert, CENTURY 21 Dick Vreeland & Assoc.
 Jeanne Livingston, CENTURY 21 Joe Guy Hagan (Hurstbourne)
 Frank Chambers, CENTURY 21 Syd Wright, Realtors
 Carol Johnson, CENTURY 21 Joe Guy Hagan (Bardtown Rd)
 Mary Heckman, CENTURY 21 Joe Guy Hagan (Taylorsville)
 Joyce Sturgeon, CENTURY 21 Monsour Realtors
 Betty Morrison, CENTURY 21 Dick Vreeland & Assoc.
 Berniece Kussmaul, CENTURY 21 Home Realty Co.
 John Heuglin, CENTURY 21 Adkins-Hall Realtors
 Mary Kelly Cobb, CENTURY 21 Joe Guy Hagan (Hurstbourne)
 Carolyn Moore, CENTURY 21 Joe Guy Hagan (Hurstbourne)
 Clelia Nardelli, CENTURY 21 Home Realty Co.
 Helen Jones, CENTURY 21 Joe Guy Hagan (Hurstbourne)
 Sue Hall, CENTURY 21 Maupin & Assoc.
 Thelma Carney, CENTURY 21 Joe Guy Hagan (Taylorsville)
 Harry Hagan, CENTURY 21 Joe Guy Hagan (Taylorsville)
 Mike McDermott, CENTURY 21 Edelen & Corso, Inc.
 Jo Ann Scherer, CENTURY 21 Joe Guy Hagan (Hurstbourne)
 Leo Houck, CENTURY 21 Maupin & Assoc.
 Betty Weining, CENTURY 21 Ken R. Smith Assocs.



Century 21
 FLORENCE REALTORS®
 4140 Berkeley Road, Suite 120
 Louisville, Kentucky 40227
 895-0562

Dear Friend:

I just recently SOLD the property at 6621 Vance Ave. and 6815 Hilary Way. During the period this property was listed I had numerous prospects inquire and for a variety of reasons did not purchase this fine property. Many of these prospects could still be interested in a home in your area. If you have been considering calling your home, then give me a call.

Century 21 Florence Realtors has many licensed associates, and I have consistently been on top in earnings. We have an extensive advertising program, are a member of the Multiple Listing Service, and a member of an international relocation service. All these things combined plus my hard work provides me with a steady stream of "ready to buy now" customers.

These are just a few of the facts that can enable you to solve a problem selling your home. I also can help you in the purchase of another home if this is in your plans. I also am competitive in our commission fee. If results are what you want, then give me a call.

Thank You,
Al Ring
 Al Ring
 896-4271 Home
 895-0562 Office

Each offer is independently earned and approved.

Century 21
 FLORENCE REALTORS®
 4140 Berkeley Road, Suite 120
 Louisville, Kentucky 40227
 895-0562

Dear Friend:

I could not help but notice that your home is no longer for sale and that you were not able to sell it. Our company has done extensive research in why homes are removed from the market and do not sell and have come up with three main reasons. They are - seller no longer desires to sell, price was not competitive, and marketing and sales techniques were not effective.

If you still have the desire to sell your home, I would appreciate the opportunity of showing you how Century 21 and I operate and maybe together we can come up with an effective way to sell your home.

I sincerely hope you didn't have a bad experience in trying to sell your home. If you did, I can only ask that you judge me on my merits, honesty and on the reputation of Florence Realtors and Century 21. We think we have a lot to offer but the only way I can prove this to you is by doing.

If at any time I may be of service to you, I would consider it an honor so please don't hesitate to call.

Thank You,
Al Ring
 Al Ring
 Century 21
 Florence Realtors
 895-0562 896-4271

If your property is currently listed with a Real Estate Broker, please disregard this offer. It is not our intention to solicit the offerings of other Real Estate Brokers. We are happy to work with them and cooperate fully.

LR Each offer is independently earned and approved.

Century 21
 FLORENCE REALTORS®
 4140 Berkeley Road, Suite 120
 Louisville, Kentucky 40227
 895-0562

THANK YOU

Just a note to say THANKS. As you know, I began my career in real estate just ten months ago. It has been the most exciting ten months of my life, THANKS TO YOU.

I have successfully completed several training programs to develop myself to be THE PROFESSIONAL YOU DESERVE TO HAVE WORKING FOR YOU. Already this year, I have served buyers and sellers in transacting over one million dollars in real estate sales. I'm proud that I have been selected by thoughtful persons, such as you, to manage these important matters.

Another wonderful thing has happened to me, and I'd like you to know. My wife, Carol, has joined me in the real estate business and together, we think, we make a real professional team. Our choice of associating with CENTURY 21 FLORENCE REALTORS has proved to be a wise and valuable one. The thorough education and training programs plus the personal approach taken by Mr. Florence combined with our desire and attitude has proven to be a winner for many persons and WE WOULD LOVE TO SERVE YOU.

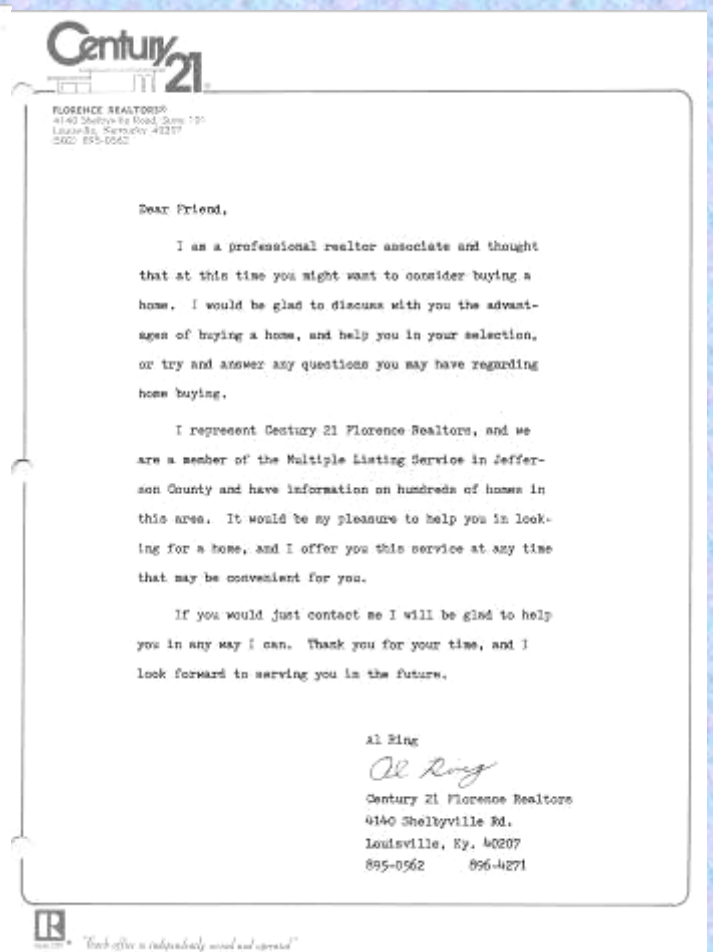
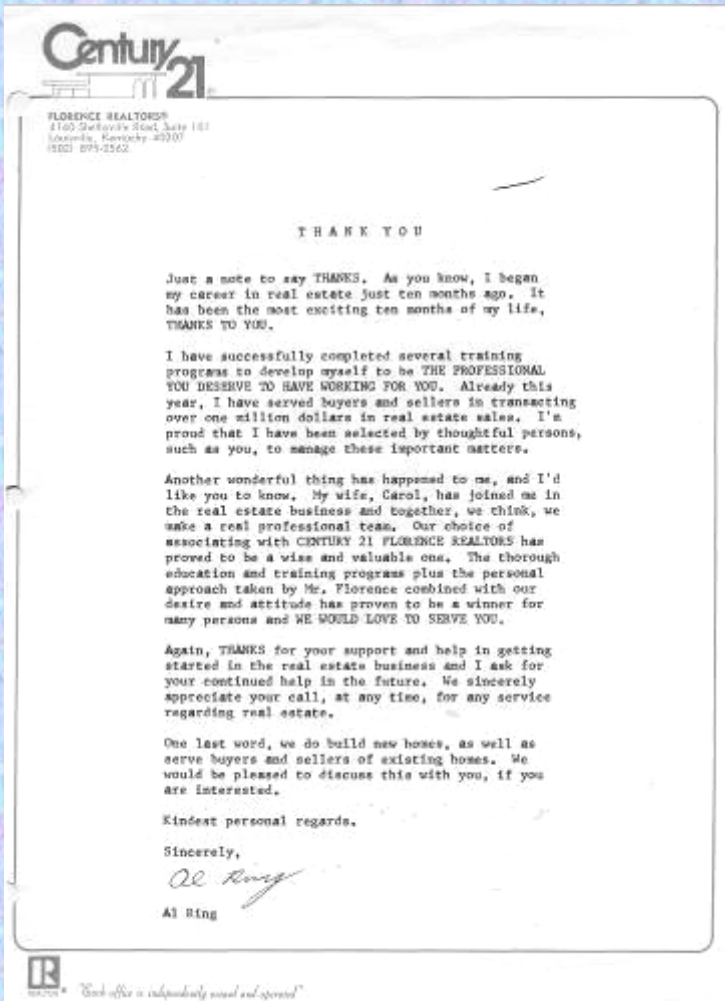
Again, THANKS for your support and help in getting started in the real estate business and I ask for your continued help in the future. We sincerely appreciate your call, at any time, for any service regarding real estate.


One last word, we do build new homes, as well as serve buyers and sellers of existing homes. We would be pleased to discuss this with you, if you are interested.

Kindest personal regards.

Sincerely,
Al Ring
 Al Ring

LR Each offer is independently earned and approved.





FLORENCE REALTORS®
4140 Shelbyville Road, Suite 101
Louisville, Kentucky 40207
895-0562

Dear Friend,


I am a professional realtor associate and thought that at this time you might want to consider buying a home. I would be glad to discuss with you the advantages of buying a home, and help you in your selection, or try and answer any questions you may have regarding home buying.

I represent Century 21 Florence Realtors, and we are a member of the Multiple Listing Service in Jefferson County and have information on hundreds of homes in this area. It would be my pleasure to help you in looking for a home, and I offer you this service at any time that may be convenient for you.


If you would just contact me I will be glad to help you in any way I can. Thank you for your time, and I look forward to serving you in the future.

Al Ring
Al Ring
Century 21 Florence Realtors
4140 Shelbyville Rd.
Louisville, Ky. 40207
895-0562 896-4271

JOIN 25 EACH WEEK



Each office is independently owned and operated.



FLORENCE REALTORS®
4140 Shelbyville Road, Suite 101
Louisville, Kentucky 40207
895-0562

Hi Neighbor,


As you know I want to be your NEIGHBORHOOD PROFESSIONAL on all your real estate needs, so I thought I would show you another one of the fine services I have to offer you. Its called the ACTION WARRANTY. What it means quite frankly, is that if I list your home for sale, and I don't comply with the things that I put in writing in the ACTION WARRANTY, you can "Fire Me." Thats right, you can easily get out of your listing contract if I don't do the things I say I am going to do, because I am going to put these in writing. We are one of the few agencies in town that will put in writing what we will do to sell your home.

Combine that service with our many other services, such as our professional yard sign, television and newspaper advertising, our good and professional reputation, and I think you can see I have a lot to offer, in serving you in any of your real estate needs.


If you or anyone you know is thinking of buying or selling a house, all I ask is the opportunity to sit down and talk with you or them about it. In this way I can show I am capable of doing a good job. Just give me a call and we will get together and discuss any part of the real estate business you would like, and then you can be the judge.

Thanks for your time, and please call if I can be of help to you.

Thank You,
Al Ring
Al Ring
Century 21 Florence Realtors
4140 Shelbyville Rd.
Louisville, Ky. 40207
895-0562 896-4271



Each office is independently owned and operated.



KENTUCKY ASSOCIATION OF REALTORS

2348 Nicholasville Rd. Lexington, Kentucky 40502 AC (606) 277-1102

1978 PRESIDENT
Charlie Murphy, CRS
128 Southland Drive
Lexington, Ky. 40503
Phone (606) 277-7333

November 1, 1978

TO: Al Ring
FROM: Dick Rushing, Executive Vice President
Kentucky Association of REALTORS®
RE: REALTORS® Institute of Kentucky October 9 - 14, 1978

Congratulations! It is our pleasure to inform you that your examination has been graded and you have successfully completed 33 hours of the REALTORS® Institute of Kentucky.

It is our hope that you will complete the remaining 66 hours of the REALTORS® Institute so that you will be entitled to use the designation of CRT.

If you have any questions or wish to review the test, please contact this office.

The scholarship winners will be announced in the next issue of the Kentucky REALTOR®.

BAR/jca

The Professional Attitude Institute
WIKEL REAL ESTATE SALES SCHOOL

DIVISION OF CONTINUING EDUCATION

This is to Certify that

ALAN D. RING

has successfully completed the course in

REAL ESTATE CAREER DEVELOPMENT PROGRAM
(3 Continuing Education Units) P

In Testimony Whereof, and by authority in us vested, we have affixed our signatures this 3rd day of December 1978 at Louisville, Jefferson County, Kentucky.

Alan D. Ring
PRESIDENT AND DIRECTOR OF EDUCATION

Century 21
FLORENCE REALTORS®
 4140 Shelbyville Road, Suite 101
 Louisville, Kentucky 40227
 (502) 895-0562

Dear Friends:

Please take 30 seconds to read this letter and think about what I ask.


I know that you are trying to sell your home by yourself, and if you are successful please accept my congratulations because it is not an easy job. If, on the other hand, after a reasonable length of time you haven't been able to sell your home, I wish you would consider giving me an opportunity to show you what CENTURY 21 and I can do for you. That's all I ask, the opportunity to talk to you about how we can market your home and get the most money for you in the least amount of time and with the least amount of aggravation to you.

Here are a few points you might want to consider:

- Do you know how much your home is really worth?
- Are you willing to remain "chained" to your home at all times, afraid you may miss a qualified buyer?
- Do you know how to screen and select qualified buyers from "fast lookers"?
- Are you willing to have unaccompanied strangers walking through your home at all hours?
- Do you think a buyer is going to tell you honestly what he thinks about your house?
- Can you negotiate with a buyer as well as a third party can?
- Do you really have all the know-how necessary to guide yourself safely all the way through the escrow?
- Are you an expert on financing?
- Can you handle a trade or contingency of any kind?
- Is your time, aggravation, work and worry worth nothing to you?

Thank you for taking the time to read this letter and, again, I would appreciate the opportunity to talk with you about our program.

Thank You,
Al Ring
 Al Ring
 CENTURY 21
 Florence Realtors
 895-0562 896-4271

 Each office is independently owned and operated.



GOLD CERTIFICATE

Good for one *Each office is independently owned and operated*
MARKET ANALYSIS
 of a residential property.

Bearer is entitled to a market analysis of his residential property by a CENTURY 21 agent.

Return this certificate or call for an appointment.

Issued by: *Al Ring* Phone: (502) 895-0562

FLORENCE REALTORS®
CENTURY 21 4140 Shelbyville Road, Suite 101, Louisville, Kentucky 40207

This offer is good indefinitely! Retain this valuable certificate with your household documents.

Form No. 28 (R 5-77) Copyright © 1977 Century 21 Real Estate Corporation. Litho in U.S.A.

1000-17-78

If your property is currently listed with a Real Estate Broker, please disregard this offer. It is not our intention to solicit the offerings of other Real Estate Brokers. We are happy to work with them and cooperate fully.

1978 REAL ESTATE	
CLOSINGS	
INCOME MADE FROM REAL ESTATE	21475.23
INCOME MADE FROM RE WORLDING	119.22
TOTAL CLOSINGS INCLUDING ONE REFERRAL	29
AVERAGE COMMISSION FROM CLOSINGS	740.52
AVERAGE GROSS COMMISSION ON CLOSINGS	.0603 %
AVERAGE GROSS COMMISSION ON CLOSINGS	60.68%
TOTAL GROSS SALES ON CLOSINGS	1221125.00
AVERAGE GROSS SALE ON CLOSINGS	43611.60
AVERAGE CLOSING PER MONTH	2.41
SALES	
TOTAL SALES MADE	31
TOTAL OF GROSS SALES	1368950.00
AVERAGE SALE PRICE	44159.67
AVERAGE SALES PER MONTH	2.58
AVERAGE GROSS COMMISSION	.0609%
TOTAL FULL COMMISSION SALES I MADE	3
TOTAL GROSS SALES I MADE	24
TOTAL SALES MADE OF SPLIT COMMISSION WITH FRANK (HIS LISTINGS)	3
TOTAL REFERRALS I MADE	1
LISTINGS	
TOTAL LISTINGS MADE	23
TOTAL LISTINGS STILL ACTIVE AT END OF YEAR	5
TOTAL LISTINGS I SOLD	4
TOTAL LISTINGS GROSS SOLD ON ME	8
TOTAL LISTINGS GROSS LISTED WITH FRANK	5
TOTAL LISTINGS WITHDRAWN	3
TOTAL LISTINGS EXPIRED	3
AVERAGE LISTING COMMISSION	.0621%
AVERAGE LISTING PER MONTH	1.91
TOTAL GROSS OF LISTINGS	1079850.00
AVERAGE GROSS LISTING	46950.00

1978 SALES						
ADDRESS	FULL SALE AMOUNT	COUNT SALE AMOUNT	DATE	MONTH TOTAL	NO.	BOARD COUNT
4048 Richland	36000.00	36000.00	1-4-78		1	18000.00
3608 St. Germaine	42000.00	42000.00	1-11-78	78000.00-2	2	21000.00
124 Grand Vista	70500.00	70500.00	2-21-78	70500.00-1	3	35250.00
9100 Danby Ct.	39500.00	39500.00	3-6-78		4	19750.00
120 GRAND VISTA	59100.00	29550.00	3-10-78		5	14775.00
18 Running Creek	69400.00	69400.00	3-12-78	289050.00-7	6	34700.00
212 Hubbards Ln.	32750.00	32750.00	3-17-78		7	16375.00
12505 ECHO BRID.	39900.00	39900.00	3-28-78		8	19950.00
11312 LEEBSBURG P.	39000.00	39000.00	3-29-78		9	39000.00
4532 SHAMADDAH	38950.00	38950.00	3-30-78		10	19475.00
223 BRUNSWICK	45750.00	45750.00	4-2-78		11	22875.00
5204 WINDY W.	30150.00	30150.00	4-5-78		12	15075.00
81 RILEYWOOD	33700.00	33700.00	4-6-78	245000.00-6	13	16850.00
3504 HISTORIC	61000.00	30500.00	4-13-78		14	15250.00
11314 LEEBSBURG P.	52000.00	52000.00	4-15-78		15	26000.00
9308 TRENTHAM	52900.00	52900.00	4-25-78		16	26450.00
126 GRAND VISTA	69500.00	17375.00	5-1-78		17	17375.00
4511 LINENSBURG	36000.00	36000.00	5-24-78	96175.00-3	18	18000.00
2631 WESTWOOD	42800.00	42800.00	5-26-78		19	21400.00
204 COLONIAL DR.	29900.00	29900.00	6-9-78		20	14950.00
7703 YORKTOWN	30000.00	30000.00	6-21-78	106900.00-3	21	15000.00
7704 LAGRANGE RD.	47000.00	47000.00	6-22-78		22	23500.00
3504 HISTORIC	63500.00	63500.00	7-4-78		23	63500.00
4029 BEECH ST.	8500.00	8500.00	7-6-78	103700.00-3	24	8500.00
9829 TITAN DR.	31700.00	31700.00	7-25-78		25	15850.00
REFERRAL			8-25-78		26	
9106 THELMA	62500.00	31250.00	8-26-78	31250.00-2	27	15625.00
198 TELQUI	72850.00	72850.00	11-13-78		28	36425.00
1722 WASHINGTON	25500.00	25500.00	11-20-78	140250.00-3	29	12750.00
177 FIVE FORKS	41900.00	41900.00	11-22-78		30	20950.00
TOTALS	1304250.00	1160825.00		5 MONTHS 100000.00	30	644580.00

F
R
O
M
EDUCATIONAL TESTING SERVICE
BOX 2837
PRINCETON NJ 08541

REAL ESTATE LICENSING EXAMINATIONS

RESULT -- PASS

TO BE ISSUED A LICENSE, YOU MUST, WITHIN FIFTEEN DAYS OF RELEASE OF SCORE REPORTS, RETURN TO THE COMMISSION, CERTIFIED CHECK FOR CORRECT FEES, TOGETHER WITH FORM YOU RECEIVED ON TESTING DATE.

TEST TAKEN - BROKER
ADMIN DATE - FEB 79
ID NUMBER - 180063
STATE - KENTUCKY

T
O

ALAN D RING
5605 TOTTENHAM RD

LOUISVILLE KY 40207

From KENTUCKY ASSOCIATION OF REALTORS®
2348 Nicholasville Rd., Lexington, Ky. 40503
Phone (606) 277-1102

Date: 11-3-79

This is to certify that the individual whose name appears below has successfully completed Course II of the Kentucky REALTORS® Institute and upon examination did obtain a passing score of 94%. This course consists of thirty three (33) classroom hours.

ALAN D. RING
FLORENCE REALTY
4140 SHELBYVILLE ROAD
LOUISVILLE, KY. 40207

Retain this copy for
your records.

Kentucky Real Estate Commission

Nº 6758 Hereby grants a 1978-79

REAL ESTATE BROKER'S LICENSE

To ALAN D. RING- A-B 56
Firm Name CENTURY 21 FLORENCE REALTORS
4140 SHELBYVILLE RD.
LOU., KY. 40207
Broker

FRANKLIN P. FLORENCE

who has complied with the provisions of Chapter 324 of the Kentucky Revised Statutes IN WITNESS WHEREOF, we have caused the official seal to be affixed and attested this date, July 1, 1978.

ASSOCIATE BROKER



John A. Celliotti
CHAIRMAN
Charles R. Brown G.R.I.
Jack H. Neely
Walter M. Mickel
Eugene F. Land



THIS LICENSE EXPIRES JUNE 30, 1979

LICENSE MUST BE CONSPICUOUSLY DISPLAYED

Kentucky Real Estate Commission

Nº 3058 Hereby grants a 1979-80

REAL ESTATE BROKER'S LICENSE

To ALAN D. RING- A-B 56
Firm Name CENTURY 21 FLORENCE REALTORS
4140 SHELBYVILLE RD.
LOU., KY. 40207

Broker FRANKLIN P. FLORENCE

who has complied with the provisions of Chapter 324 of the Kentucky Revised Statutes IN WITNESS WHEREOF, we have caused the official seal to be affixed and attested this date, July 1, 1979.




John A. Celliotti
CHAIRMAN
Charles R. Brown G.R.I.
Jack H. Neely
Walter M. Mickel
Eugene F. Land



THIS LICENSE EXPIRES JUNE 30, 1980

LICENSE MUST BE CONSPICUOUSLY DISPLAYED




 CENTURY 21 BROKERS COUNCIL 3
 AWARDS PROGRAM
 Wednesday, January 24, 1979
 7:30 to 11:30 p.m.
 EXECUTIVE WEST, LOUISVILLE

Special Program
 7:30-9:30 p.m.

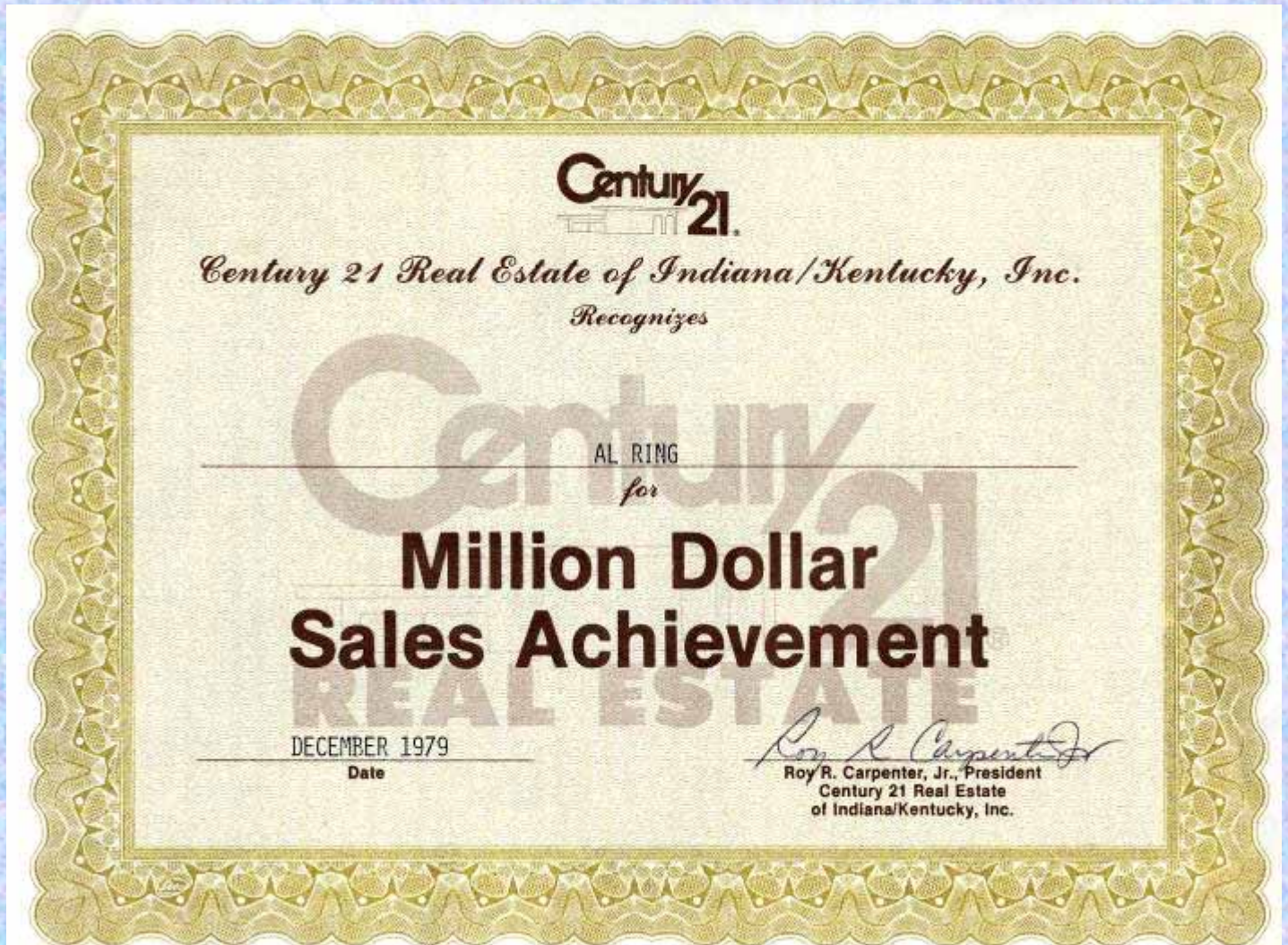
Welcome Remarks
 Introductions and Challenges
 Presentation of Annual Awards
 "Cheer, Challenge and Inspire"
 A Presentation By:
 Dr. M. Dale Baughman
 Author, Professor, Entertainer
 Indiana State University
 Terre Haute, Indiana

Entertainer - 9:30-11:30 p.m.

• Hors d'Oeuvres
 • Cash Bar
 • Dancing

Music By:
 "Gambit"

<p style="text-align: center;">1978 ANNUAL AWARDS COUNCIL 3</p> <p style="text-align: center;">TOP OFFICE Recruiting CENTURY 21 Home Realty Co. Outgoing Referrals CENTURY 21 The Reisert Co. Selling Volume CENTURY 21 Joe Guy Hagan Realtors (Hurstbourne) Listing Volume CENTURY 21 Edelen & Corso Inc. Combined Volume CENTURY 21 Joe Guy Hagan (Hurstbourne) Unit Listings CENTURY 21 The Reisert Co., Inc. Listings per Associate CENTURY 21 Barr & Sipes Realty Transactions Closed CENTURY 21 Joe Guy Hagan (Hurstbourne)</p> <p style="text-align: center;">TOP SALES ASSOCIATE Selling Volume Leo Houck, CENTURY 21 Maupin & Associates Listing Volume Frank Hubert, CENTURY 21 Dick Vreeland & Associates Combined Volume Billy Frank Harned, CENTURY 21 Maupin & Associates Unit Sales Leo Houck, CENTURY 21 Maupin & Associates Unit Listings Harry S. Hagan, CENTURY 21 Joe Guy Hagan Realtors (Crums)</p>	<p style="text-align: center;">THE \$1,000,000 CLUB</p> <p style="text-align: center;">\$2,000,000 Jim Baker</p> <p style="text-align: center;">\$1,000,000</p> <table border="0" style="width: 100%;"> <tr> <td style="width: 50%; vertical-align: top;"> Judith Albrecht Ruth Ann Braven Helene Casey Frank Chambers Frank Corso Maxine Cuthbert Kathleen Daugherty Donald Dean C. Roy Dossello Glenn Edelen Mike Edelen Donald Fenell Judith M. Francis Evelyn Grant Harry Hagan Virgil Hall </td> <td style="width: 50%; vertical-align: top;"> Billy Frank Harned John Hearnin Leo Houck Gina Humphrey Jennie B. Livingston Frances Peter Mathews Mike McDonnell Stanley Priest Al Ring Vera Ryan Jo Ann Scherer Beverly J. Shanks Dick Shaw Conlee Spink Jeanie Stever Bob Sullivan </td> </tr> </table> <p style="text-align: center;">Louise Medley</p>	Judith Albrecht Ruth Ann Braven Helene Casey Frank Chambers Frank Corso Maxine Cuthbert Kathleen Daugherty Donald Dean C. Roy Dossello Glenn Edelen Mike Edelen Donald Fenell Judith M. Francis Evelyn Grant Harry Hagan Virgil Hall	Billy Frank Harned John Hearnin Leo Houck Gina Humphrey Jennie B. Livingston Frances Peter Mathews Mike McDonnell Stanley Priest Al Ring Vera Ryan Jo Ann Scherer Beverly J. Shanks Dick Shaw Conlee Spink Jeanie Stever Bob Sullivan
Judith Albrecht Ruth Ann Braven Helene Casey Frank Chambers Frank Corso Maxine Cuthbert Kathleen Daugherty Donald Dean C. Roy Dossello Glenn Edelen Mike Edelen Donald Fenell Judith M. Francis Evelyn Grant Harry Hagan Virgil Hall	Billy Frank Harned John Hearnin Leo Houck Gina Humphrey Jennie B. Livingston Frances Peter Mathews Mike McDonnell Stanley Priest Al Ring Vera Ryan Jo Ann Scherer Beverly J. Shanks Dick Shaw Conlee Spink Jeanie Stever Bob Sullivan		





FLORENCE REALTORS®
 4140 Shelbyville Road, Suite 101
 Louisville, Kentucky 40207
 (502) 895-0562

HELP!!! YOU MAY HAVE MISSED THIS IN THE MULTIPLE LISTING BOOK!!!

#	Suburb	Lot	Acres	Year	Price	Days	3-20-78	786	81134	H14-G
City of Louisville										
Neighborhood: Highlands/Respectable/Winterhaven/ST										
Rel. Service: 7030										
Construction	2 1/2	Type	Brick	Garage	2-Car	3 1/2	1 1/2	1 1/2	1 1/2	1 1/2
Area, 1st Fl.	7	Fin. 1st	COOP	Area, 2nd Fl.	2	2	2	2	2	2
Area, 2nd Fl.	2	Fin. 2nd	COOP	Fin. 3rd	2	2	2	2	2	2
Area, 3rd Fl.		Lease	YMS	Assessed	299	189	189	189	189	189
1st. Bldg. No.	4	1	1	1	1	1	1	1	1	1
Area, 3rd Fl.		Foundation	CONC	Central AC	YES	YES	YES	YES	YES	YES
Area, 3rd Fl.		Roof	COOP	Sec. Heating	YES	YES	YES	YES	YES	YES
Area, 3rd Fl.		Condition	EXCEL	Dist. in R.R.	YES	YES	YES	YES	YES	YES
Area, 3rd Fl.		Payable To	First Natl	Size	1000	1000	1000	1000	1000	1000
Area, 3rd Fl.		Board Book	4733	Consider R/W	YES	YES	YES	YES	YES	YES
Area, 3rd Fl.		Page No.	602	Sever	YES	YES	YES	YES	YES	YES
Area, 3rd Fl.		Wd/A	2-20W	Dist	YES	YES	YES	YES	YES	YES
Area, 3rd Fl.		Remarks:	66,66-124,44-13or 1 30	Dist	YES	YES	YES	YES	YES	YES
Area, 3rd Fl.		1st Bath and Master Bedroom drapes don't stay. Walk out porch with beautiful landscaped yard-remodeled kitchen-2 family rms-beautiful entrance with smoke alarm, mirrors and ceramic tile-this home must be seen to be appreciated.								
Area, 3rd Fl.		Used for better office by Al & Carol Ring								
Area, 3rd Fl.		Dr. & Mrs. Kittle								
Area, 3rd Fl.		Century 21 Florence Realtors								



THIS FINE HOME HAS OVER 3,000 SQUARE FEET, SURROUNDED BY A LARGE FALLOWAY LOT, WITH ALL NEW LANDSCAPING IN THE FRONT YARD, AND TWO BEAUTIFUL ROSE AND ROCK GARDENS. THIS, COMBINED WITH THE EXTRA LARGE TURNAROUND AREA, OVERSIZE CONCRETE PATIO, AND BEAUTIFUL SUN DECK ROUND OUT A SETTING THAT IS SPACIOUS, PRIVATE, AND VERY USEABLE. UPON ENTERING THIS FINE HOME, THE VAULTED FOYER WITH A FULL WALL OF SMOKED-GLASS MIRRORS AND CERAMIC TILE FLOOR BRINGS YOU TO A FORMAL LIVING AND DINING ROOM WITH SPINDLES, CROWN MOLDING, AND TASTEFULLY DECORATED WITH SOFT GREENS AND OFF-WHITES. THE FULLY EQUIPPED KITCHEN WITH SEPARATE EATING AREA FLOWS EASILY TO THE SUN DECK OR THE VAULTED AND BEAMED FAMILY ROOM WITH FIREPLACE. IN ADDITION, THE FIRST FLOOR HAS 3 BEDROOMS AND 2 BATHS, BEAUTIFULLY DECORATED WITH ALL THE AMENITIES. THE LOWER LEVEL WITH THE THIRD FULL BATH AND FOURTH BEDROOM IS ACCENTED WITH A LARGE FAMILY ROOM WITH FIREPLACE, BAR AREA, AND GAME ROOM AREA, ALL TASTEFULLY DECORATED WITH UNUSUAL PANELING AND CARPETING. THE FINAL AREA OF THIS FINE HOME INCLUDES AN EXTRA LARGE 2 CAR GARAGE AND LAUNDRY ROOM. ADD TO THIS THE GAS HEAT, HUMIDIFIER AND ALL THE MANY OTHER EXTRAS.....AND YOU CAN SEE WHY IT HAS BEEN APPRAISED AT \$93,610.00.

THIS FINE HOME MUST BE SHOWN TO BE APPRECIATED, AND IS PRICED BELOW ITS' APPRAISED VALUE. PLEASE SHOW IT.....IT WILL SELL ITSELF.

THANK YOU,
Al Ring
 OFFICE: 895-0562
 HOME: 896-4271





REALTORS, National Marketing Institute®

OF THE NATIONAL ASSOCIATION OF REALTORS®

PRESENTS THIS *Course Certificate* FROM
THE RESIDENTIAL COUNCIL TO

ALAN D. RING

upon attendance and successful completion of
Residential Sales Course 102

ADVANCED SELLING PRACTICES



William M. Moore
President 1980

David B. Dular
Vice President, RC 1980

NAME AL RING
FIRM CENTURY 21 FLORENCE
ADDRESS 2403 PHOENIX HILL DR.
CITY, STATE COUNCIL BLUFFS, KY.
ZIP CODE 40307

COURSE 102
LOCATION Louisville

For Office Use Only
GRADE 87.5

REALTORS National Marketing Institute®

OF THE NATIONAL ASSOCIATION OF REALTORS®

PRESENTS THIS *Course Certificate* FROM
THE RESIDENTIAL COUNCIL TO

AL RING

upon attendance and successful completion of
Residential Sales Course 103



SUCCESSFUL CAREER PLANNING
THROUGH ORGANIZATION AND
TIME MANAGEMENT PRACTICES

William M. Moore
President 1980

David B. Dulaney
Vice President, RC 1980

NAME ALAN D. RING
FIRM CENTURY 21 FLORENCE
ADDRESS 2403 PHOENIX HILL DR.
CITY, STATE LOUISVILLE KY
ZIP CODE 40207

COURSE 103
LOCATION KY

For Office Use Only
GRADE 92.5

From KENTUCKY ASSOCIATION OF REALTORS®
2348 Nicholasville Rd., Lexington, Ky. 40503
Phone (606) 277-1102

Date: October 16, 1980

This is to certify that the individual whose name appears below has successfully completed the RS 103 Course of the KENTUCKY ASSOCIATION OF REALTORS® and obtain a passing score. This course consists of 20 classroom hours.

Al Ring
Florence, REALTORS®
4140 Shelbyville Road
Louisville, KY 40207

Retain this copy for
your records.



Million Dollar Gold Star Awards



COUNCIL 3A & 3B

NOVEMBER 1980

Al Ring, CENTURY 21 Franklin Florence Rltrs.
Harry S. Hagan, CENTURY 21 Joe Guy Hagan (Taylorsville)
Frances O. Lockhart, CENTURY 21 Joe Guy Hagan (Hurstbourne)

Two Million Dollar Gold Star Awards



Jo Ann Scherer, CENTURY 21 Joe Guy Hagan (Hurstbourne)
John White, CENTURY 21 Grammer & Moore

COUNCIL 3A & 3B

THE \$1,000,000 CLUB
Cont'd.

LEO HOUCK
CENTURY 21 Maupin & Assocs.

JERRY HUMMEL
CENTURY 21 Rick McGinsey Realty

STAN HUMPHREY
CENTURY 21 Monsour Realtors

FRANCES O. LOCKHART
CENTURY 21 Joe Guy Hagan (Hurstbourne)

LOUISE MEDLEY
CENTURY 21 Joe Guy Hagan (Third Street)

STANLEY PRIEST
CENTURY 21 S. G. Priest Co.

AL RING
CENTURY 21 Franklin Florence Realtors

NEWTON RUSSELL
CENTURY 21 The Reisert Co. (Jeffersonville)


BEVERLY J. SHANKS
CENTURY 21 Joe Guy Hagan (Hurstbourne)

RICK SHAW
CENTURY 21 Edelen & Corso (Taylorsville)

HANNAH THOMAS
CENTURY 21 Monsour Realtors

Century 21

Awards Program



1980

ANNUAL AWARDS

1980 ANNUAL AWARDS

COUNCIL 3A & 3B

TOP OFFICE

RESIDENTIAL SALES VOLUME	CENTURY 21 Joe Guy Hagan (Hurstbourne)	\$14,529,187
RESIDENTIAL LISTING UNITS	CENTURY 21 Edelen & Corso (Taylorsville)	334.5
LISTINGS PER ASSOCIATE	CENTURY 21 Barr & Sipes Rlty.	26.00
TRANSACTIONS CLOSED	CENTURY 21 Joe Guy Hagan (Hurstbourne)	240
UNITS OPENED	CENTURY 21 Edelen & Corso (Taylorsville)	282
COMMERCIAL/INVESTMENT SALES VOLUME	CENTURY 21 Joe Guy Hagan (Hurstbourne)	\$1,993,913

TOP ASSOCIATE

RESIDENTIAL SALES VOLUME	JOHN WHITE CENTURY 21 Grammer & Moore	\$2,479,200
TOTAL UNITS OPENED	JOHN WHITE CENTURY 21 Grammer & Moore	46.5
RESIDENTIAL LISTING UNITS	LEO HOUCK CENTURY 21 Maupin & Assocs.	54.5
21 CLUB TOTAL POINTS	NEWTON RUSSELL CENTURY 21 The Reisert Co. (Jeffersonville)	570
COMMERCIAL/INVESTMENT SALES VOLUME	JOSEPH L. BARR CENTURY 21 Barr & Sipes Rlty.	\$1,696,500

1980 ANNUAL AWARDS

COUNCIL 3A & 3B

THE \$1,000,000 CLUB

\$2,000,000

JO ANN SCHERER
CENTURY 21 Joe Guy Hagan (Hurstbourne)

CARLOS SPINK
CENTURY 21 Joe Guy Hagan (Bardstow)

JOHN WHITE
CENTURY 21 Grammer & Moore Realty

\$1,000,000

JOSEPH L. BARR
CENTURY 21 Barr & Sipes Realty

JUDY BOWYER
CENTURY 21 The Reisert Co. (Jeffersonville)

MARY KELLY COBB
CENTURY 21 Joe Guy Hagan (Hurstbourne)

BILL DAVIS
CENTURY 21 Edelen & Corso (Taylorsville)

BARRY FRIEDMAN
CENTURY 21 Edelen & Corso (Taylorsville)

EVELYN GRANT
CENTURY 21 The Reisert Co. (Jeffersonville)

HARRY S. HAGAN
CENTURY 21 Joe Guy Hagan (Taylorsville)

BILLY FRANK HARNED
CENTURY 21 Maupin & Assocs.

Cont'd.

Kentucky Association of Realtors®

*In Recognition of Completion of the Prescribed Course in Real Estate
Practice and Ethics Hereby Awards This Certificate as*

Graduate

Realtors Institute of Kentucky

To

Al Ring

*and during such period as the Graduate continues to meet the requirements
of the said State Association as developed and agreed upon in coordination
with the Committee on Education of the National Association of Realtors,
the Graduate is hereby granted the right to use the professional
designation G. R. I. (Graduate, Realtors Institute) Whereunto, the under-
signed have affixed their names and seal this sixteenth day of February, 1980*

President, Kentucky Association of Realtors

Dick Runking

Vice President, Kentucky Association of Realtors

Designation No. **841**

(This certificate remains permanently the property of the Kentucky Association of Realtors and shall be surrendered upon demand for failure to comply with the provisions under which it is awarded.)

1980 Real Estate

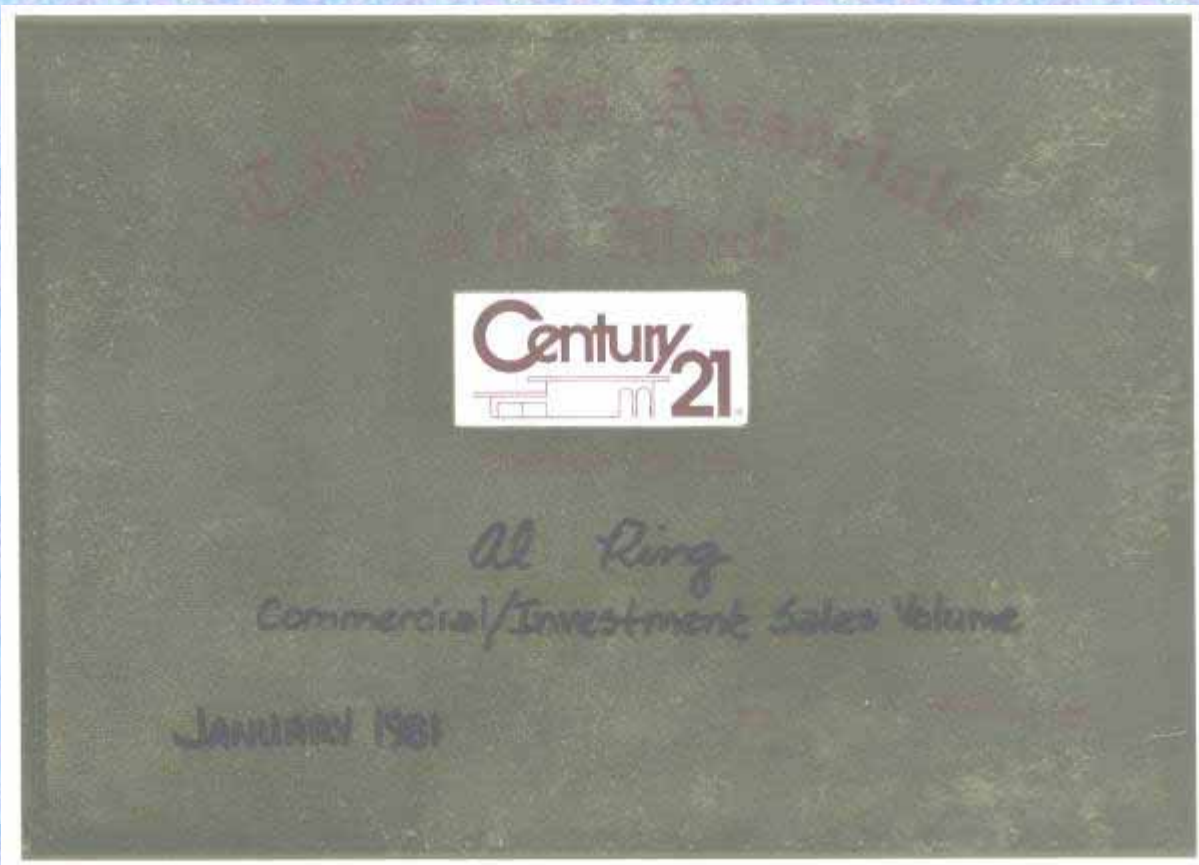
TOTAL INCOME MADE FROM REAL ESTATE	26434.96
TOTAL CLOSINGS INCLUDING 3 OF MY OWN	22
TOTAL CLOSINGS WITH PAID COMMISSIONS	19
AVERAGE COMMISSION FROM CLOSINGS	1391.31
AVERAGE GROSS COMMISSION FROM CLOSINGS	70%
TOTAL GROSS SALES ON CLOSINGS	1310668.21
TOTAL GROSS SALES ON MY HOUSES	108000.00
TOTAL GROSS SALES ON CLOSINGS NOT INCLUDING MY HOUSES	1202668.31
AVERAGE GROSS SALE ON CLOSINGS NOT INCLUDING MINE	63298.33
AVERAGE CLOSING PER MONTH NOT INCLUDING MINE	1.58

SALES

TOTAL SALES MADE	29
TOTAL SALES MADE NOT INCLUDING MINE	26
TOTAL SALES MADE THAT WENT THROUGH	22
TOTAL SALES MADE THAT I LOST	2
TOTAL GROSS SALES THAT WENT THROUGH	1310668.21
TOTAL GROSS SALES THAT WENT THROUGH NOT INCLUDING MINE	1202668.00
AVERAGE SALE PRICE THAT WENT THROUGH NOT INCLUDING MINE	63298.33
AVERAGE SALE PER MONTH NOT INCLUDING MINE	1.58
TOTAL FULL COMMISSIONS SALES I MADE	1
TOTAL SALES MADE OF SPLIT COMMISSIONS WITH FRANK	3
TOTAL REFFERALS I MADE	0

LISTINGS

TOTAL LISTINGS MADE	21
TOTAL LISTINGS I MADE NOT INCLUDING MINE	18
TOTAL LISTING STILL ACTIVE END OF YEAR	6
TOTAL LISTINGS I SOLD	1
TOTAL LISTINGS CROSS SOLD ON ME	7
TOTAL LISTINGS WITHDREW	2
TOTAL LISTINGS EXPIRED	5
AVERAGE LISTINGS PER MONTH	1.75
TOTAL LISTINGS SOLD DURING YEAR	9
TOTAL GROSS OF LISTINGS	1292050.00
AVERAGE GROSS LISTING	61526.19



Century 21	AWARDS WINNERS		1ST QUARTER 1981
AWARD CATEGORY	TOP ASSOCIATE AWARDS COUNCIL 3A & 3B	★ ★	VOLUME/UNITS
RESIDENTIAL SALES VOLUME	JOHN WHITE, CENTURY 21 GRAMMER & MOORE REALTORS		\$634,100
	Runner-up: Rick Shaw, CENTURY 21 Edelen & Corso (Taylorsville)		\$596,475
TOTAL UNITS OPENED	JOHN WHITE, CENTURY 21 GRAMMER & MOORE REALTORS		16
	Runners-up: Carlos Spink, CENTURY 21 Joe Guy Hagan (Bardstown) Frank F. Mayo, CENTURY 21 Maupin & Assocs.		10.5 10.5
RESIDENTIAL LISTING UNITS	LEO HOUCK, CENTURY 21 MAUPIN & ASSOCS. NEWTON RUSSELL, CENTURY 21 THE REISERT CO. (JEFFERSONVILLE)		16 16
	Runners-up: Clelia Nardelli, CENTURY 21 Grammer & Moore Rltrs. Evelyn Grant, CENTURY 21 The Reisert Co. (Jeffersonville)		15 15
21 CLUB TOTAL POINTS	CARLOS SPINK, CENTURY 21 JOE GUY HAGAN (BARDSTOWN)		143
	Runner-up: Newton Russell, CENTURY 21 The Reisert Co. (Jeffersonville)		108
COMMERCIAL/INVESTMENT SALES VOLUME	<u>AL RING, CENTURY 21 FRANKLIN FLORENCE REALTOR</u>		\$186,650
	Runner-up: Carlos Spink, CENTURY 21 Joe Guy Hagan (Bardstown)		\$117,000