

Al Ring

RE/MAX Properties East

November 30, 1989 to June 1998

**10503 Timberwood Circle Suite 100
Louisville, KY 40223**

By Al Ring, 2007

November 30, 1989 I moved my license to Re/Max Properties East under the brokerage of Harrell Tague. I had met Harrell at a C.R.B. class in Cincinnati, Ohio and we went to lunch. I really found him innovating, honest, and very passionate about his business. There was no question of where I wanted to be when I was ready to move. At the same time I started A & K Builders and formed a partnership with Matthews Homes for building homes.

I was top sales associate in August in 1991, and May & October in 1992. In 1996 I attended a seminar on Principled Negotiation and Mediation for the Real Estate Professional. June 18, 1996 I was elected Committee Chairman of the Technology Committee at our office. In July 1996, I taught a “building class” at one of our buildings sites. This brought back good memories of my teaching days at Century 21.

After closing my building company and by then making a decision to retire and move to Tucson, Arizona in the summer of 1998, I needed to decide what to do. I really was not interested in going back to “regular” Real Estate Sales. I stayed at Re/Max and started Al Ring Real Estate Services (See separate section). This was basically being a transacting coordinator for a very few agents. In December of 1996 I officially started as a consultant for Harrell at Re/Max Properties East. I would help out with technology, and recommend systems and marketing ideas for his marketing department. This lasted until I retired in June of 1998. I must say here that Harrell allowing me to slowly end my real estate career in this way was a most generous offer. It was good for both, done on a handshake. What an honor it was to be involved for the last 10 years of my career with a company and man that was, besides being a progressive leader, honest, way ahead of his time, and a winner, but a sincerely good person. Late in 1997, he offered me a Vice Presidency if I would stay at least one more year, but I was ready for Tucson.

I retired in June of 1998.



Blue



Jacobs



Jones



Ring

The following joined **Re/Max Properties East**: Linda Blue, Elisabeth Jacobs, Jeff Jones, Al Ring and Janice Waugh.



Waugh

Take A Step Above The Crowd!

RE/MAX

Properties East

10503 Timberwood Circle
Louisville, Ky 40223

425-6000

OFFICE

AL RING

C.R.B., C.R.S., G.R.I., BROKER, REALTOR

896-4271

HOME

551-1254

MOBILE

(800) 444-1946

800



December 4, 1989

Jack & Martie Handel
7008 Wildwood Circle
Louisville Ky 40291

Dear Jack & Martie:

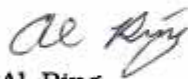
I have some very exciting news to share! Recently, I have moved from Century 21 to RE/MAX Properties East. Over the past 13 years and with two Century 21 companies, I have realized tremendous professional growth.

Now for some information about my new company. RE/MAX stands for "real estate maximums," and all RE/MAX Sales Associates are dedicated to providing maximum real estate satisfaction for their clients. The RE/MAX system has developed a staff of qualified and seasoned professional agents, who are dedicated to their real estate careers. Each real estate transaction is handled with care and the highest degree of professionalism. The result is superior service to YOU, the RE/MAX real estate client.

Also, I have formed A & K Builders, Inc. My wife, Karen, is assisting me with the decorating and fine details of our homes. Presently, we are building with Matthews Homes, Inc. Our homes are located in Douglass Hills Estates and Owl Creek, both NTS communities.

It is a very exciting time for our family. Hopefully, sharing this excitement will rub off a little. Again, thank you for your past help and support. Please think of me when you have the opportunity to provide leads and referrals of people who may need my services.

Your real estate professional,


Al Ring
C.R.B., C.R.S., G.R.I.
BROKER - REALTOR



RE/MAX properties east
10503 timberwood circle, suite 100
louisville, kentucky 40223
phone: (502) 425-6000
an independent member broker

Balloons For Joining RE/MAX - November



VOLUME XXVIII, NO. 2 - DECEMBER 20, 1989

EAST END



**Above
the
Crowd!**
an independent member

RE/MAX

properties east
1-800-444-1946

425-6000
10503 timberwood circle
louisville, kentucky 40223



Al Ring
G.R.I., C.R.S., C.R.B.

14 successful years as a real estate professional

**Specializing in new & existing
home sales**

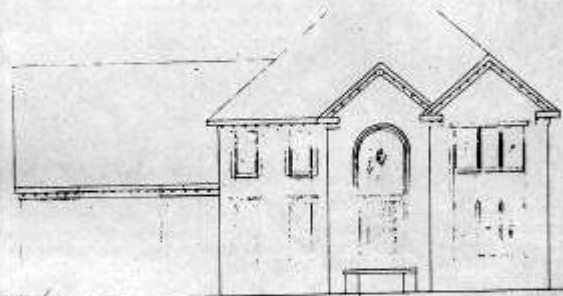
associated with
MATTHEWS HOMES INC.
MATTHEWS/ABELL HOMES
A & K BUILDERS INC.



FOR THOSE THAT WANT A "DEAL" THIS IS IT! 1004 Lake Forest Pkwy. Too many houses on the market in this price range, **MUST SELL**, new home paying property tax on over \$240,000. Will take \$218,000 for quick, no hassle sale. 3256+ sq. ft. of beautiful living area with all the amenities you would expect. They say it's a buyers market - we're ready to prove it! #06076

Al Ring
RE/MAX PROPERTIES EAST

896-4271
425-6000



YOUR CHANCE TO CHOOSE DECORATING **1485 SABLE WING CR.**
This 3200+ sq. ft. home is ready for you to choose the decorating. 4 large bedrooms, all with walk-in closets, beautiful balcony over-looking hardwood foyer, special family room & kitchen with breakfast room on a circular floor plan that works. Walk-out lower level and so much more. \$234,900. #07107

Al Ring
RE/MAX PROPERTIES EAST

896-4271
425-6000



SANTA PUT MORE IN THIS THAN HE SHOULD HAVE!

Over 2500 sq. ft. of Santa's gifts — full walk-out basement, 2 car garage, hardwood foyer, with very OPEN kitchen and family room, master suite with sitting room, whirlpool tub and so much more. 12503 Kirkham Road. \$174,900. Douglas Hills Estates. #07109

Al Ring
RE/MAX PROPERTIES EAST

896-4271
425-6000



CHRISTMAS SPECIAL

This 1900 sq. ft. ranch in Douglas Hills Estates is loaded with all the Christmas goodies - 3 bedrooms, 2 baths, vaulted family room. #07108

FOR CHRISTMAS SPECIAL ONLY - REDUCED TO \$149,900

905 Brierly Hill Court
Al Ring
RE/MAX PROPERTIES EAST

Douglas Hills Estates
896-4271
425-6000

**LOOKING FOR A
PROFESSIONAL REALTOR
DOES NOT HAVE TO BE
A DIFFICULT TASK!!!!**

BUYING

SELLING

COUNSELING

**REAL ESTATE
INVESTMENT**

MY GOAL

To become your professional Realtor, represent and counsel you in all your real estate needs, rather than helping you buy or sell one time only. I will combine the efforts of the entire RE/MAX organization, myself, and you, the client, to obtain the best price in the least amount of time with minimum inconvenience to you.

Al Ring

The RE/MAX Story

"It was here, in the beautiful Rocky Mountains, that an exciting new concept in real estate sales came into being."

So began the first RE/MAX franchise sales presentation back in 1977.

By the end of the 1980s, the RE/MAX International real estate franchise network had expanded across North America, dominating market after market, becoming the number one residential real estate organization in Canada and the number two operation in the United States.

In an organization created by top producers for top producers, RE/MAX Sales Associates are among the best in the business. Compared to other full-time real estate agents, the average U.S. RE/MAX Associate has twice the number of years of real estate experience and makes three times as many annual transactions.

Growing by a new franchise office every day and several hundred Sales Associates each month, RE/MAX is the fastest growing real estate organization in North America. The "Above the Crowd!" network projects that it will become the dominant force in North American real estate in the early 1990s.

Working Together

**YOUR HOUSE IS
AS GOOD AS**



**I'd like to sell
yours for you.**

Al Ring

Take a step above the crowd!

WHY WORK WITH RE/MAX?

At RE/MAX We...

Are the fastest growing real estate company in the world

Closed over \$58 billion in volume & 582,000 transactions in 1989

Are number 1 in advertising (Over 90 million in advertising in 1989)

Have over 1800 brokerage offices with over 27,000 FULL TIME ASSOCIATES

Have one of the largest referral networks in the world

Have trained salespersons that are experienced, professional, dedicated and committed

**AL RING
G.R.I., C.R.S., C.R.B.
BROKER - REALTOR**



Bus. (502) 425-6000
Res. (502) 896-4271

REAL ESTATE EDUCATION

(C.R.B.) Certified Residential Broker
(C.R.S.) Certified Residential Specialist
(G.R.I.) Graduate Realtor Institute
All Real Estate courses taken at Jefferson Community College

BUSINESS INTERESTS, ACHIEVEMENTS

Real Estate Professional since 1977
Owned & operated a successful retail business in St. Matthews for 12 years
President of **A & K Builders, Inc.**
Member of Louisville Home Builders Association
Business Man of the Year and 1974 Community Service Award

CAREER & COMMUNITY AFFILIATIONS

Kentucky Colonel
Knight of St. Matthews
Twenty year active membership with St. Matthews Fire Department achieving the rank of Major
Present Chairman of the Board of Trustees of the St. Matthews Fire District

A FEW OF MY TECHNIQUES FOR MARKETING YOUR HOME

- Red, white & blue yard sign
- Home protection warranty
- Personal computerized "Financial Options" booklet
- Follow-up on all showings when possible and report to you weekly
- Personalized information sheet on your home
- Distribution of handbills to other real estate professionals
- Personal invitation to neighbors in your area to provide them with the opportunity to choose their new neighbor
- Establish and maintain contact with other real estate professionals with listings in your area so they may help sell your home
- Personalized ads in the bi-weekly HOMES MAGAZINE publication
- Sunday "Open House"
- Periodic personalized ads in Courier Journal
- Represent your interests in all contracts and help in negotiating the best possible price & terms for you
- Deliver your CHECK at the closing



RE/MAX® Properties East

10503 Timberwood Circle, Suite 100

Louisville, Kentucky 40223

Office: (502) 425-6000



Al Ring

G.R.I., C.R.S., C.R.B.

Home: (502) 896-4271

Take A Step Above The Crowd!



RE/MAX®

REPORTER

INSIDE

this issue

What is your home worth? **page 2**

Your teen's first car **page 3**

Remember where, why and when **page 4**



How To Find The Right Home Furnishings


“No thanks, I’m just looking,” or “I’ll know it when I see it” are common phrases heard by

salespeople or designers in home furnishing stores. For some reason, when people are selecting home furnishings, most feel

confident they can accomplish the task on their own.

(continued on page 2)

Trip to
 Orlando Florida
 RE/MAX Convention
 March 4 to 8, 1990
 Stayed at Caribbean Beach Resort
 Saw MGM Studios
 Pleasure Island
 RE/MAX activities
 Sea World



Alan Ring
 RE/MAX PROPERTIES EAST
 10503 Timberwood Cir
 Ste 100
 Louisville, KY 40223

January 19, 1990

Attendee number:
21034280

Dear Orlando Convention Attendee:

Thank you for pre-registering for the 17th Annual RE/MAX International Convention in Orlando, Florida, March 4-8, 1990. Your registration has been processed and our records indicate that you have chosen to attend the following ticketed events:

- First Timers' Reception
- Referral Encounter - Tuesday
- Awards Banquet - Wednesday
- Officers' Welcoming Reception
- Fun Night
- Ice Cream Social

You may obtain your RE/MAX registration materials at the Marriott World Center at the dates and times listed below. For your own protection, your signature and identification will be required.

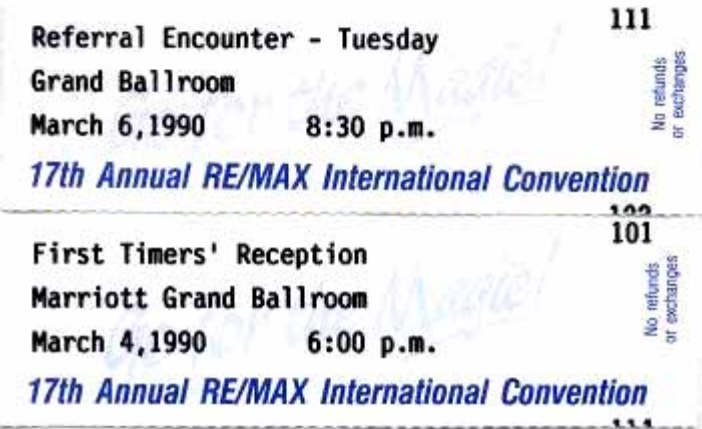
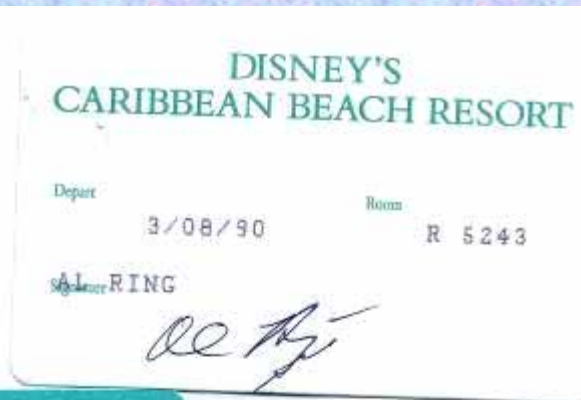
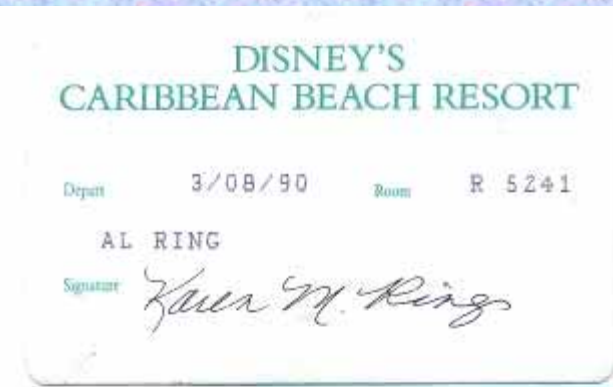
Sunday	9:00a.m. - 8:00p.m.
Monday	7:30a.m. - 4:30p.m.
Tuesday	8:00a.m. - 5:00p.m.
Wednesday	8:00a.m. - 12 Noon

Enclosed are Personal Promotion guidelines. Also enclosed are a flyer from Hertz, and a brochure from Walt Disney World.

See you in Orlando!

RE/MAX Conventions, Inc.

FROM RE/MAX HOUSING BUREAU 7208 SAND LAKE ROAD, SUITE 300 ORLANDO, FL 32819		GUEST COPY CARRY TO CONVENTION
CONVENTION HOUSING CONFIRMATION AS OF 12/27/89 FILE NUMBER: RING 40223 1 17TH ANNUAL RE/MAX INTERNATIONAL CONVENTION		
DISNEY CARIBBEAN BEACH HOTEL 900 KAYMAN WAY LAKE BUENA VISTA, FL 32830 (407) 934-7639	ARR: 3/03/90 DEP: 3/08/90 NBR: 2 CC/DEPOSIT: V84310360493163666 B/90	TYPE: DOUBLE RATE: \$88 DEPOSIT: ASSURED
STD VIEW SOLD OUT, REG GARDEN AT \$88		
<ul style="list-style-type: none"> • IF ROOM DEPOSIT OR CREDIT CARD NUMBER HAS NOT BEEN SENT, SEND DEPOSIT TO HOTEL WITHIN 14 DAYS AS SHOWN. • IF DEPOSIT IS NOT RECEIVED, ROOM MAY BE CANCELLED. • CANCELLATIONS: DEPOSITS REFUNDED 3 DAYS PRIOR TO (but not including) ARRIVAL DATE. IF CANCELLED ASK FOR AND RETAIN CANCELLATION NUMBER. 	TO 	M/M AL RING REMAX PROPERTIES EAST 10503 TIMBERWOOD CIR SUITE 100 LOUISVILLE KY 40223





17th Annual RE/MAX International Convention

AL
Al Ring
Louisville, KY



Sales Associate

17th Annual RE/MAX International Convention

KAREN
Karen Ring
Louisville, KY



Conference Guest

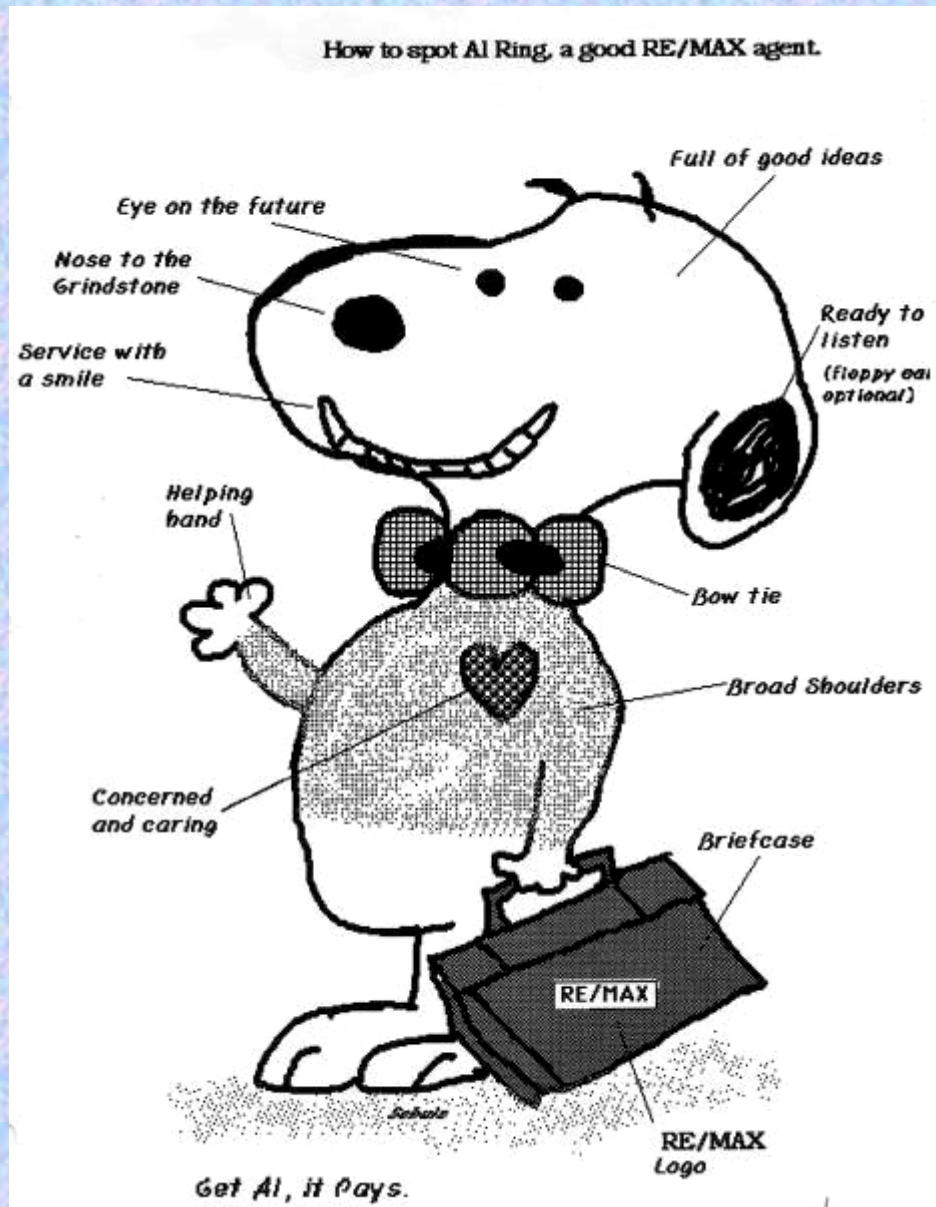
17th Annual RE/MAX International Convention

AWARDS BANQUET & RECEPTION

Wednesday, March 7, 6:00 p.m. to Midnight

TABLE # 018







DO YOU KNOW SOMEONE WHO--

Needs to buy? give me a "RING"

Needs to sell? give me a "RING"

Needs to build? give me a "RING"



PLEASE CALL
AL "RING"
RE/MAX Properties East
425-6000 896-4271

This offer is not intended to solicit listings of other Real Estate Brokers.

Each RE/MAX Office is Independently Owned and Operated
©1989, RE/MAX International 43828

TRYING TO SELL??

If you are successful, please accept my congratulations. Selling homes is not an easy job. Should your venture prove unsuccessful, I hope you will consider giving me an opportunity to show you my marketing program. It is designed to get you the most money in the least amount of time and with a minimum of inconvenience to you. I know I need you, if you should decide you might need me--



PLEASE CALL
AL RING
RE/MAX Properties East
425-6000 896-4271

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©1989, RE/MAX International 43828

HELP!

I need buyers, sellers, or people who want to build!!



PLEASE CALL
AL "RING"
RE/MAX Properties East
425-6000 896-4271

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*Above
the
Crowd!*[®]

RE/MAX[®]

properties east
425-6000
1-800-444-1946



AL RING
G.R.I., C.R.S., C.R.B

Matthews Homes Inc. & A & K Builders Inc.

Combined to bring you:

- ★ Over 60 years of experience
- ★ Service of a registered builder and Realtor
- ★ Professional decorating
- ★ Building on your lot or ours
- ★ We provide plans or help you design your own
- ★ Ten year warranty

We make dreams come true

Presently building in: **Douglass Hills Estates Glenmary** **The Landings Indian Creek** **Owl Creek Foxgate**

"Let Us Price Your New Home"



LAKE FOREST 1004 Lake Forest Parkway. 3256 sq. ft. All the Lake forest amenities you would expect with 4 large bedrooms, fantastic Master suite, sun room between vaulted family room and breakfast room. PRICED BELOW MARKET FOR QUICK SALE-Call!!
Al Ring 896-4271
RE/MAX Properties East 425-6000



DOUGLASS HILLS ESTATES. 906 Briery Hill Court, 1900 sq. ft. Ranch, 3 BR, 2 bath, vaulted family room, living & dining rooms + full basement, 2 car garage, and circular drive. There are only a few ranches available. Call on this one.
Al Ring 896-4271
RE/MAX Properties East 425-6000



DOUGLASS HILLS ESTATES 12503 Kirkham 2500 square feet walk-out two story with roughed in bath and fireplace in lower level. Extra large family room & very open to breakfast room & kitchen. Special master suite and extra large lot, much more. Call
Al Ring 896-4271
RE/MAX Properties East 425-6000



OWL CREEK. 1485 Sable Wing Circle 3180 sq. ft. walk-out lower level, spacious family rm., breakfast rm. and kitchen, open foyer w/balcony & huge master suite, whirlpool tub, and his & hers vanities, large BR with walk-in closets and much more. Ready now!
Al Ring 896-4271
RE/MAX Properties East 425-6000



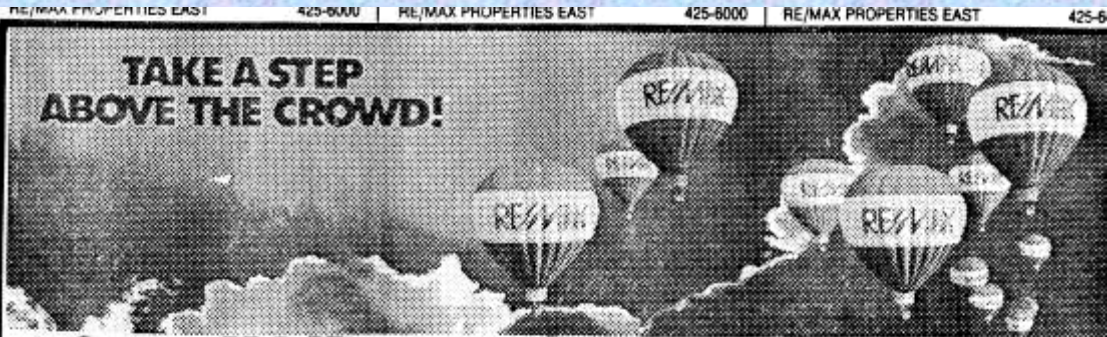
GLENMARY 10408 Black Iron Road 2500 sq.ft. two story on the golf course, 4 large bedrooms with special "Master Retreat" w/whirlpool tub, sitting room and "comfort core" very open with large open family room, basement and 2 car garage.
Al Ring 896-4271
RE/MAX Properties East 425-6000

TOWNHOUSE
\$79,900.00
1224 INVERARY COURT
Inverness in **HURSTBOURNE**
2 Bedroom, 2½ bath
Equipped kitchen
Beautiful dining and living area
GARAGE & BASEMENT
Al Ring 896-4271
RE/MAX Properties East 425-6000

6 BUILDING LOTS
Within Watterson Expressway
St. Matthews Area
Phoenix Hill Court
Back of Winding Falls Estates
over 100' frontage
Trees & Beautiful Views
One lot \$45,000.00
The rest \$35,000.00
Call for special details
Al Ring 896-4271
RE/MAX Properties East 425-6000

GLENMARY LOT 165
We have not started yet, so this is your chance to choose everything, price, style, colors, etc. Call me and let's talk about a new house for you. Remember we can build your plan or one of ours, we also can draw your plans and save you money. A call won't hurt, Try us.
Al Ring 896-4271
RE/MAX Properties East 425-6000

TOWNHOUSE
202 BROWNS LANE
UNIT 2
ST. MATTHEWS
REDUCED TO \$79,900.00
2 Bedroom, 2½ bath,
2 fireplaces
walk-in closets, whirlpool
Large living & dining area
& equipped kitchen
Al Ring 896-4271
RE/MAX Properties East 425-6000



 Terry Barrickman	 Linda Blue	 Vicki Browne	 Peter Cameron	 Fei Fei Chao	 Vicky Colston
 Joyce Erskine	 Dennis Finck	 Art Geissler	 Joe Hampton	 Jane Hayes	 Karen Helm
 Walda Highfield	 Stan Humphrey	 Elisabeth Jacobs	 Jan Johnson	 Dick Johnson	 Jeff Jones
 Reva Kern-Morris	 Robin Johnson	 Sally Knight	 Kaye Lentz	 Rosemary Nobles	 Patti O'Brien
 Jay Paxton	 Carol Pope-Hutt	 Betty Radford	 Cecilia Ridge	 Al Ring	 Bob Sellinger
 Bev Sherrard	 Harrell Tague	 Steve Underwood	 Phyllis Vittitow	 Pam Vogelsang	 Janice Waugh
 David Yunker					
 Cheryl DeWeese					

RE/MAX[®]

Properties East

425-6000

1-800-444-1946

Already #1 in Louisville in homes sold per agent -- WATCH US GROW!!



EXECUTIVE HOMES

HURSTBOURNE - Condominium
1224 Inveraray Court



Executive amenities and location make this townhouse home special. Tennis Courts, swimming pool and clubhouse & only minutes from I-64 & Hurstbourne Lane. Large living area with 2 large bedrooms & 2 1/2 baths, GARAGE & basement. All the amenities you would expect but with a low price \$79,900.00. Call for details.

Al Ring
896-4271



RE/MAX Properties East
425-6000
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1-800-444-1946

ON THE GOLF COURSE
10418 Black Iron Rd. - GLENMARY



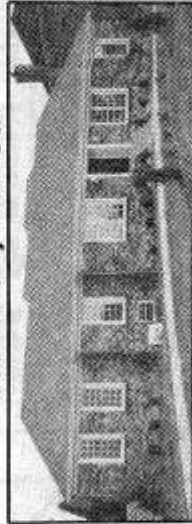
What executive wouldn't want to back up to the first green. What a view!! Huge family room and breakfast room overlook the first green. Along with this comes 4 large bedrooms, 2 1/2 baths, full basement and garage, very open and light floor plan with formal living & dining room. Over 2500 sq. ft. and price at only \$178,900.00.

Al Ring
896-4271



RE/MAX Properties East
425-6000
10503 Timberwood Circle
1-800-444-1946

DOUGLASS HILLS ESTATES
905 Briery Hill Ct.



3 minutes from I-64 and a few more minutes to anywhere in Louisville. That makes this executive 3 bedroom 2 bath ranch a must to see. Over 1900 sq. ft. with full basement and garage, vaulted family room + formal living and dining room on large lot with circular drive. All this and its brand new and has been REDUCED \$10,000 to \$149,900.00.

What more could you want, call for details.

Al Ring
896-4271



RE/MAX Properties East
425-6000
10503 Timberwood Circle
1-800-444-1946

LUXURY AND LIVABILITY
Copperfield



New walk-out ranch has 4 bedrooms and 3 full baths. Special feature is the main level garage. Amenities throughout home include whirlpool tub, Mouser kitchen, extensive millwork, privacy deck, central vac, and security system. Call for private showing of this exquisite brick and cobblestone home on wooded lot.

Linda Blue
893-5201

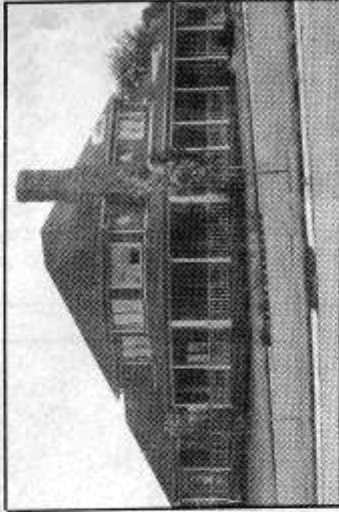


Re/Max Properties East
425-6000
1-800-444-1946

Janice Waugh
245-2741



NEWEST DEVELOPMENT WITH PANORAMIC VIEW OF LOUISVILLE



#37 PLUM HILL WAY
\$359,000

OPEN HOUSE EVERY SUNDAY 2-4 PM

Features: City sewers, natural gas, cable TV. Beautiful lake located on Skyline Drive. Approx. 4200 sq. ft. and basement. 4 BR, 2 master bedrooms suites, 10ft. ceilings, hardwood floors, Corian countertops, walk-out to all brick wrap-around porch, sprinkler system, study, many amenities.



Marketed by:
Judy Huber
923-8938
Jeanine Farabee
945-9308



VOLUME XXVIII, NO. 5 - JANUARY 31, 1990

EAST END



RE/MAX



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425-6000
10503 timberwood circle
louisville, kentucky 40223



Specializing in new & existing
home sales
associated with

Al Ring
G.R.I., C.R.S., C.R.B.

MATTHEWS HOMES INC.
A & K Builders, Inc.

14 successful years as a real estate professional

TOWNHOUSE

St. Matthews St. Matthews
202 Browns Lane Unit 2
Two bedroom, walk in closets, whirlpool tub, large living room with fireplace. Sound nice, there's more. Equipped kitchen with Oak cabinets, window and so much more. Close parking.
\$83,900.00

Al Ring 896-4271
RE/MAX Properties East 425-6000



YOUR CHANCE TO CHOOSE DECORATING 1485 SABLE WING CR.
This 3200+ sq. ft. home is ready for you to choose the decorating. 4 large bedrooms, all with walk-in closets, beautiful balcony over-looking hardwood foyer, special family room & kitchen with breakfast room on a circular floor plan that works. Walk-out lower level! and so much more. \$234,900. #07107
Al Ring 896-4271
RE/MAX PROPERTIES EAST 425-6000



DOUGLAS HILLS ESTATES A GIFT FOR THE FAMILY!
Over 2500 sq. ft. - full walk-out basement, 2 car garage, hardwood foyer, with very OPEN kitchen and family room with fireplace. Master suite with sitting room, whirlpool tub and much more. Extra nice lot.
Al Ring 896-4271
RE/MAX PROPERTIES EAST 425-6000



THE PINES 8405 ROSEBOROUGH \$80,000
Contemporary flair with huge deck and pool. Fenced in private back yard. Extra large family room, vaulted living area, basement and home warranty. #08470.
Al Ring 896-4271
RE/MAX PROPERTIES EAST 425-6000

VOLUME XXVIII, NO. 9 - MARCH 28, 1990

EAST END



RE/MAX



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10503 timberwood circle
louisville, kentucky 40223



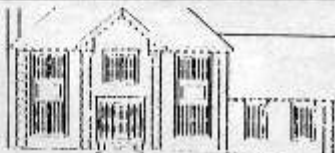
**G.R.I.,
C.R.S., C.R.B.**

14 successful years as a real estate professional & builder



AL RING

Specializing in new & existing home sales
associated with
**MATTHEWS HOMES INC.
A & K Builders, Inc.**



GLENMARY 10408 BLACK IRON RD.
"Golf course lot" - Fantastic 2 story, very open, large bedrooms, a master "retreat" with whirlpool sitting room, huge closets, 2 car garage, full basement & so much more.
Al Ring 896-4271
RE/MAX PROPERTIES EAST 425-6000



DOUGLAS HILLS ESTATES 12503 KIRKHAM ROAD
2500 sq. ft. two-story with walk-out lower level. "Comfort core" with very open family room, kitchen & eating area. Master "retreat" with sitting room, whirlpool tub in very special bath & very large lot. #07109.
Al Ring 896-4271
RE/MAX PROPERTIES EAST 425-6000



TOWNHOUSE
St. Matthews 202 Browns Lane Unit 2 St. Matthews
Two bedroom, 2.5 bath, whirlpool, walk-in closets, living room w/fireplace, dining area, equipped kitchen with bay window.
Al Ring 896-4271
RE/MAX PROPERTIES EAST 425-6000



DOUGLASS HILLS ESTATES 905 BRIERLY HILL CT.
1900 square foot ranch with vaulted family room. Master suite with whirlpool & separate shower. Full basement & garage. #11621
Al Ring 896-4271
RE/MAX PROPERTIES EAST 425-6000



OWL CREEK 1485 SABLE WING CIRCLE
3180 sq. ft. of beauty with a "comfort core" of spacious family room, breakfast room and kitchen, open foyer with balcony & special master "retreat" & 4 large bedrooms all with walk-in closets + walk-out lower level. #07107.
Al Ring 896-4271
RE/MAX PROPERTIES EAST 425-6000



LAKE FOREST 1004 LAKE FOREST PARKWAY
3256 Square feet ready to move in today. All the Lake Forest amenities you would expect with 4 large bedrooms, a fantastic "MASTER RETREAT", sun room between vaulted family room and beautiful breakfast room.
Al Ring 896-4271
RE/MAX Properties East 425-6000

VOLUME XXVIII, NO. 11 - APRIL 25, 1990

EAST END



RE/MAX



properties east
1-800-444-1946

425-6000
10503 timberwood circle
louisville, kentucky 40223



**G.R.I.,
C.R.S., C.R.B.**

14 successful years as a real estate professional & builder



AL RING

Specializing in new & existing home sales

associated with

MATTHEWS HOMES INC.

**A & K
Builders, Inc.**



DOUGLASS HILLS ESTATES

1900 square foot ranch w/vaulted family room, master suite with whirlpool, separate shower. Full basement & garage. Extra large lot. #11621.

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RE/MAX Properties East

905 BRIERLY HILL CT.

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GLENMARY

10408 BLACK IRON RD.

"Golf course lot" - Fantastic 2 story, very open, large bedrooms & master "retreat" with whirlpool sitting room, huge closets, 2 car garage, full basement & so much more.

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2 TOWNHOUSES

202 BROWNS LANE in
ST. MATTHEWS
Reduced to
\$79,900.00

2 bedrooms, 2-1/2 baths, 2
fireplaces, eat in kitchen.

1224 INVERARAY COURT
HURSTBOURNE

2 bedrooms, 2-1/2 baths, garage &
basement + swimming & tennis.

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OWL CREEK

3180 square feet of beauty with a "comfort core" of spacious family room, breakfast room and kitchen. Open foyer with balcony, special "Master Retreat" & 4 large bedrooms all with walk-in closets. Walk-out lower level. Ready to move in now - REDUCED! #07107. Al Ring

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1485 SABLE WING CIRCLE

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6 BUILDING LOTS

\$35,000 & \$45,000

Phoenix Hill Court,
back of Winding Falls
Estates

Where else in Jefferson
County can you find 100' lots
inside the Watterson
Expressway for this price.

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LAKE FOREST

3256 Square feet ready to move in today. All the Lake Forest amenities you would expect with 4 large bedrooms, a fantastic "MASTER RETREAT", sun room between vaulted family room and beautiful breakfast room. Priced considerably below market. #11333.

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1804 LAKE FOREST PARKWAY

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DOUGLASS HILLS ESTATES

2500 square foot two-story with walk-out lower level. "Comfort core" with very open family room, kitchen & eating area. Master "retreat" with sitting room, whirlpool tub in very special bath. Very large lot. #07109.

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VOLUME XXVIII, NO. 22 - SEPTEMBER 26, 1990

EAST END



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ALMOST COMPLETED
LOT #24 Indian Creek Sub. Spring Ridge Rd. 2540 square foot 2 story with 2-1/2 baths, master suite w/sitting rm., walk in closet whirlpool & more. Special trim throughout all the extras. Tread lot. Extra large family room. Hickory kitchen, garage & full basement. \$179,900.00. #19801
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ALMOST COMPLETED
LOT #144 Douglas Hills Estates. 2540 square foot 2 story with 2-1/2 baths, master suite w/sitting rm. and special bath with whirlpool & much more. Extra large family room, tread lot, garage and full basement. \$164,900.00. #18367
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Over sixty years of experience Competitive pricing
Service of a realtor 10 year warranty Registered builder
FREE DRAWING OF YOUR OR OUR PLANS, FOR YOUR LOT OR OURS

Douglass Hills Estates, Owl Creek, Indian Creek, Glenmary, or your choice



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"Maximum Results"






























GLENMARY 10408 BLACK IRON ROAD
"Golf Course Lot" Very open, large family rm., master with whirlpool sitting rm., huge closet, 2 car garage, full basement & so much more. Right now best price in Glenmary — \$178,900.00 for 2540 sq. ft.
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SEVERAL BUILDING LOTS

\$30,000
Phoenix Hill Court, back of Winding Falls Estates
Where else in Jefferson County can you find 100' lots inside the Waterson Expressway for this price

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VOLUME XXVII, NO. 24 - NOVEMBER 21, 1990 EAST END  <h1>RE/MAX</h1>					VOLUME XXVIII, NO. 25 - NOVEMBER 21, 1990 EAST END <h1>PROPERTIES EAST</h1> <p>425-6000 1-800-444-1946</p> 				
 Terry Barkinman	 Linda Blair	 Vicki Browne	 Peter Corson	 Fai Fai Chao	 Dolly Kagit	 Kaye Lantz	 Rosemary Nobles	 Paul O'Brien	 Jay Prater
 Vicky Conlon	 Joyce Enkine	 Dennis Flock	 Art Seisler	 Joe Hampton	 Carol Pope - Hill	 Betty Raiford	 Cecilia Ridge	 AI Ring	 Bev Sherman
 Karen Helm	 Wanda Highfield	 Stan Humphrey	 Elizabeth Jacobs	 Jan Johnson	 Harriet Tague	 Jane Hopps	 Cheryl Grewson	 Steve Underwood	 Phyllis Vittow
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<p>YOUR LOYALTY AND SUPPORT THANKS AND BEST WISHES</p>					<p>MADE THESE PAGES POSSIBLE. FOR THIS HOLIDAY SEASON!</p>				

	<p>Your St. Matthews Area Real Estate Professional</p>
	<p>Associated with RE/MAX Properties East & A & K Builders - Inc.</p>
	<p>Lived & worked in St. Matthews area since 1951</p>
	<p>Al Ring 425-6000 895-4271</p>

8405 ROSEBOROUGH ROAD

SPECIAL FEATURES

12 Yr. Old Spacious Quad Level	1625 Square Feet
Extra Large Family Room	Fireplace in Family Room
3 Bedrooms	2 Full Baths
Large Master Suite With Ceiling Fan	Vaulted 1st. Floor
Large Kitchen Over-looking Family Rm.	Dishwasher & Range Stay
New A/C Unit Rheem/ Heat Pump	New 50 Gal. Water Heater
Beautiful Large Deck	24 x 24 Above Ground Pool
Fenced Yard	Basement
Great Neighbors	Quiet Neighborhood

Close To Schools, Shopping, Churches, & More

This outstanding property is offered

for sale at \$69,900.00

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GAMBLING

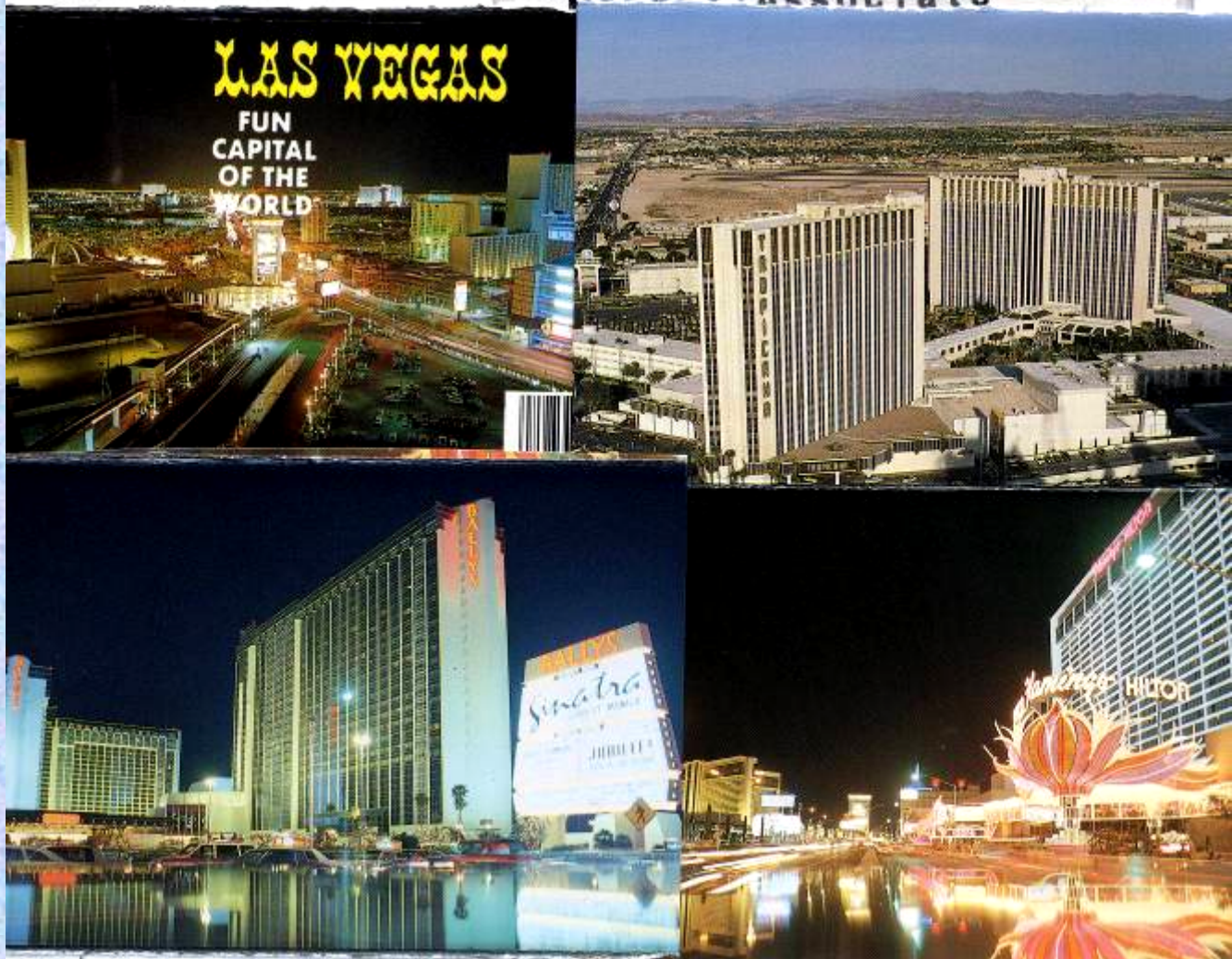
This was Al's year, last time it was Karen's

Al won

- 200 quarters
- 100 quarters
- 50 quarters
- several 10 and 20
- 200 nickels
- 100 nickels
- lot's of other nickels

Karen

- several hits on nickels





HELP!

I need buyers, sellers, or people who want to build!!



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DO YOU KNOW SOMEONE WHO--

Needs to buy? give me a "RING"

Needs to sell? give me a 'RING'

Needs to build? give me a 'RING'



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TRYING TO SELL??

If you are successful, please accept my congratulations. Selling homes is not an easy job. Should your venture prove unsuccessful, I hope you will consider giving me an opportunity to show you my marketing program. It is designed to get you the most money in the least amount of time and with a minimum of inconvenience to you. I know I need you, if you should decide you might need me--

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Single Family Sales, Louisville Board of Realtors

YEAR	NUMBER OF SALES	DOLLAR VOLUME	AVERAGE PRICE HOUSE	ANNUAL PERCENTAGE INCREASE	5 YEAR AVERAGE COMPOUND GROWTH RATE	10 YEAR AVERAGE COMPOUND GROWTH RATE
1970	4346	\$93,092,226	\$21,420			
1971	5424	\$121,453,302	\$22,760	6.26%		
1972	6444	\$162,678,390	\$28,143	23.65%		
1973	6583	\$184,099,680	\$27,590	-1.96%		
1974	6291	\$190,882,931	\$29,934	8.50%		
1975	6654	\$215,054,198	\$32,044	8.29%	8.39%	
1976	7406	\$253,132,280	\$33,794	5.46%	8.23%	
1977	8923	\$340,547,320	\$37,880	12.09%	6.12%	
1978	8377	\$354,231,471	\$42,037	10.97%	8.79%	
1979	8285	\$386,978,953	\$46,821	11.38%	9.36%	
1980	5354	\$282,298,043	\$51,861	10.76%	10.11%	9.25%
1981	4486	\$253,727,810	\$55,967	7.92%	10.67%	9.42%
1982	4357	\$233,096,294	\$53,092	-5.14%	6.99%	6.55%
1983	6975	\$390,458,852	\$56,416	6.26%	6.06%	7.42%
1984	6796	\$395,824,741	\$58,381	3.48%	4.51%	6.91%
1985	6385	\$384,218,083	\$60,015	2.80%	2.96%	6.48%
1986	6468	\$403,390,324	\$61,000	1.64%	1.74%	6.08%
1987	6446	\$426,306,189	\$65,552	7.46%	4.31%	5.64%
1988	6817	\$487,283,032	\$71,168	8.57%	4.76%	5.41%
1989	7202	\$553,395,096	\$76,077	6.90%	5.44%	4.97%
1990	7141	\$563,546,317	\$78,917	3.60%	5.63%	4.29%
1991	6801	\$567,324,906	\$83,418	5.70%	6.46%	4.07%
21 Year Average Compounded Growth Rate				6.69%		

I thought you might like to see what has happened in our area over the last several years in Single Family Real Estate. An average APPRECIATION RATE of 6.69% is not bad. Also for a recession, we didn't do bad last year.

Only 2 years out of 20 have we DEPRECIATED in our area.

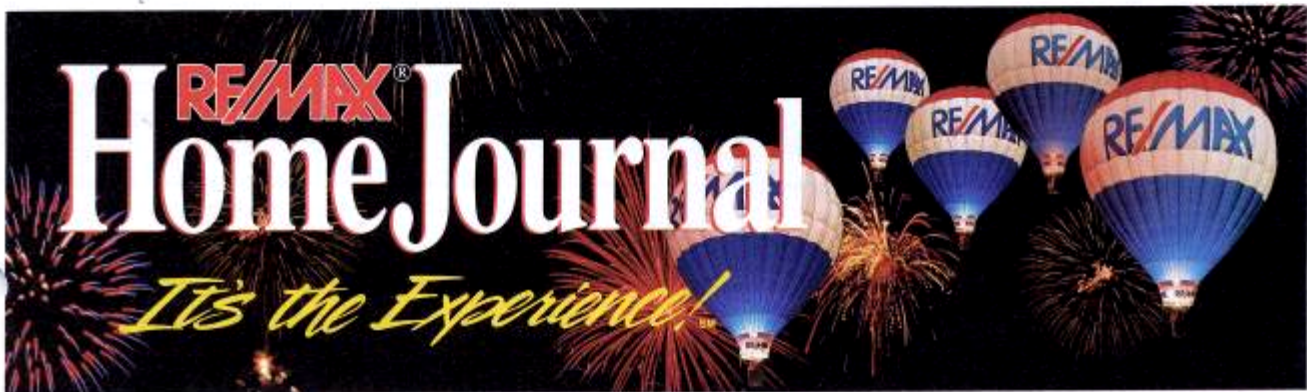
I don't know what 1992 holds, but I can tell you the 50 agents including me in my office are doing GREAT BUSINESS. The year has really started out fantastic.



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Louisville, Kentucky 40223
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Al Ring
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VOLUME 13 ★ NUMBER 4

“REAL ESTATE MAXIMUMS”

★★ HOME DELIVERY

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DECIDING ON A REAL ESTATE ASSOCIATE

The decision of whether or not to sell your home can be a nerve-racking process. But that’s only the first step in a long and detailed process. The next step is to find a real estate associate who understands your needs and can help you with all the complicated ins and outs associated with marketing your home.

Here are a few things to remember when searching for a real estate associate:

- Find out the associate’s reputation.
- Look for someone who is organized and has an aggressive marketing plan.
- Consider how active the real estate professional is in

(continued on page 2)



Make sure you feel comfortable working with the real estate professional you choose to represent you.





VOLUME XXIX, NO.15 - JUNE 19, 1991

EAST END



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46 GREAT REASONS TO CALL US FIRST!



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Robin Johnson

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SOLD

1126 Blackthorne Road
DOUGLASS HILLS ESTATES

SOLD

12605 Blackthorne Trace
DOUGLASS HILLS ESTATES

SOLD

12611 Blackthorne Trace
DOUGLASS HILLS ESTATES

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A & K BUILDERS, INC.
Al & Karen Ring

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1102 Blackthorne Road
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Then let us price & build your DREAM HOME.

We will build your plan or ours, on your lot or ours.

Let us help you draw your plans, at no charge.



INDIAN CREEK - off Dorsey Way at Shelbyville Rd.

9923 Spring Ridge Drive, This spacious two story has a master suite with whirlpool tub, leaded glass window, sitting room, & huge closet + high ceiling on first floor with extra crown molds, formal living & dining & more.

\$179,900.00

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December 20, 1991, Office Christmas Party





VOL. XXXI, # 1 - DEC. 2, 1992

The Original HOMES MAGAZINE

EAST END



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representing - -

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(Al is president of A & K Builders)
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Talk direct to the builder - -

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FALLS CREEK
6906 Chartwell Court

Just finished NEW 2 story, 2540 sq. ft. Very open floor plan, 4 BRs, 2-1/2 baths, breakfast room, special master suite, full basement and garage. Leaded glass, hardwood foyer, beautiful decorating with lots of windows, and much more. 193,900.00

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STERLING SPRINGS

10409 Sterling Springs Road

NEW - very open floor plan. Deluxe trim package, Hickory kitchen looking on private backyard, whirlpool tub in very special master suite which is 12'6"x25'5" with built in cabinets & shelves. Close in to everything, with all the amenities. — Still being built. \$219,900.00

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INDIAN CREEK OFF DORSEY WAY
8921 Spring Ridge Drive

NEW — very open floor plan, great backyard w/ deck, close to everything. Very special master suite with sitting rm. and huge closet. Crown moulds, leaded glass, hardwood, and much more. \$185,900.00

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DOUGLASS HILLS ESTATES

12407 Briery Hill Court

2 year old ranch, with 3 bedrooms, full basement & 2 car garage, vaulted family room, formal living & dining room, eat-in kitchen with bay window, alarm system, equipped kitchen, ready to move-in. Circular drive on large lot. \$149,900.00 PRICED BELOW MARKET

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Ben & Mary Helen Matthews

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The service of four professionals for the price of one
Over sixty years of experience Competitive pricing
Service of a realtor 10 year warranty Registered builder
FREE DRAWING OF YOUR OR OUR PLANS, FOR YOUR LOT OR OURS

Douglass Hills Estates, Owl Creek, Indian Creek, Glenmary, or your choice



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DOUGLASS HILLS ESTATES

1135 Blackthorn Road
Over 2500 square feet, treed 2 story, basement, 2 car garage, extra large family rm\ and kitchen with breakfast room. All large bedrooms, huge deck.

\$164,900.00

GLENMARY

10418 Black Iron Road
Golf course lot, backs up to 1st. green. Breakfast & family room overlook this beautiful view. You also get 4 large bedrooms, 2 1/2 baths garage & basement & much more.

\$178,900.00

INDIAN CREEK

9923 Spring Ridge Road
Leaded glass, private master suite, trees, and spacious family room & kitchen. Also Formal living & dining with special trim. More treats.

\$179,900.00

1992 Christmas Party



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 RE/MAX Advantage Realtors, Hopkinsville.....Ray Diuguid
 RE/MAX All Star, Lexington.....Brett Jackson
 RE/MAX Associates, Louisville.....Frank Fleck
 RE/MAX Central, Louisville.....Tom Bailey
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 RE/MAX Connections, Louisville.....Patricia Passmore
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 RE/MAX Executive Group, Elizabethtown.....Eula Crain
 RE/MAX Executives, Paducah.....Bobbi Drexler
 RE/MAX Lake Barkley Realty, Cadiz.....Brenda Harper
 RE/MAX Real Estate Center, Crestwood..Nell Bradley/Amy Dishman
 RE/MAX Radcliff/Ft. Knox, Radcliff.....Erika Gudenkauf
 RE/MAX Performance Rty., Shelbyville.....Kristian Coulter/Gil Lawson
 RE/MAX Preferred Properties, Benton.....Mary Ann Snow
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 Cynthia Albright
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 Sharon Bailey
 Phyllis Baltzer
 Jennifer Baxter
 Sandra Beeler
 Tom Biggs
 Kenneth Bowman
 Nell Bradley
 Jim Broadwater
 Richard Brower
 Marla Brown
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FALLS CREEK
6906 CHARTWELL COURT
Just finished NEW 2 story, 2540 sq. ft. Very open floor plan, 4 BRs, 2-1/2 baths, breakfast room, special master suite, full basement and garage. Leaded glass, hardwood foyer, beautiful decorating with lots of windows, and much more.
\$193,900.00
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from \$140,000 to 250,000
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2 Story, 1-1/2 Story, Ranch
All shapes & sizes
4 Models to choose from or
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SPRING CREEK OFF
Springdale at Hwy. 22
4411 Deer Springs Ct. Just started 1-1/2 story with, FIRST FLOOR MASTER & GREAT ROOM, 4 BRs, dining room with 2 car garage, basement, much more.
\$183,900.00
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10409 STERLING SPRINGS ROAD
NEW - very open floor plan. Deluxe trim package, Hickory kitchen looking on private backyard, whirlpool tub in very special master suite which is 12'6" x 25'5" with built-in cabinets & shelves. Close in to everything, with all the amenities.
\$219,900.00
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Talk direct to the builder call...
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FALLS CREEK
6906 CHARTWELL COURT
NEW 2 story, 2764 sq. ft. high ceilings, extra large dining & family room, master suite with sitting room with window, all the extras in trim, leaded glass, hrdwood, vaults, + all the regular such as 4 BRs, 2-1/2 BAs, garage, basement & more.
\$196,900.00
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Al* & Karen Ring

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Home: (502) 896-4271 Fax: (502) 423-1666

*Also associated with RE/MAX Properties East

Mary Helen Matthews Benjamin E. Matthews
Voice Pager 332-2762 Voice Pager 421-8908

Matthews Homes, Inc.

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NEW HOMES
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# 48 Monroeville	# 10 Pelham Ridge
# 49 Sterling Springs	# 122 Falls Creek
# 96 Falls Creek	# 19 Sterling Springs
# 123 Falls Creek	# 50 Sterling Springs
# 23 Indian Creek	# 124 Falls Creek
# 64 Falls Creek	# 126 Falls Creek
# 71 Sterling Springs	# 1 Sterling Springs

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EAST END

RE/MAX properties east RE/MAX properties east RE/MAX properties east RE/MAX properties east RE/MAX properties east

RE/MAX®

1 In Louisville in homes sold per agent...

RE/MAX properties east

RE/MAX properties east

RE/MAX properties east

RE/MAX properties east

RE/MAX properties east



HARRELL TAGUE
Broker/Owner



ANNELL KUELPMAN
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JOHN MOSES



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AL RING



CANDY RITZ



CONNIE UPTON



PHYLLIS VITTITOW



PAM VOGELSANG



CHRIS WALL



JANICE WAUGH



SAM WEAKLEY

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VOL. XXXII, # 14 - JUNE 1, 1994

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ROD BOWLING



PETER CAMERON



FEI FEI CHAO



SUZANNE CASCONI



JOAN CHAMPION



PATRICIA COUNTS



LEE GOREN



JUDY HAMBLÉN



JOE HAMPTON



PAUL HANLON



JANE HAYES



KAREN HELM



JAN JOHNSTON

OUT IN FRONT



ROBIN JOHNSON



JEFF JONES



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LOIS TASH



JUANITA TELLMAN



BETTY WEAVER



KATHY WILSON



JAN WOODALL



JO WRIGHT



DAVID YUNKER

RE/MAX properties east RE/MAX properties east RE/MAX properties east RE/MAX properties east RE/MAX properties east

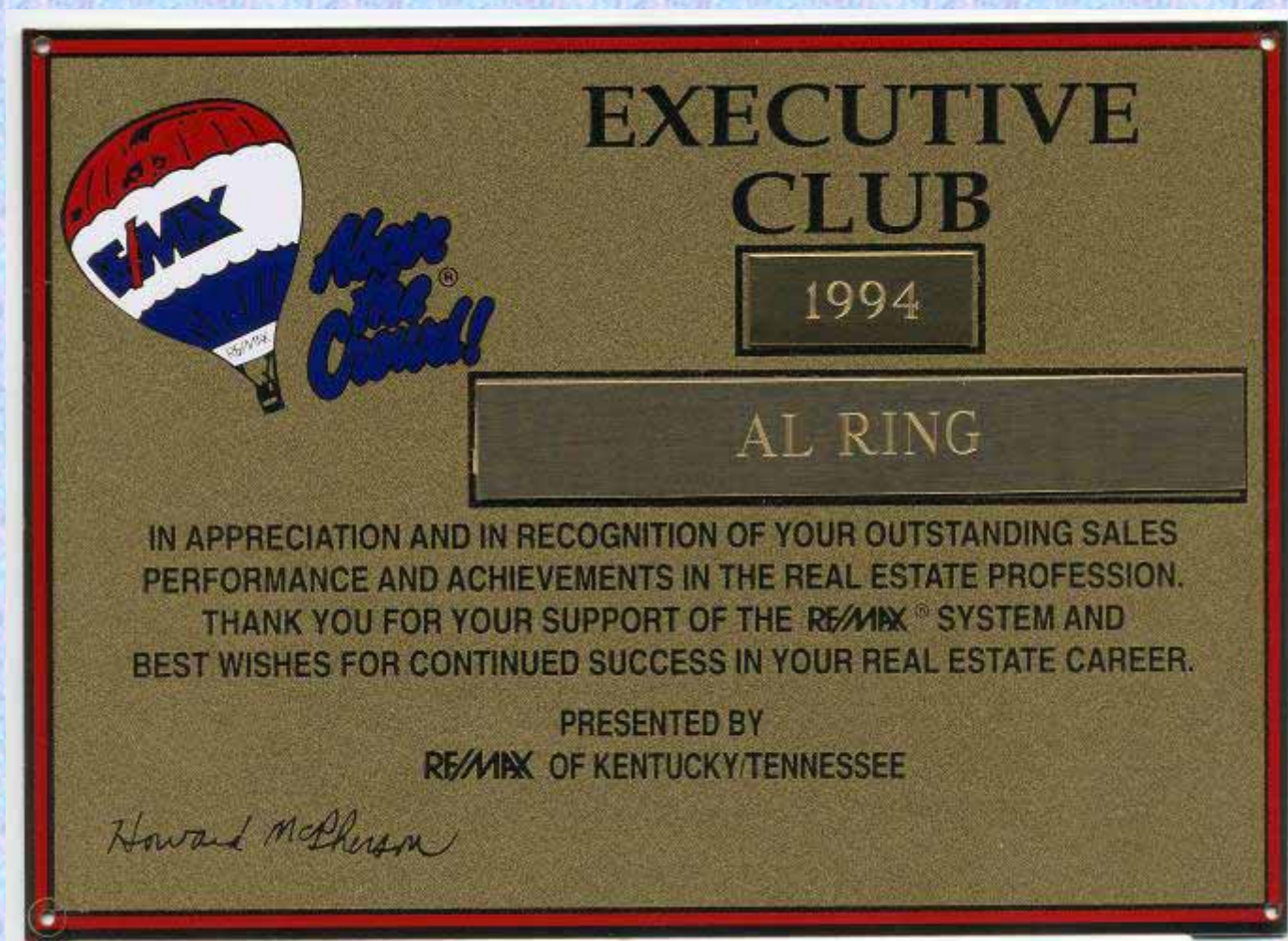
RE/MAX properties east

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RE/MAX properties east

RE/MAX properties east



From the National Association of Realtors
Median home prices across the USA

	Median price	Chng. vs. yr. ago
Atlanta	\$93,200	5.5%
Chattanooga	\$76,100	9.0%
Cincinnati	\$93,600	9.3%
Columbus	\$92,800	5.5%
Indianapolis	\$90,500	8.0%
Knoxville	\$88,600	7.5%
Lexington	\$83,000	7.9%
Louisville	\$77,400	7.4%
Nashville	\$95,200	9.4%
St. Lewis	\$83,100	1.2%

Ben & Mary Helen Matthews
 141 Tanglewood Trail
 Louisville, KY 40223

Thought you would like to know!

PLEASE CALL!!

Al Ring
 RE/MAX Properties East
 425-6000 896-4271

★

Discover RE/MAX Magic!

We are pleased to invite you to the 21st annual RE/MAX International Convention, in Orlando, Florida.

Orlando is a magical place, its towering palms swathed in Spanish moss, its greenscape ambling to meet clear lakes and waterways.

It welcomes travelers and creatures from afar, some of whom possess a little magic of their own — just ask Micky Mouse or chat a moment with Shamu.

Castle spires reach to the sky, fireworks bloom in the night air, and wishing on stars doesn't seem like kid stuff anymore.

It's where RE/MAX belongs this year.

Join us at our International Convention
And discover RE/MAX Magic.

Abracadabra
and
a-whop-bam-boo.

Magic is hardly conventional

The RE/MAX International Convention attendee averages more than \$100,000 in income

Almost half are members of the RE/MAX 100% Club

Nearly 70% have their GRI, CRS or CRP designations

Be part of the Network of Success!

Our convention just isn't conventional

Webster's Dictionary describes a convention as "an assembly of persons meeting for a common purpose." Sounds rather bland to us.

Our "assembly of persons?" About 6,000 superstars in real estate will be bringing their special RE/MAX magic to Orlando. Average RE/MAX Convention attendees earn more than \$100,000 annually and have acquired at least one professional designation. They network abundantly, form extensively and consider

personal promotion a very, very fine science.

Their "common purpose?" Our Convention attendees seek greater heights and fresh insight into industry issues. Like Buyer Brokerage, Computerization, Relocation Specialization, Corporate Calling, Technology, Fiscal Management, Commercial Specialization.

It's why this year's convention offers more than 100 panels, workshops and continuing education courses.

And it's why we bring in the best. At Monday's Opening General Session, "Good Morning, RE/MAX," you'll see lively discussion of our industry's issues with RE/MAX International Co-Founder Dave Laniger and nationally-known personalities Stephen Brobeck, Executive Director of the Consumer Federation of America, and Ralph Nader, founder of several consumer agencies. Herb Cohen, author of *You Can Negotiate Anything*, will present a general session on Tuesday.

But there's more "common purpose" than courses and speakers. Define it as camaraderie, the best as the industry exchanging ideas and brainstorming solutions. Throw in



adjectives like "synergy," "recharge" and "sizzle." And don't overlook the fun — The RE/MAX CMN Golf Classic, RE/MAX Fun Night, The Fashion Show, RE/MAX "Night of the Stars" Awards Show. It all creates friendships, unites offices, and helps us understand that we're part of a winning team.

That's what we call a convention. Can you afford not to attend?



Ralph Nader



Herb Cohen



Stephen Brobeck

Just blink and you'll be there

Make one phone call to EDR Travel

Its professional staff will handle your flight, hotel and rental car

(800) 445-7697
(303) 796-3696

When booking your airline reservations with EDR Travel, your travel agent, or the airline direct, use the RE/MAX File Number to receive discounted fares

UNITED AIRLINES:
File # 539T/M

DELTA AIR LINES
File # F0861

RE/MAX travelers are a unique breed

We usually bring our work along, our hand-held phones and lap-top computers in tow. Hopping and skipping across the continent is our definition of "networking." We need room to spread out. We don't have time to wait in lines for ticket changes and car rentals. Our hotel rooms need to be there and waiting for us. And we may need to change our plans as soon as we arrive.

EDR Travel has been working with RE/MAX International and its Affiliates for more than five years. Its professional staff understands our breed.

To receive the preferred RE/MAX room rate and ensure that you get the hotel of your choice, book your reservations early by calling EDR Travel at (800) 445-7697 or (303) 796-3696.

EDR will handle everything. Your plane. Your rental car. Your hotel. Your family plans.

Hotels available at the RE/MAX International Convention



Marriott's Orlando World Center Resort
The convention headquarters hotel offering luxurious rooms, golf, tennis, spacious meeting and banquet facilities and an enormous outdoor pool.



Disney's Beach and Yacht Club Resorts
For top-of-the-line accommodations, this exclusive resort is offering a limited number of rooms to RE/MAX attendees.



Residence Inn by Marriott
We are pleased to make available 800- and 2-bedroom suites for families. Adjacent to Marriott's Orlando World Center, guests can take advantage of the center's many amenities.



Disney's Fort Ordubands Resort
For those who prefer the convenience of a Walt Disney World Resort property, Disney's Fort Ordubands Resort offers several room types and complimentary transportation to many Walt Disney World Resort attractions.

We'll satisfy your highest expectations

The RE/MAX CMN Golf Classic

Earn a professional designation

"Wacky Tacky Tourist Party" at Disney's Pleasure Island

Ralph Nader and Stephen Brobeck talk consumers and real estate

RE/MAX MarketPlace

Spectacular Fashion Show

RE/MAX "Night of the Stars"



Be a wacky tacky tourist at this year's RE/MAX Fun Night.



Food for thought

Whether this is your first RE/MAX Convention or your twentieth, the annual convention is still the place to be.

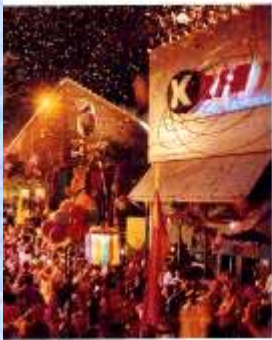
Where else could you spend time with someone who sold 300 homes last year, was elected to the local board, became the president of an industry association, or successfully lobbied Capitol Hill for changes in real estate law?

RE/MAX, its tremendous history and future direction, will be here in Orlando under one roof for one short week. If you don't take anything else home, you still have had the experience of spending a week with the superstars of real estate.

Fun is part of the plan

If we were to offer only 100 courses, workshops, general sessions, and professional designation courses, we wouldn't be catering to our audience very well now, would we? RE/MAX has too much energy for business alone.





**DETAILS,
DETAILS,
DETAILS**

On the back cover of this brochure, you will find information on:
Children and Family Activities
Personal Promotion Booths
Ground Transportation
Tuxedo Rental and General Information.



Try your swing at the RE/MAX CMN Golf Classic. How's your tennis game? There's a tournament for that, too. Need a jump-start in the morning? Treat down to aerobics.

Disney's Pleasure Island — complete with jazz clubs, cabarets, country-western dance halls, a Comedy Warehouse and New York-style nightclubs — is yours exclusively for RE/MAX Fun Night. Dress as a "Wicky Tacky Tourist" and enjoy! The following day, don't miss the Ice Cream Social, featuring 175 RE/MAX Approved Suppliers, 100 personal promotion booths, a live auction of sports memorabilia and thousands upon thousands of scoops of ice cream.

If that's not enough activity, try our networking breakfasts and luncheons, the special-interest receptions and Sunday's Officers' Welcome Reception. And let's not forget the climax, the crowning glory to the week's events: the RE/MAX "Night of the Stars" Awards Program.

Tuesday, February 22

8:30am - 7:30am
8:00am - 5:00pm
Aerobics
Advanced Broker/Owner Training - 501
"Maximizing Your Office Profitability"
Buyer Brokerage Seminar
8:30am - 10:00am
Broker/Owner and Sales Associate Sessions
Featured Speakers:
Dave Beson, Bill Samit
David Knox, Ronald Marth
10:30am - 12:00pm
Repeat of above sessions
Loss Prevention/Errors
and Correction Insurance
Commercial Treatment
12:00pm - 1:00pm
Featured Speaker: John Dudek, CDM
RE/MAX Fashion Show Luncheon (optional event)
Cash Lunch, MarketPlace
1:30pm - 3:00pm
General Session featuring Herb Cohen, author of "You Can Negotiate Anything"
Commercial Real Estate Speaker: Mike Lipsey, CDM
1994 President, Employee Relocation Council
3:00pm - 5:00pm
Ice Cream Social/Supplier Afternoon
Featuring CMN "Bids for Kids" Live Auction
7:00pm - 9:00pm
Special Interest Receptions (Cash Bar only)



Wednesday, February 23

8:30am - 7:30am
8:00am - 5:00pm
Aerobics
Advanced Broker/Owner Training - 502
"Maximizing Your Office Profitability"
Advanced Broker/Owner Training - 504
"Office Management and Procedures"
8:30am - 10:00am
Children's Miracle Network Workshop
Broker/Owner and Sales Associate Sessions
Featured Speakers: Howard Brinton, Pat Zaby and Monica Reynolds
9:00am - 12:00pm
Commercial Treatment Marketing Exchange
Repeat of above sessions
10:30am - 12:00pm
Spouse/Guest Program
12:00pm - 1:30pm
Networking Luncheon (optional event)
Cash Lunch, Marriott Poolside
1:30pm - 3:00pm
Special Interest Workshops for Broker/Owners and Sales Associates
3:00pm - 5:00pm
RE/MAX "Night of the Stars" Awards Program (optional event)
Awards Reception, Dinner, Show and Dance, featuring Marilyn McCoo, formerly of the 5th Dimension

REGISTRATION HOURS

Please arrange to pick up your registration packet and tickets well in advance of the convention events.

Saturday, 2/19	1:00 pm - 7:00 pm
Sunday, 2/20	9:00 am - 8:00 pm
Monday, 2/21	7:00 am - 5:00 pm
Tuesday, 2/22	9:00 am - 5:00 pm
Wednesday, 2/23	9:00 am - 1:00 pm

To ensure availability of social event tickets, we strongly urge you to pre-register your guests. Sales of available **la carte** tickets will end 24 hours prior to the individual social event!

MARKETPLACE HOURS

Sunday, 2/19	1:00 pm - 7:00 pm
Monday, 2/21	11:30 am - 6:00 pm
Tuesday, 2/22	11:00 am - 6:00 pm

To right, Marilyn McCoo



In the agenda above, some course titles and topics are subject to change. Some courses require separate registration. See enclosed information.

What we're pulling out of the hat

Friday, February 18

8:00am - 5:00pm
RRS Course
Advanced Broker/Owner Training - 501
"Maximizing Your Office Potential"
CRP Preparatory Seminar - Disney's Beach and Yacht Club Resorts

Saturday, February 19

8:00am - 5:00pm
RRS Course (continued)
Advanced Broker/Owner Training - 501 (continued)
Buyer Brokerage Seminar
CRP Preparatory Seminar (continued)
CRS 200 - "Business Development for the Residential Specialist"
CRB 449 - "Marketing Yourself"
CCIM-CI 403 "Success Strategies for Investment Real Estate"
Featuring course author Jerry Anderson, CDM (no prerequisite required)
7:00pm - 9:00pm
Golf and Tennis Tournament Registration Reception

Industry-leading speakers and instructors

RE/MAX Recharge

Earn Continuing Education credits

Exchange farming and marketing ideas

Endless Networking Opportunities

Sunday, February 20

8:30am - 7:30am
9:00am - 5:00pm
Aerobics
Advanced Broker/Owner Training - 501 (continued)
Buyer Brokerage Seminar (continued)
CRS 200 (continued)
CRP Continuing Education Course
RRS Corporate Calling
CCIM-CI 403 (continued)
Financial Calculator Course
RE/MAX - CMN Golf Classic
RE/MAX International Tennis Tournament
100% Club Reception
Hall of Fame/Past Award Winners Reception
First Time Attendee Reception
Guest/Spouse Reception
Welcome Reception - Marriott Poolside (optional event)

Monday, February 21

8:30am - 7:30am
7:30am - 8:30am
9:00am - 11:45am
12:00pm - 1:30pm
1:30pm - 3:00pm
3:30pm - 5:00pm
8:30pm - 10:00pm
Aerobics
Networking Breakfast, Convention Center (optional event)
Opening General Session "Good Morning RE/MAX," Convention Center
Featuring Dave Linger, Ralph Nader and Stephen Brobeck.
12:00pm - 1:30pm
Networking Luncheon, Marriott (optional event)
Cash Lunch, MarketPlace
Top Producer Seminar, Residential and Commercial
Relocation Panel "The Value of a CRP Designation"
Presented by the Employee Relocation Council
Broker/Owner Sessions
Repeat of above sessions
Fun Night at Disney's Pleasure Island (optional event)
RE/MAX "Wacky Tacky Tourist Party"
Admission includes buffet dinner, a variety of music, dancing and a spectacular fireworks show.

GENERAL SESSION INFORMATION

The Opening General Session on Monday, February 21, 1994, is open to all registered convention attendees. Your name badge is your proof of registration. For your convenience, the registration hours are listed in the agenda section of this brochure. Please arrange to pick up your registration packets and tickets well in advance of the convention events. Registration packets may be picked up only by the registered attendee. Registrations are non-transferable. **NO EXCEPTIONS!**

GROUND TRANSPORTATION

Bus shuttles will be provided to RE/MAX Convention hotels and resorts during registration and convention activities. The actual ground transportation schedule will be printed in the final agenda distributed at registration.

TUXEDO RENTALS

For advanced tuxedo rental, contact Mitchell's Formal Wear. Phone is (407) 656-7700 or 800-655-5911 (press 1). FAX is (407) 656-9443. Before calling to order, you must have the following measurements on hand: coat, waist size, shirt/neck, trouser outseam, shirt sleeve length and shoe size (optional). Tuxedos will be delivered to the Marriott Orlando World Center ONLY.

PERSONAL PROMOTION BOOTHS

One hundred personal promotion booths will be available for RE/MAX Sales Associates in the MarketPlace area. The purpose of the booth is to promote the individual Sales Associate to generate referral business. Convention pre-registration is required to purchase a booth. To obtain written information and a Personal Promotion Booth Agreement, call Glynda Tomlinson, RE/MAX International, (800) 525-7452.

CHILDREN'S REGISTRATION INFORMATION

We welcome guests of all ages to participate in selected convention activities.

Fun Night at Disney's Pleasure Island: Specially priced children's tickets will only be available for purchase at the RE/MAX Registration Area. The cost is \$25 per child, 10 years and younger.

Ice Cream Social/Supplier Afternoon: Children's tickets for the Ice Cream Social also are available for purchase at the RE/MAX Registration Area. The cost is \$10 per child, 18 years and younger.

Children's tickets may only be purchased by a registered convention attendee. In addition to the selected convention activities, your guest can participate in a variety of exciting trips to local Orlando attractions.

For information and pricing, contact Kathy Llorca at Safaris, Inc. at (407) 423-7782. When calling Safaris, Inc., be sure to refer to the RE/MAX International Convention to expedite your arrangements.

For children ages 4-12, Marriott's Orlando World Center offers the Lollipop Lounge, a child day-care center. For information call the Marriott at (407) 239-4200.

Reminder!

To save \$100 on your convention registration, use the enclosed check and mail your registration prior to December 31, 1993. Prices go up Feb. 1, 1994!

RE/MAX of Kentucky/Tennessee

1994 Executive Club *Continued from page 5*

Max R. Hime
 Ronnie Hogan
 Lou Hoover
 Heiskell Howard
 Margaret A. Hubbuch
 Brett Jackson
 Bobbie Jenkins
 Janet Johnston
 Louise S. Jolly
 Smith Jolly
 Reva Kern-Morris
 Marlene Key
 Larry L. Keys
 Barbara Kinnamon-French
 Kip Kirby
 Ruby A. Kirk
 Paul Knight
 Bo Landers
 Patricia Lawrence
 Gil Lawson

Michael L. Logsdon
 Becky Lusch
 Tony M. Marble
 Sherry Mills
 Brenda Morrell
 Carolyn W. Morrow
 John Moses
 Fred W. Moss
 Louis Mulloy
 Leoda Murphy
 Ruth Myatt
 Linda Neal
 Mary Lou Nemecek
 Bill Nevitt
 Maryann Niedert
 Donald R. Northcutt
 Marc Oppenhuizen
 Roger Owens
 Wanda Parker
 Jane M. Parrott

Ruby Patterson
 Nancy Ward Pendergrass
 Nancy Pentecost
 Kathleen Perry
 John Pfannenschmidt
 Shirley Pinegar
 Lillie A. Polk
 Ronald J. Pregliasco
 Cherry Cash Prewitt
 Marlene J. Rakow
 Dorothy C. Ray
 Darlene Reeves
 Garold Rhea
 Mary Jo Ridenour
 Al Ring
 Lois Roark
 Nancy H. Robertson
 Carole Schoo
 Connie D. Scudder
 Trish Segrest

Ann Sherbakoff
 Beverly Sherrard
 Lynda Shirota
 William G. Simpson
 Ann D. Smith
 Brenda Smith
 Clarence Sutherland
 Juanita Tellman
 Marge Thrasher
 Janet A. Tucker
 Connie Upton
 Francis Vittitow
 Linda Waldrop
 Linda M. Walker
 Helen Walter
 Steven T. Walton
 Jerry W. Ward
 Kathy Wilson
 Joan Wright

1994 President's Club
 (\$35,000-\$59,999)

Chris Abner
 Robert Allen
 Jim Allen, Jr.
 Ken Ammons
 Bonnie Baker
 Richard J. Battles
 Linda Kunz Bayens
 Norm Biller
 Janet Board
 Wanda D. Bowen
 Joe Bradshaw
 Billie Breedlove
 Charles Britt
 Michael Brody
 Dennis Brothers
 Ann G. Brown
 Vicki Browne-Davison
 Lisa K. Buhl
 Thomas Bulda
 Kim Byrd
 Suzanne Casconi
 Andy Chappell
 Judy Chasteen
 Gretchen B. Cherry
 Peggy Christoff
 Jayne E. Cox
 Kenneth E. Culp
 Sandra D'Aquin
 Teddy Darlin
 Earl Davis
 Rebecca M. Dawson
 Faye D. Defarnatt
 Teri Delsignore
 Judy Deming

Fred Dent
 Betty Derryberry
 Cheryl Deweese
 Charles Dieruf
 Irene Ensworth
 Joyce Erskine
 Pamela Farmer
 Rod Ferguson
 Kenneth Fielder
 Dennis Finek
 Elizabeth V. Flick
 Michael French
 Jeff Friar
 Rick Gillespie
 Larry R. Gillette
 Stephanie Goebbel
 Marie-Pierre Good
 Tonita P. Goodwin
 Lewis Goss
 Janet G. Hamm
 Paul Hanlon
 Mark Hawkins
 Don W. Hedden
 Roy Helms
 Nita J. Hershman
 Dianna Higgins
 Martha F. Hill
 Chip Huber
 Jim Huff
 Karen Hugto
 Myrtice Jacobs
 Christy Jelf
 Rosemary Johnson
 Jeff Jones

Jeanne Kemp
 Greer Lee
 Chris Livingood
 Yvonne Lovern
 Mary Ann Luerman
 Gail G. Mase
 Donna Mason
 Janice G. Masquelette
 Larry McGill
 Joseph McLaughlin
 Christian Merrill
 Mary Miller
 Kathleen G. Mitchell
 Mark Mitchell
 Dorothy L. Moore
 Darrell Moore
 Charles C. Morris
 Janice Mueller
 David Muffiett
 Bill Myers
 Jan Myers
 Nancy Nalley
 Sherry Nelson
 Jerry Oliver
 Shelia L. Oszczakiewicz
 Benjamin C. Parker
 Carol A. Pemberton
 Charlie Pickrell
 Bob Purdon
 Luly Reinhardt
 Anna Lou Reynolds
 Michael Richardson
 Sarah J. Riner
 Tony Rodgers

Darleen H. Rose
 John M. Ross
 Jeannine Shackelford
 Beckie Sheley
 Lenny Simmons
 Ken Sims
 Janice Smith
 John W. Smither
 Diane Spaeth
 Robert Stalcup
 Emma Bea Stallings
 Sam Stockard
 Joyce D. Sturgeon
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 Terrie Thomas-Ach
 David Turner
 Teresa Wagoner
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 Kay Wallace
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 Patty Watkins
 Suzy Watkins
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 Joann Webster
 Mike White
 Ginger P. Whitlock
 Joyce U. Worth
 Bo Free Young
 Phillip Young

OUR EXPERIENCE IS SHOWING

The RE/MAX Properties East Sales Associates are *out in front* when compared to their competition.

Average Number of Days on the Market



RE/MAX Properties East
Other Area Real Estate Offices

RE/MAX Properties East is clearly an established leader in the real estate industry. Put that demonstrated expertise to work for you today!



RE/MAX[®]

PROPERTIES EAST

RE/MAX Properties East
10503 Timberwood Circle, Suite 100
Louisville, Kentucky 40223

◆ ◆ ◆
Office: (502) 425-6000
Toll Free: (800) 444-1946
Fax: (502) 423-1666

Each office independently owned and operated.



WORKING FOR YOU

RE/MAX Properties East Sales Associates offer you a complete line of quality services to help meet all of your real estate needs.

- ◆ Residential/Condominium Home Sales or Purchases
- ◆ First Time Home Buyers
- ◆ Buyer/Seller Representation
- ◆ Certified Relocation Professionals
- ◆ New Construction and Lot Sales
- ◆ Commercial and Industrial Properties
- ◆ Farms/Estates
- ◆ On-site Mortgage Counseling and Processing Available



"I shall always be grateful for the professional manner you showed us in both the sale and purchase of homes for us. Anytime I hear of someone buying or selling property I immediately tell them of the service you provided me. No one could have done more."

C. Thomas

ABOVE THE CROWD

RE/MAX Properties East Sales Associates outsell other full-time agents because they make a substantial personal investment in each of the homes they list.

And they don't merely list homes, they market homes. That means investing time, ingenuity, and advertising dollars to ensure the speedy and successful sale of your home.

THE RIGHT CHOICE

The Sales Associates at RE/MAX Properties East provide their clients with a wealth of experience and the support of a highly trained staff utilizing state of the art technology.

- ◆ RE/MAX Properties East offers a sales team of full-time professionals with an average of more than 12 years of experience - that is over twice the industry average.
- ◆ The RE/MAX Properties East sales team holds over 160 professional designations.
- ◆ RE/MAX Properties East Sales Associates close an average of more than 17 transactions a year per agent. The rest of the industry averages only seven sales annually.

A knowledgeable and friendly support staff helps to provide the best possible service to each client.



Harrell Tigau, Broker/Owner, and Annell Kaelpman, Broker/Manager, work closely with the Sales Associates.

Certificate of Completion of Real Estate Course for Continuing Education

Alan D. Ring
Full Legal Name

2403 Phoenix Hill Drive
Street Address

Louisville, Ky 40207
City, State, Zip

RE/MAX Properties East
Principal Broker

Department of Housing & Urban Development
Name of School/for Course Sponsor

IHA 203(K) Financing - # 791
Name of Course Course Number

Executive West - Louisville
Location of Course Offering

3 5/12/95
Hours Completed Date(s) of Course

David A. Powell
Signature of Instructor or Course Sponsor

Please keep this Certificate with your records as proof of completion of this course. You may be asked to forward it to the Commission if a discrepancy is found in your records. This form is not valid without the signature of the instructor or course administrator.

August 1995, Office Party



11/30/1995, Office Christmas Tree Trimming Party



SCHOOL OR COURSE PROVIDER'S NAME

**Certificate of Completion
of Real Estate Course for Continuing Education**

Full Legal Name _____	RE/MAX Kentucky/Tennessee Name of School or Course Sponsor _____
Street Address _____	RE/MAX Continuing Education Name of Course _____
City, State, Zip _____	Hurstbourne Hotel/Conference Center Location of Course Offering _____
Principal Broker _____	6 (six) April 23, 1996 Hours Completed Date(s) of Course _____

Signature of Instructor or Course Sponsor

Please keep this Certificate with your records as proof of completion of this course. This form is not valid without the signature of the instructor or course administrator.

RE/MAX of Kentucky/Tennessee

RE/MAX of Kentucky/Tennessee Club Awards

1995 Executive Club (\$60,000-\$99,999) *Continued from page 5*

- | | | | | |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Marilee F. Kay
Lisa K. Kilgore
David Kipp
Sharon Klap
Ralye A. Kirk
Janis P. Kravner
Elaine Kramer
Gail D. Lawless
Yvonne Liscum
Cand M. Luthi
Janice G. Masquale
Larry E. McGill
Joseph A. McLaughlin
Cheridan A. Merrill
Sherry M. Mills
Mark Mitchell | Dorothy L. Moore
Elin Darnell Moore
Charles C. Moore
Rozanna O. Morrison
Carolyn W. Morrow
John C. Moss
Fried W. Moss
David B. Mufflet
Linda Mulvey
Nancy K. Nafey
Rosemary Nofels
Keith L. Nutter
Richard O'Bryan
Ira Painter
Wanda Parker
Nancy Ward Pendergrass | Kathleen S. Perry
Gary Petty
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Jeffrey J. Pinn
Douglas A. Pratt
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Terry M. Walker | Clint C. Wall
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7/2/96 I gave a class on building in the field at our construction site, #2 Dove Point.

Why don't I mention things I think should be important at different times. Such as if you are selling a lot only, contract to build, spec, etc. Ask Questions.

Not technical, feel free to help me answer questions.

Safety--fall--nails--kids---falling stuff from above

LOT:

- Level & fall--more brick, windows etc. cliff.
- Rock, rock clause--gray area haul, dirt
- Garage high side less steps etc.
- Corner lots across street
- Chimneys in footage side lines 6 --- 12 total 18 Owl Creek

BUILDING PROCESS

Schedule---survey--stake house--excavation--footers--foundation walls--waterproofing/piping--plumbing/sewer--beam--basement floor--backfill--framing--prime--cornice--roof--brick--plumbing--heating--wiring-- **READY FOR COVER UP--** insulation/drywall

Not much on outside because of brick

Brick brick ties no structural use whatever or insulation

Cornice vinyl & aluminum

Corner bracing Thermoply--wafer/plywood, steel strip

INSIDE:

- 2 x 4 walls
- bottom plate
- top plates
- knee wall
- windows
- headers
- ceilings
- rafters
- plywood on roof then felt not wafer board 1 x 8
- flooring--tong & groove plywood
- rough plumbing
- rough heating
- rough wiring

BASEMENT:

- Joists
- Plates
- Bolts
- Bridging
- Beam---wood--steel--2 x 6 wall
- Radon--plastic shield--sealed crack

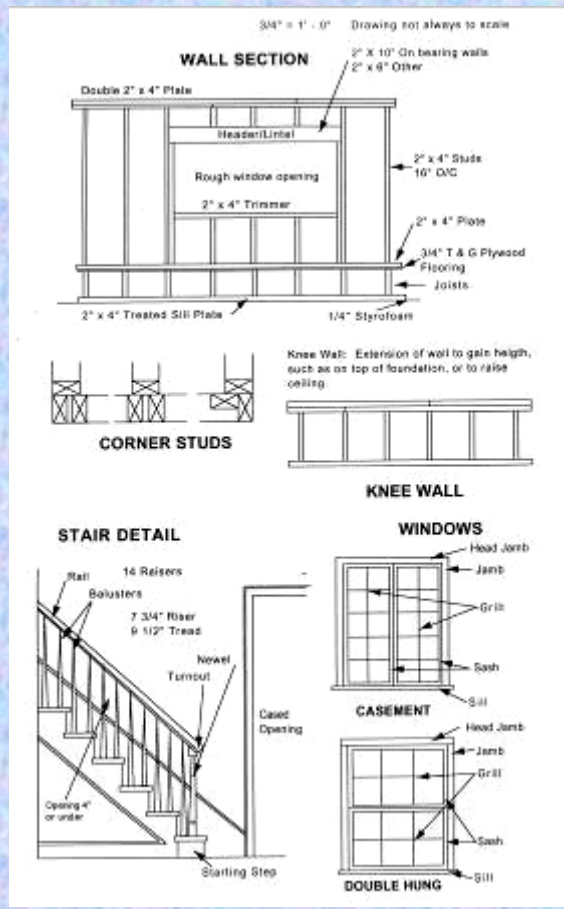
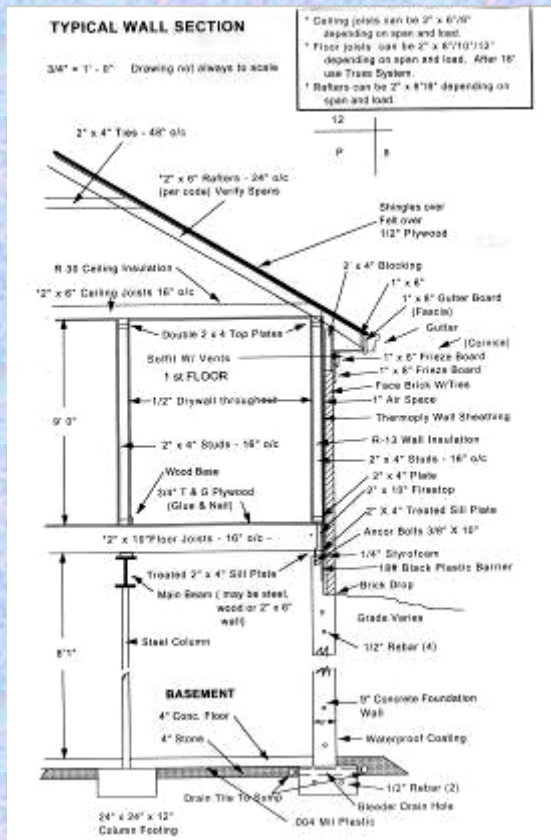
SCHEDULE:

After drywall--primer--trim--kitchen & vanities--tile--painting-- final plumbing--HAVC--lighting--hardware--flooring--cleaning

Outside--painting--after brick--rough grade--flat work--final grade/drainage--landscaping--sod--

TIMING--This year one of the worst-- wet--won't dry--

Tomado--costs--shortage of workers--Real LIFE -- 7301 yesterday--roofers--Bribery--





Marketing Consultant

Description of position

Marketing Consultant will be:

An active member of the Technology Committee and consult on all technology items with management of RPE. See detail below.

An active member of the Builder/Development Services group and do everything possible to create opportunities to promote RPE associates in the building community. See detail below.

A Marketing Consultant to the Marketing and Agent Services Departments. Report to RPE management, but work directly with the staffs of the two departments. See detail below.

Technology Committee Responsibilities

Continue as a member of the Technology Committee, serving in whatever capacity is desired by the committee.

Provide consultation with RPE management on any technology issues and/or concerns.

As the committee and RPE management develop "new systems" or improves "old systems," the marketing consultant will take an active part in "selling/presenting" them to the associates. Will help in developing "associate benefits" and "workshops/training" so they will want to be a part of the new system.

Example: Should we develop/buy a new software for forms, consultant will assist in the presentation of the new system, the development of a benefits list for the associates and the development and teaching of workshop/training on the new system to facilitate its' success.

RE/MAX Properties East Preferred Builder/Developer Services Responsibilities

Be "secretary" of the group, attend all meetings, keep and distribute minutes and generally, oversee the group in cooperation with the elected Committee Chairperson.

Be a consultant to the RPE associates regarding "building." This may involve identifying strategies to secure listings, opinions on "building" items/problems, development and individual builder opinions, etc.

Establish all development files and maintain a data base of these developments. Initiate a system for keeping the files and data base updated. Actively work toward the goal of

Work with new associates to illustrate the benefits of Marketing and Agent Services. Help them start off in a positive direction.

Meet with potential associates to share the Marketing and Agent Services story.

Work with existing associates to sell the services of the department. (This will have to be done carefully to avoid over selling). The idea is to show the advantages and value of using the department's services.

General thoughts

Al will not need "credit" for things that are done, happening, etc. The goal will be to put systems in place that will benefit existing and future staff. We are not dealing with an "ego", (meaning mine in this situation).

Will not be an employee, but a consultant, so no benefits, payroll, etc. will be needed. May still be called a "customer." No set hours, but available most weekdays days at any time.

Startup will be a little slow, time must be spent to learn what is presently being done, determine goals, objectives and action plans. Will not be able to do everything at once.

As far as the associates go, we might want to consider charging \$25.00 per year to be a member of the RE/MAX Properties East Preferred Builder/Developer Services group. For this, RPE accepts the responsibilities of developing builder files, data bases, mailings, office supplies, etc. This fund will not pay for other types of expenses, such as advertising, Homes Magazine, etc.

Would suggest that we look carefully at how the announcement is made of this new position to the associates. Possible options: Big fan fare, announcement at general meeting, let associates slowly discover changes as they see things begin to happen, etc. I don't have the answer, but feel there is a need to be careful in this area.

Care must also be taken in how we present this position to the present staff. We must sell the concept that the Consultant is here to help, work with, support and hopefully improve many aspects of Marketing and Agent Services.

Even though RPE management and Al know he will be leaving for Tucson, June/July of 1998, it would be very helpful that this is not common knowledge. Al's wife's employment is needed for both financial and professional reasons and her employees and Board of Directors finding out she is leaving would not be in our family's best interest. Knowledge of building a home in Tucson for retirement is acceptable. The home is leased by a professional property manager and is for the future, closer to retirement time.

Compensation

Al's Position at Re/Max Properties East

encouraging larger developments to send us information on a regular basis.

Set up files and data base on individual builders and developers.

Organize and maintain an "area" set aside for Builder/Development Services and related items for associates to use. This will include a "calendar of events," magazines, articles, the above files, place for research, etc.

Design a system for maintaining new construction statistics for the use of associates.

Design and teach at least 4 (one each quarter) classes/seminars involving subjects to help the associate become "street smart" regarding building.

Examples:

Building construction (at a building site).

Should I create my own inventory? Joint Ventures.

Square Footage, the myth and realities.

What can you offer builders, that other agents don't?

Marketing and Agent Services Responsibilities

Consult with RPE management on all marketing and agent services. The overall goal of this area will be -- to have services that are desired/needed by the associates related to services and marketing support, marketing systems and professional items. It may not be a profit center, but we want to try and at least break even.

Work with present staff to implement systems which will increase the production volume of the various services offered.

Develop new services that will fit our program, will produce revenue for the department and be valuable for the associates.

Develop a "sales book" for each staff member and the consultant to use in "promoting and selling the department."

Offer day to day consultation (help/support) to staff.

Develop ways to "sell the Transaction Coordinator" as a service to more of our associates in order to increase revenue coming into the department. This could mean meeting individually with each associate over time to sell the services. This will be a "first" priority.

Develop ways to ensure that RPE management goals are achieved in these departments.

Work on a system to back up the staff and on future employees.
(Consultant will not necessarily be a back up, except in emergencies.)

The fixed and administrative part of the RPE monthly bill will be waived.

I think it will be very hard to just "sell" transaction coordination and post card program. In order to use enthusiasm and really be involved, the whole system, marketing and agent services needs to be sold. Get the foot in the door then show them the benefits of using more of our services.

Will receive \$50.00 per transaction for each Transaction Coordination done.

Post Cards -- A fee on the post card program. We will have to work out.

Small override percentage of the Marketing and Agent Services Departments. This may be on everything, monthly increases compared to same month last year, or previous month or ??? Of course this would be minus transaction coordination and post cards if they are compensated separately.

When the time comes, good recommendations and support in my quest for a similar type position in the Tucson area.

Needed for assignments:

Old computer and software compatible with office computers.

Use of a copy machine number.

Use of minor office supplies that may be needed.

December 1996, Office Christmas Party



December 1996, Office Christmas Party



RE/MAX of Kentucky/Tennessee

RE/MAX of Kentucky/Tennessee 1996 Club Awards

Platinum Club

Kentucky

Nell Pearce
Bradley
Melinda Duncan
Joy Eberenz
Dorothy Fly
Harold Helm
Debbie Holloway
Helen Jaquith
Jeff Levein
Melody Malone
Floyd McCarty
Kenneth Silvestri
Vicki Weesner

Tennessee

Gary Andrews
Pam Chandler
Joyce Chasteen
Terry DeSelms
Walter Dunn
Mark Lonsway
Thomas
Marchbanks
Gaile Osburn
Peter Ritten
Monty Sams
Rebecca Skelton
Rhonda Vineyard ●

100% Club: Kentucky

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Marilyn Belak	Sue Gibson	Barbara Kindermann	Jane Parrott	Terrie Thomas-Ach
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Donald Chute	T.C. Haynes	Randy Mayall	Shelia Runyon	Kathryn Whitwell
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Executive Club: Kentucky

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Rowan Claypool	Donna Gannon	David Lusch	Dawn Nunn	Gene Spear	

Continued on page 5



Celebrate Success Annual Awards Dinner

Friday Evening
February 9, 1996
The Seelbach Hotel
Louisville, Kentucky

PROGRAM

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Jane Norris
84WHAS Talk Show Host

WELCOME

Jeff Jacob
RE/MAX Louisville Communications Manager

INVOCATION

Don Gilmour
RE/MAX 100

DINNER

RE/MAX AWARDS

Presented by
Scott McPherson, Co-Regional Director, Kentucky
Bob Sutton, Co-Regional Director, Tennessee

- ♦ Most Improved Office Award
- ♦ Eagle Award for Recruiting
- ♦ Top Office \$ Volume
- ♦ Top Office Transactions Per Agent
- ♦ Regional President's Award
- ♦ Regional Broker/Owner of the Year Award
- ♦ Top Commercial Agents Award
- ♦ New Associate of the Year Award
- ♦ Distinguished Service Award
- ♦ Hall of Fame Inductees
- ♦ President's Club Awards
- ♦ Executive Club Awards
- ♦ 100% Club Awards
- ♦ Platinum Club Awards
- ♦ 1995 Top Ten Producers Awards



Annual Awards Dinner Presented By Kentucky Sales Advisory Council



Kentucky/Tennessee 1995 President's Club

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Martha S. Carpenter
Ida Carrigan
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Ann Clark
Patricia K. Cozins
Rich Cowden
Marion Curtis
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To all -
Good luck
Always!
♥
Jennifer

JENNIFER ALLAN
MISS SEPTEMBER 1996






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<p>24 FEB 97 - MONDAY ECON LODGE 01 NT/S - OUT 25FEB CONFIRMED 1 ROOM/S QUARANTEE-NONE 2403 BRICK CHURCH PIKE PHONE-615 226-9805 RATE 38.00 NASHVILLE TN 37207 RATESTATUS-GUARANTEED CONFIRMATION-36166936 DELUXE ROOM CONFIRMED AT \$38.00 PER NIGHT ROOM HELD UNTIL 48 DAY OF ARRIVAL</p>		
<p>THANK YOU FOR BOOKING WITH EDR TRAVEL, INC. *TOLL FREE NUMBER WEEKDAY MON-FRI IS 1-800-445-7697 FOR EMERGENCY SERVICE CALL 1-800-243-5032 MEMBERSHIP NBR IS 07A TRAVEL ARRANGED BY MICHELLE</p>		
SUB TOTAL		0.00
AMOUNT DUE		0.00
 <i>copy 1-800-445-7697</i>		



REGISTRATION PACKET RELEASE FORM

Date: _____

**Al Ring
Louisville, KY**

I have received my complete registration packet. I understand that all lost tickets are my responsibility and will only be replaced upon availability and at original cost.

1 35608601

Signature _____

October 31, 1997, Harrel's ground breaking for new office building



PB/DS Group, October 1997



PB/DS Group, October 1997



The Real Estate Place

Re/Max East owner Harold Tague plans office condo development

By RACHAEL KAMUF
Business First Staff Writer

Re/Max Properties East owner Harold Tague is investing almost \$6 million in a 48,000-square-foot office-condominium development at Timberwood Circle and Whetstone Way.

Re/Max Properties East will occupy the 12,000-square-foot ground floor in the east wing of the granite-and-glass building, which Tague has named The Real Estate Place.

Mortgage Network, a home mortgage company that also is owned by Tague, will be located in 3,000 square feet on the west side.

Tague has not decided whether he will lease or sell the space on the floor above the Re/Max Properties East office.

He listed the condominium units at \$120,000 to \$130,000 each and had sales contracts on all 21 of them before the general contractor, Derek Construction, began work last month.

All of the condos were purchased by Re/Max Properties East agents, Tague said. "Some bought them as investments. Others will use theirs as private offices."

Tague, who now leases 14,100 square feet at 10503 Timberwood Circle, said he had the real estate agents in mind when he



Drawing courtesy of Re/Max Properties East

Re/Max Properties East will occupy a quarter of The Real Estate Place, which is scheduled to open next fall at Timberwood Circle and Whetstone Way.

decided to invest in his own building.

Under the Re/Max franchise system, agents pay the broker/owner a fee for office services.

With an increase in rental rates expected when the lease in the current offices expires next year, Tague said he might have had to pass on some of the additional operating costs. And he was concerned that he might lose some of the 93 agents now operating under the Re/Max Properties East umbrella.

"Now, I don't anticipate raising their fees at all," he said.

Tague said the new Re/Max Properties

East office, which is scheduled to open as The Real Estate Place next fall, will be equipped with state-of-the-art technology designed for residential real estate agents.

"We will have just about anything we can find to help (agents) be on the cutting edge. We are building an office that will be compatible with the future."

The two wings of The Real Estate Place, which was designed by Bayus-Evola Architects, will be connected by an atrium. Plans call for two patios in the rear of the development, and each condominium will have private entrances.

"We wanted this to be upscale," Tague said. "The back of the building will look as nice as the front."

Besides the 93 agents associated with Re/Max Properties East, the real estate company has 20 employees. Tague estimated that before the end of 1997, the agents will have closed on 1,700 residential transactions valued at \$225 million to \$250 million.

U.S. Energy Systems acquires Louisville oil-recycling company

By ERIC BENMOUR
Business First Staff Writer

U.S. Energy Systems Inc. of West Palm Beach, Fla., has acquired Commonwealth

two years, Nevins said.

U.S. Energy will expand the capabilities of Commonwealth to include a full range of environmental services, such as envi-



1997, Christmas party

Harnell,

Well we did it, we got through the year on a hand shake. It was good for me and I sure hope it was good for you.

I sincerely want to thank you for the opportunity to do the things I have been doing. It has been a win win and that makes it all the better.

The hardest part of going to Tucson will be leaving this office. I truly enjoy it and I feel our relationship is special.

I wish you the greatest 98 ever.

Al Ring



RE/MAX® Associate Profile



Al Ring

Personal highlights:

Professional designations:

- **Certified RE Brokerage Manager**
- **Certified Residential Specialist**
- **Graduate REALTOR Institute**

RE/MAX® club membership: **Executive.**

Language(s): **English.**

Primary Specialty is **Residential.**

Secondary Specialty is **New Construction.**

- Civic activities involved in:
 - **Aged Volunteer**
- Hobbies include:
 - **Antiques**
 - **Bird Watching/Audubon**
 - **Woodworking**
- Personal service areas are: **East End; Hurstbourne; St Matthews.**
- Office service areas are: **Fern Creek; Louisville; Middletown; Prospect.**
- Works with both buyers and sellers in the price range of \$100,000 to \$300,000.
- First licensed in 1977
- Joined RE/MAX® in 1989
- Currently holds the title of Broker / Associate

The office is ***RE/MAX PROPERTIES EAST** located at 10503 Timberwood Circle, Suite 100, Louisville, KY 40223

Phones:

- Office: 502-425-6000
- FAX: 502-423-1666
- 800: 800-444-1946



RE/MAX Properties East
 10503 Timberwood Circle
 Louisville, KY 40223
 502-425-6000
<http://www.remaxeast.com>

"Make It Happen In '98" Menu of Services

Free Services:

- One page typing (standard Real Estate related basic format) (see below for more letters/typing)
- One page information sheet (see Information Sheet display book for free listings)
- Initial database (500 maximum)
- Kodak DC40 Camera (loaned free for picture taking, scans \$5.00 each see agreement)

Other Services:

- Affiliate Telephone book \$2.00 per complete copy
- Ad writing \$20.00 per hour (charge will be time* involved & materials)
 (Deadline for ad will be 2 days before normal deadline.
 Late charge of \$5.00 per ad if late.)
- CMA \$20.00

Database

- Additions or deletions .25 each
- Mailing list and label printing .05 per label + Time*
- Fax Service \$1.00 per page
- Information Card \$1.00 per card (additional \$1 charge for lamination)
- Information Sheets \$5.00 and up (see Information Book)

Letters/Typing

- Standard letters/typing to be typed with address(es) \$2.50 one page (we supply letter head and envelope)
- Mail merge \$20.00 per hour (charge will be time* involved & materials)
- Typing - more than one page, presentations, forms, special formatting \$20.00 per hour (charge will be time* involved & materials)
- Know The Neighborhood -- Report \$5.00 per black & white report with cover add \$1.75
- Listing Quick Flyer \$25.00 per 100 (75¢ for each group of 3 additional)
- Louisville Booklet 99 (for black & white \$4.90 color with cover add \$1.75)
- Louisville Calendar \$59.00 per (minimum) 100, \$54 second 100

Packages

- Buyer Package \$12.00 + (\$0.75 per additional page) (see display book for pages)
- Listing Starter Package \$10.00 (see display book for examples)
- Listing Package \$20.00 + (\$0.75 per additional page) (see display book for pages)
- PB/DS Package \$20.00 + (\$0.75 per additional page) (see display book for pages)
- Any pages from any Packages \$0.75 per page

Postcards

- Auto Card (automatic yearly mail program) \$0.80 each (price adjusts, see agreement and display book)
- Mini Auto Card \$0.55 each (price adjusts, also sold groups of 48, no postage, addressing)
- Above the Crowd postcards (Hands off Prospecting) \$89.00 includes postage for set (200)
- Family Move Card \$12.00 for 24 cards (See additional deals in display book)
- Just Listed/Sold postcards (Hands off Marketing) \$89.00 includes postage for set (200)
- Scanning \$5.00 each
- Showing schedule \$10.00 (see display book for examples)
- Transaction coordination \$200.00 (see Jackie for personal quote)
- Vacation coverage \$4.00 per day (plus charge for each call, see agreement)

**The hourly rate at Agent Services is based on \$20.00 per hour. Any time we must price additional work if a price is not posted we will use this \$20.00 figure to figure the charge.*

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RE/MAX PROPERTIES EAST

Ranked in the top 1% internationally...



HARRELL TAGJE
Broker/Owner



ANNELL KUELPMAN
Broker/Manager



POLLY ANDERSON



CRAIG BARKER



LINDA BLACK



**KATRINA
BLOMQUIST**



LINDA BLUE



ROD BOWLING



CHRIS BROWN



DALE BURDEN



**MARY ANN
BUREN**



PETER CAMERON



SUZANNE CASCONI



FEI FEI CHAO



JENNIE CILIBERTI



JAN CONNELLY



PATRICIA COUNTS



SHARON DUNCAN



JOYCE ERSKINE



DENNIS FINCK



ART GEISSLER



BEV GRIFFIN



CINDY HACK



JUDY HAMBLEN



JOE HAMPTON



PAUL HANLON



DAVID HARTLAGE



JANE HAYES



TOM HEBERT



KAREN HELM



MARY JO HORTON



TODD ISING



LIS JACOBS



CHERYL JOHNSON



DICK JOHNSON



JAN JOHNSON



JAN JOHNSTON



JEFF JONES



PAUL JORDAN



JENNIFER KARLEN



BOB KENNEDY



JUNE KING

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JIM KRAUS



EILEEN KREMER



MIKE KREMER



BECKY LUSCH



DAVID LUSCH



CAROL LUTHI



GARY MASTERSON



LINDA MASTERSON



FLOYD MCCARTY



JOHN MCDERMOTT



BOB MEDLEY



FRAN MEDLEY



SARAH MILLER



REVA
KERN-MORRIS



BILL MYERS



CAROLE MYERS



BARBARA NAISER



ROSEMARY NOBLES



ANITA NURSE



KEITH NUTTER



JOAN PIKE



CAROL POPE



TIM POWERS



EVELYN PUSATERI



BETTY RADFORD



AL RING



SHIRLEY RIVOLI



RICK ROBEY



DARLEEN ROSE



TRISH SEGREST



BEV SHERRARD



TONI SKILES



CHARLOTTE SMITH



DARRELL SPENCER



SAM STOCKARD



LOIS TASH



JUANITA
TELLMAN



PHYLLIS
VITTITOW



PAM
VOGELANG



CHRIS WALL



JANICE WAUGH



SAM WEAKLEY



BETTY WEAVER



DARRELL WEAVER



KEVIN WITTIG



CHERYL WRIGHT



JO WRIGHT



DAVID YUNKER



AMY ZEITZ

RE/MAX properties east RE/MAX properties east RE/MAX properties east RE/MAX properties east RE/MAX properties east





March 31, 1998

Kentucky Real Estate Commission
10200 Linn Station Rd
Louisville, KY 40223

Ladies and Gentlemen:

Effective today, I am placing my license in escrow. Attached is a copy of the release from RE/MAX Properties East.

Sincerely,

Alan D. Ring
Alan D. Ring

TO BE COMPLETED BY PRINCIPAL BROKER WHEN RELEASING THIS LICENSEE:

I hereby release the licensee whose name appears on the face of this certificate of licensure, this 31st day of March, 1998

Signed *Harrell N. Tague, Jr.*
Principal Broker

PLEASE INCLUDE LICENSEE'S CURRENT HOME ADDRESS:

This license is cancelled if the remitted check is returned unpaid by the bank.

Each Office Independently Owned and Operated



RE/MAX Properties East
10503 Timberwood Circle, Suite 100
Louisville, Kentucky 40223
Office: (502) 425-6000
Toll Free: (800) 444-1946
Fax: (502) 423-1666
<http://www.remaxeast.com>

Kentucky Real Estate Commission
1977-98
13951
No. 032569

Hereby grants a REAL ESTATE BROKERS LICENSE

To **ALAN D. RING**
Firm **REMAX PROPERTIES EAST, INC. RLTR**
Name **10503 TIMBERWOOD CIR. STE 100**
JEFFERSBURTOWN KY 40223

Principal Broker **HARRELL N. TAGUE, JR.**

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 for the year shown above.



JAMES H. HUFF, CHAIRMAN
ROBERT J. ROBERTS
ROBERT D. MASSEY
FRANK A. CLAY, JR.
SUE TEEGARDEN

THIS LICENSE EXPIRES **MARCH 31, 1998**

Paul E. Patton
Governor

Joseph B. Helm, Jr.
Executive Director

Linda L. Poliskie
Education Director

Jeffrey C. Blair
General Counsel

Michelle D. Cameron
Administration Director

Commonwealth of Kentucky



Kentucky Real Estate Commission

April 16, 1998

COMMISSIONERS

Robert D. Massey, Sr.
Louisville

Bob Roberts
Richmond

Sue Teegarden
Cold Spring

Betty J. Kaiser
Louisville

James H. Huff
Fl. Mitchell

ALAN D. RING
2403 PHOENIX HILL DR.
LOUISVILLE KY 40207

Dear Licensee:

This is notification that your real estate license has been placed in escrow.

While your license is in escrow, you are not permitted to engage in any real estate activities. **However, you are required to renew your license every year by March 31st.** A renewal form will be mailed to your current residence address on file here at the Commission.

To reactivate a license from escrow you will be required to fulfill the six hours of continuing education (in that calendar year) before the license can be removed. A copy of the course completion certificate should be submitted with your request for reactivation. Those licensed prior to June 19, 1976 are exempt from the continuing education requirement. If your license was placed in escrow for failure to fulfill the continuing education requirement, you will be required to submit the delinquent education penalty of \$200 when you reactivate.

Licensees who do not renew their licenses on or before March 31, or choose to be placed in escrow will not be insured for any claims made against them for errors and omissions insurance. They would need to purchase Extended Reporting Endorsement Coverage, commonly known as "Tail Coverage". Tail Coverage can only be purchased during the first 90 days after the agent's coverage expires. For further information or a premium proposal call National Casualty Company through Reisert & Associates Inc. at 1-888-458-6618 or 502-458-0122.

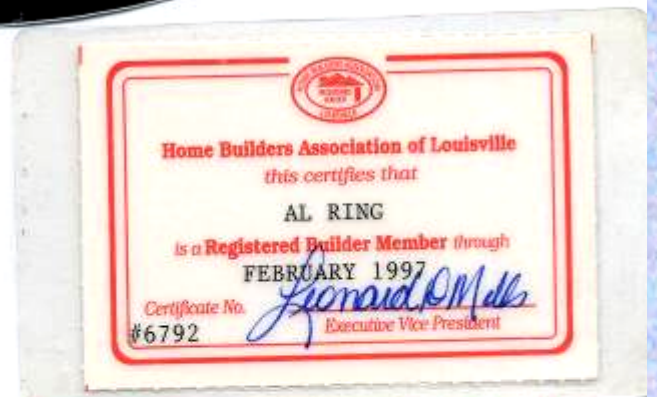
If you have any questions, please contact the Commission's License Department.

Sincerely,

Sarah Chandler

10200 LINN STATION ROAD, STE. 201
LOUISVILLE, KENTUCKY 40223
(502) 425-4273
Toll Free 1- (888)-373-3300
FAX (502) 426-2717

Al & Karen Ring: 1998:



A & K Builders Inc.

Al* & Karen Ring

2403 Phoenix Hill Drive Office: (502) 425-6000
 Louisville, Ky 40207 Mobile: (502) 551-1254
 Home: (502) 896-4271 Fax: (502) 423-1666

*Also associated with RE/MAX Properties East

RE/MAX
 Properties East
 An Independent Member Broker

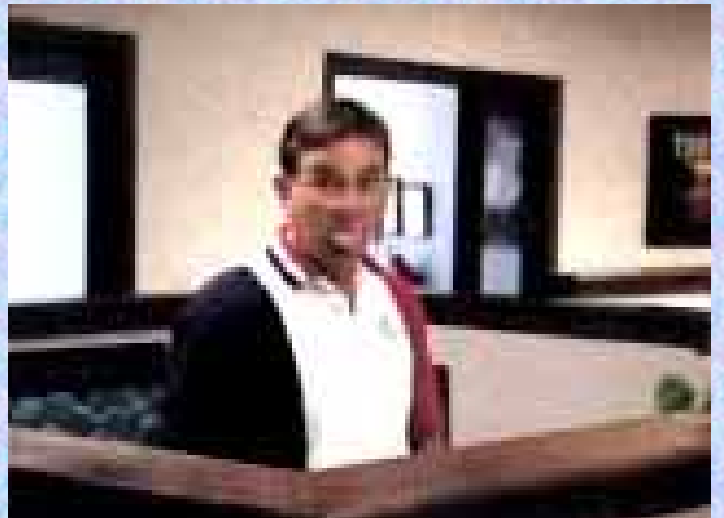
Al Ring
 CRB, CRS, GRI, REALTOR® - Broker

10503 Timberwood Circle, Suite 100
 Louisville, Kentucky 40223
 Office: (502) 425-6000 Mobile: (502) 551-1254
 Residence: (502) 896-4271 Toll Free: (800) 444-1946

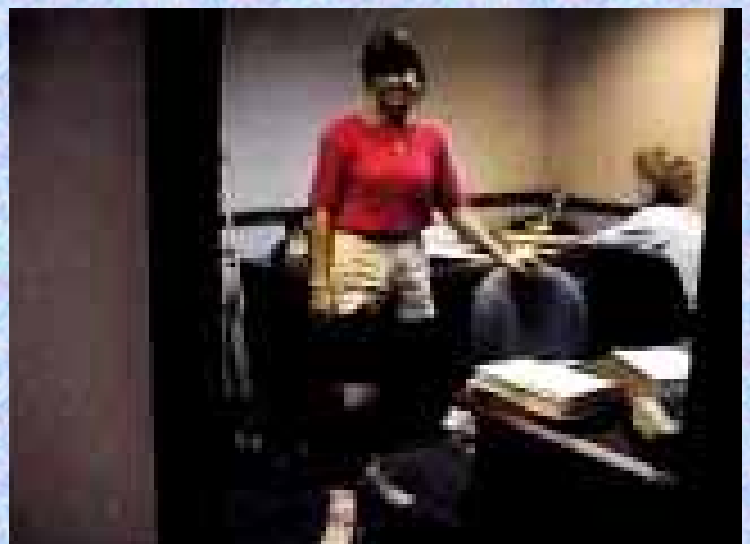
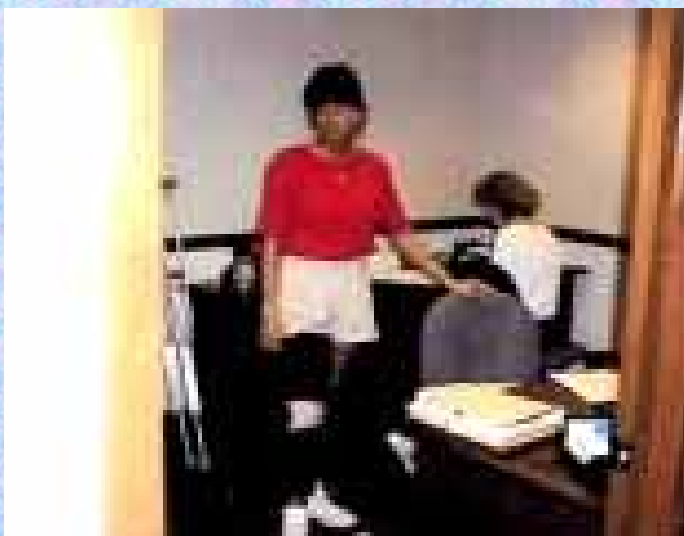
May 1998



May 1998



May/June 1998



June 1998





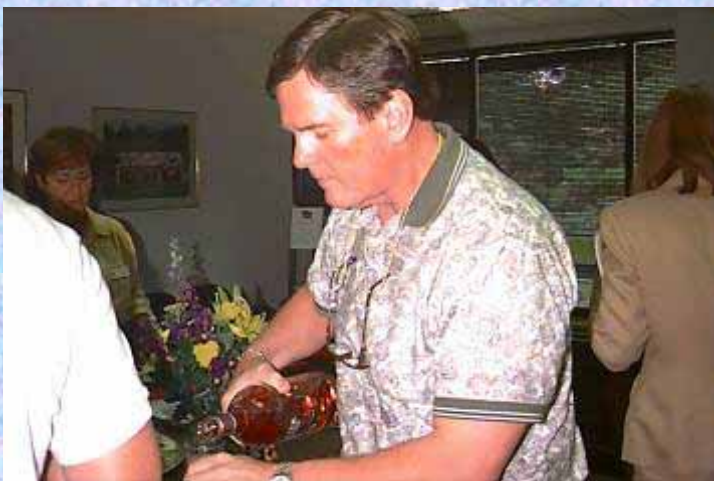
June 1998



June 1998



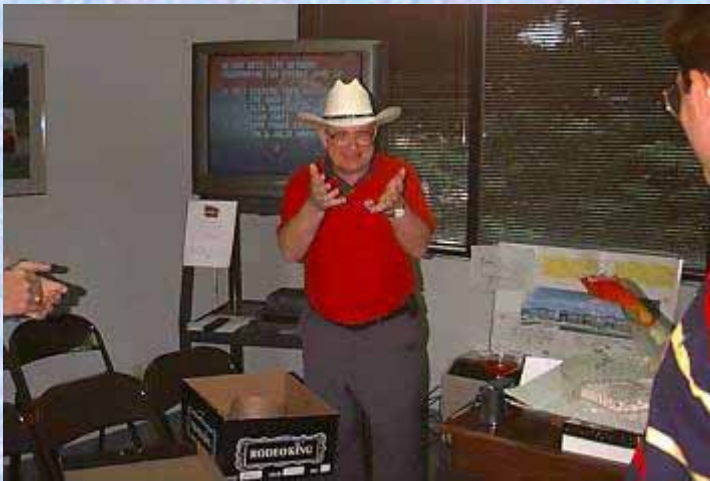
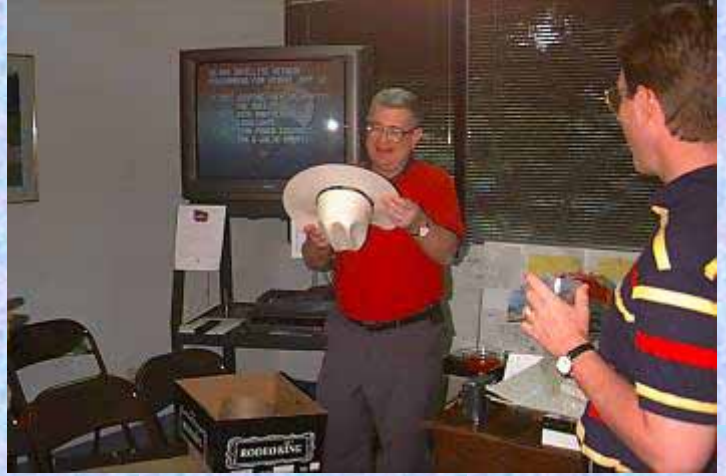
June 1998



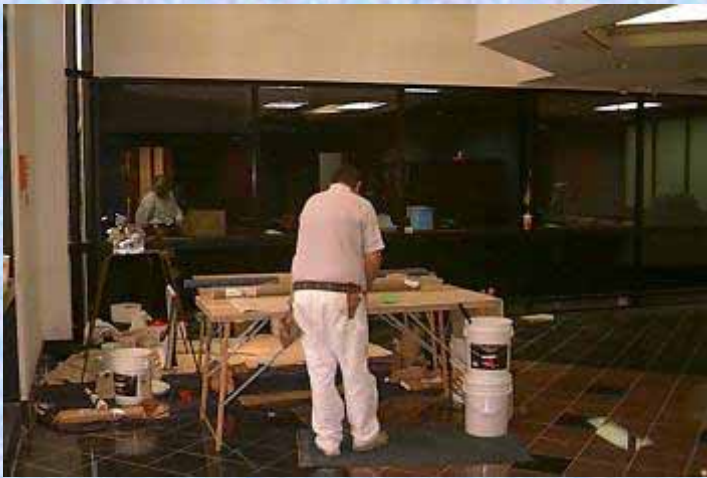
June 1998



June 1998



October 1998, New Office, I was gone then



October 1998, New Office, I was gone then



October 1998, New Office, I was gone then



THE COURIER-JOURNAL Classified Advertising Home Showcase, Saturday, May 9, 1998 7



Pictured above is a rendering of what the new RE/MAX Properties East building will look like when it is completed later this year. The office is being built near the existing office on Timberwood Circle.

RE/MAX agents headed to state-of-the-art facility

By DOUG BENNETT JR.
Home Showcase Writer

RE/MAX Properties East is building an office complex that may be the first of its kind in the Louisville area.

The 48,000-square-foot, two-story facility is being constructed in the shadow of RE/MAX Properties East's current office on Timberwood Circle off Hurstbourne Parkway. It features an office suite for RE/MAX's principal office as well as attached office condominiums. The entire structure is commercial construction with steel and concrete, and granite and glass exterior.

Called "The Real Estate Place," the office will include Internet wiring, a large plasma screen for presentations in an auditorium that features a 12-foot-wide skylight, and a kitchen with two patios and a grill. In addition to housing RE/MAX East's agents, four spaces have been reserved for the firm's mortgage company, Mortgage Network, Ancillary

services should fill out the office suite's first floor, while the second floor will be leased to varying business interests.

The office, which should open in October, has been appraised at just under \$6 million.

In short, it promises to be the "Star Ship Enterprise" of office complexes, according to RE/MAX Properties East Broker/Owner Hurrell Tague.

"I don't know that this has ever been done before," Tague said. "Obviously, you have office condos in Louisville, but most of them are built with residential construction."

But what really makes the project unique is that the attached office condominiums have been sold for roughly \$130,000 each to RE/MAX agents. This arrangement appeals to the company's agents because they are independent contractors who pay a fee to the firm for their office space and management services and receive 100 percent of their commis-

sions. All of the office condos sold in just one day, Tague said.

The condos will be connected to the office's administration functions, and won't be differentiated by signage.

"They have to operate under RE/MAX Properties East," Tague explained. "Most of the time people will come to our office and we will direct them. Kentucky state law won't allow them to set themselves out as a separate entity."

RE/MAX Properties East employs 93 agents. Twenty office condos were made available to them for sale. Tague said selling the condos to the agents enabled him to finance the project. Plus, it gave the agents a chance at ownership.

"The advantage to the agent is that instead of just paying us to be with RE/MAX they will enjoy what their clients usually enjoy and that's the pride of ownership - the appreciation, the depreciation," Tague said.

The agents can use the office condos as their own space or lease or sell the space to another business, presumably one with real estate interests such as an insurance company, according to Tague. "It's up to them. I want them to win," he said.

The agents who didn't purchase one of the office condos will work out of the 11,000-square-foot office suite, which will offer seven conference/computer areas in addition to individual work spaces.

The facility was designed by Louisville's Buyus Evola Architects and is being built by Derek Engineering, NTS, which sold the property to RE/MAX Properties East for the building, is serving in an advisory capacity, Tague said.

RE/MAX Properties East is typically among the Denver-based company's top 15 offices nationally, Tague said. The office expects to do more than \$260 million in business this year. The new complex is scheduled to be filmed and featured on an upcoming segment of the RE/MAX Satellite Network.



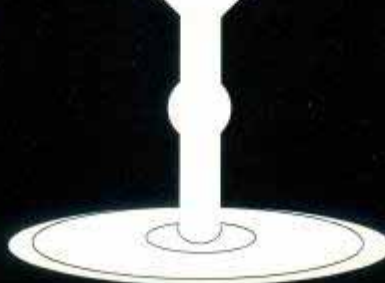
*The roof has been raised and you're invited
to raise a glass with us!
Please join us for libations, hors d'oeuvres, jazz and more
in celebration of our grand opening!*

RE/MAX PROPERTIES EAST

10525 Timberwood Circle
Thursday, May 13, 1999
4:30 p.m. - 7:30 p.m.
RSVP 425-8757 ext. 100

Grand

Opening



RE/MAX Properties East

Hot Air Chronicles



Volume 2

Issue 3

Handling Change at the Office

Last month I talked about change. Well, we certainly are having some of that! We will all miss Annell. It will be particularly hard for me for the next month or two and I will need your patience and support. I am committed to improving our office every day, every month and every year. The recent changes have challenged me, energize me and made me more determined than ever to do this. We are taking a close look at all we do and with your help I believe we will get better and better. The recent focus groups have confirmed that by working together and supporting each other, we can make each change a step forward.

Harrell Tague

Broker/Owner
RE/MAX Properties East

In the focus groups, you shared many great ideas and I appreciate your help. I shared a thought with you that I feel is so important that I want to mention it again: **The most powerful resource at RE/MAX Properties East is not being used!!! Each other!**

Each and every member of this office should join a small group with others in the office to brainstorm, share ideas, talk about what you did last week, what you plan to do this week and share stories and laughter with each other. This can be a lonely business and none of us can afford to be isolated from the energy, synergy and knowledge we can gain from each other. This is a powerful resource available to each of you at RE/MAX Properties East that many of your are missing. We have several groups meeting regularly, but if you can't find a group to join, form one! Call 7 or 8 other agents within our office and get together on a predetermined regular basis.

I predict by adding this one activity, which takes only one hour of your time each week or two, will increase your income by 20%. Please try it. You have nothing to lose and lots to gain.



With tears in his eyes, Harrell wishes Annell well while she's on the phone to her travel agent.

Pictures and Thoughts from the Awards Banquet



I like #6 in the third race at Belmont!



The Latin dance award goes to...



The Foxtrot award goes to...



Floyd wonders if Betty would take a cab so he could have room in the car for his awards.

Darleen shares a moment with a retired friend.



The Queen of Rock & Roll dances with an Elvis impersonator!

Captions provided by Harrell.



Happy Retirement Annell



Pictures and Thoughts from the Awards Banquet

Fran cheers while Bob empties glasses a tray at a time



Evelyn is honored with the "Spirit of RE/MAX" award.



Tina's award winning smile!

Annell, Betty & Carol discuss decorating while waiting for 100% awards



Good looking ladies travel in groups at the awards.

Crooked smile, but straight teeth!



Rosie tells Mary Jo that her seat seems to be crooked!



Betty asks Darrell why Rosie offered to change seat



Harrell "Networks" with top Lexington Broker & Associate.

Fran & Bob receive "Platinum!"



Charlotte, Joe and Darleen huddle to discuss 2000 business plans!

Jena walks off with the Fred Wishy Centerpiece Award



Floyd will be looking for wall space for Platinum and Top 10 awards.

Harrell & Annell accept Regional Top Office - Dollar Value for Properties East



Building + Sales. Roger + Cindy. A good reason to smile.

Captions provided by Harrell.

RE/MAX Properties East

Hot Air Chronicles



April 2000

Technology and the little things.

The future success of our office and our industry is tied to technology. We all know this and sometimes it seems like that's all we talk about. As you know I was honored, along with 100 other leading real estate CEO's, with an invitation to spend some time at Microsoft and meet Steve Ballmer, President and CEO of Microsoft (Bill Gate's replacement). From what I heard and saw, I am even more convinced that the statement above is true. BUT... technology alone cannot make us successful. Success comes from a multitude of talents and activities.

Harrell Tague

Broker / Owner
RE/MAX Properties East

Recently, I read something by Harvey MacKay which I would like to share with you. He mentions that if he were to give his readers one small inexpensive gift on the basis of what would make the most positive impact on their lives it would be a fountain pen! The more we are surrounded by technology, the more valuable those fountain pens get. Think about it. Look through your mail. Every scrap of paper in the heap is either printed or word processed. And let's not forget about e-mail! We're lucky if our kids even sign our birthday cards. A handwritten note in real ink on real stationary really stands out, doesn't it! It says the writer cares. It says you are special.



Steve Ballmer, CEO of Microsoft, and Harrell. Harrell's the one with hair. Steve Ballmer is the one with a billion dollars

What if? What if...

You wrote each of your clients, past and present, a hand written note at least once a year. I suspect it would get their attention in the piles of preprinted stuff and I suspect it would get you business you may not have gotten otherwise! The time it takes you to write the note will probably be reciprocated by their taking the time to mention you to someone else or by calling you with a referral or by taking the time to find you when they are ready to buy or sell.

Success is created with a lot of *little* things. I hope this little idea will help you to large success.



New agent and old manager! "Hands on management" works! Just ask Indiana coach Bobby Knight.



One of our "Business Planning" groups get together to discuss new ideas.

Meet the renewed staff of Properties East



Meghan Dillman
Administrative Staff



Darci Scott
Administrative Staff



Angie Hawkins
Administrative Staff



Shelly Marshall
Accounting



Rachel Cannon
Accounting



Holly Gibson
Transaction Coordinator



Jennifer Luckett
Transaction Coordinator



Debbie Bennett & Carol Milam
Transaction Coordinators

Our Mission:

To take our office to the next level of service and success!



Harrell Tague
Broker Owner



Jena Tippin
Office Manager



Jason Luckey
Technology Director



Kristi Kern
Administrative Staff



Kathleen Foreman
Administrative Staff



Cheryl Garrett
Creative Marketing
Manager



Gene McManamy
Creative Marketing Specialist



Stephanie Del Valle
Graphic Artist

