

What to Expect in Classifieds: 2013 (and how to monetize it!)

Presenter: Janet DeGeorge, President
www.classifiedexecutivetraining.com

January, 2013

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Classified Executive Training

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“There are millions of dollars hiding in your classifieds. **I can show you how to get them.**”

Janet DeGeorge,
Sales trainer and
consultant



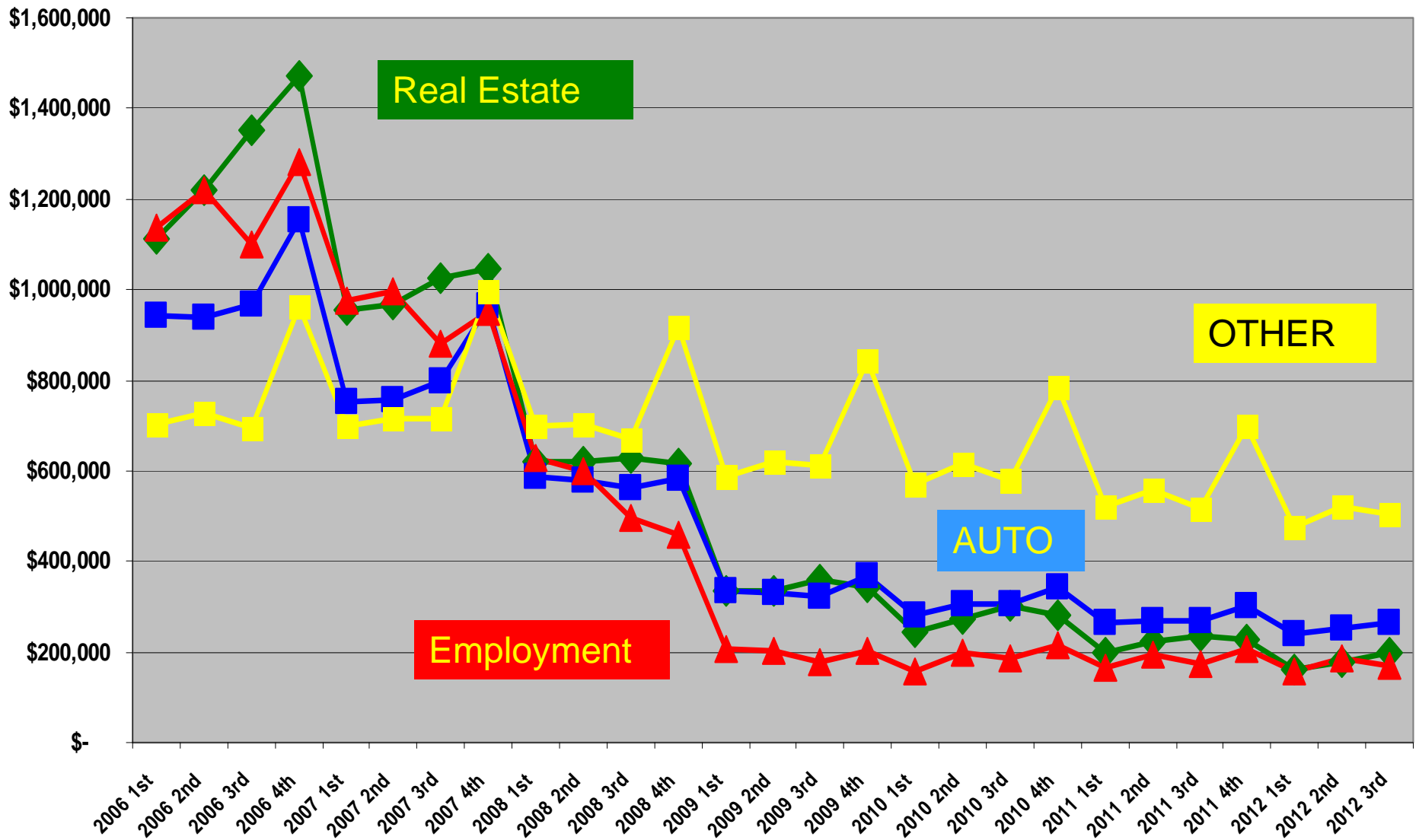
- Re-motivate your staff to love selling!
- Remove the fear of cold calling.
- Learn the ABC secrets of upselling.
- Own your recruitment market!
- Professionally overcome objections.
- Sell against the competition.
- Strengthen private party sales.
- Handle the most difficult customers.
- Redesign your Classifieds for the 21st Century.

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Classifieds 2013

- Agenda
- 1. Auto
- 2. Real Estate
- 3. Employment

Comparison Classified Revenues By Quarter, 2006 to 2012 3rd Qrt. Source www.NAA.org



1. AUTO

**How was your 2012
auto revenue?**

From April, 2012

How was your 2012 Auto Revenue?

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news

Report Predicts Auto-Ad Spending Will Grow 14% This Year

Digital Will Snare 40 Cents of Every Media Dollar

By: *Stephen Williams* Published: *April 30, 2012*



What do the experts say for 2013?

R.L. Polk...

- Autos in 2013 and Beyond
- Thursday, January 3, 2013 by Lonnie Miller
- New auto sales for 2013 will jump 6.6 percent over last year.
- Most dealers and leaders running key units will continue to struggle with owner loyalty given the number of new model introductions hitting the market (over 40) and an aggressive marketing strategy being put into effect ...
- With make loyalty hovering around 48 percent, it still means over half of any brand's customer base will defect.

40 New Models...

Did you have a New Car Auto
Section in 4th quarter 2012?

Grand Junction (25K circ) knows how to sell a new car special section

Their 32 page tab new car
special...

ON THE GO!

Find Out
What the **Dealers**
Drive

Featuring
70 NEW
VEHICLE
• MODELS •

PLUS
Valuable
Service Coupons

2013
MODEL YEAR
+ New Cars
+ New Trucks
+ New SUVs

GRAND WEST KIA



MEET THE DEALER
GRAND WEST KIA
 Steve Harbour
 OPERATING PARTNER

CURRENT BEST SELLER
 KIA OPTIMA

FAVORITE NEW FEATURE
 Power folding mirrors and rear hatch

WHAT'S IN YOUR GARAGE
 2013 KIA SORRENTO SX
 2000 Mercedes E430
 Grand babies' stroller

BEST PART OF YOUR JOB
 Dealing with the people of Grand Junction. Watching them smile as they drive away

IN YOUR FREE TIME...
 Work. Golf. Read. Walk.

Steve Harbour thinks he could sell twice as many new Kias if the Korean-based automaker could churn out vehicles more quickly.

As it stands now, Harbour's Grand West Kia dealership sells more used cars — at a 24-to-1 rate — than new ones in part because he can't get enough new cars on his lot.

"A lot of that is due to the fact that increased demand for Kia vehicles is leaving us short of product," he said.

"Kia has been and remains the fastest growing car brand in America. Kia has had 35- to 38-percent growth year over year in the last three years, which is pretty amazing," Harbour said.

Kia models continue to boast some of the lowest total average costs through the first five years of ownership based on sticker price, operating costs, fuel consumption, insurance, maintenance and repair costs, Harbour said.

Customers may come to love the low cost of ownership, but much of what attracts them to the lot are the eye-popping body designs, several of which have been refreshed for the coming model year.

The Soul retains its basic cube look, but has been stretched and new flared fenders dramatize its distinctive look.

"The Forte is redesigned — it's a little larger in size and roomier with a few more perks and options, but basically in the same price point," Harbour said.

The 2013 Sorrento SUV gains a few inches, creating more interior space, and features a new powerlift rear hatch.

A majority of Kia's newest innovations will debut as 2014 models, but will be available in 2013, Harbour said. "In fact, the company has made exterior styling its calling card as it tries to stay ahead of



SOUL



KOUP

customers' expectations.

"Certainly the design aspect has intrigued car buyers, but the reliability of these cars and the safety ratings, along with the best warranty in the business, has led to Kia's rise," Harbour said. "In fact, Kia means 'to rise above Asia.'"

The dealership gets a lot of referrals

from satisfied customers who not only love their cars, "but are delighted with the sales process here at Grand West Kia," Harbour said. "For this little store, a lot of what's going on is the buying experience. It's easy and it's fun and shouldn't be brain damage for the people who are looking for a car."



OPTIMA



SPORTAGE



FORTE

desired. But that can't hold true for the bargain-basement Rio, can it? The sedan and Rio 5-Door hatchback bear little resemblance to their predecessors, with far more pleasing sheetmetal and a dash layout that's attractively shaped, clearly presented and uses better materials. The standard 1.6-liter four-cylinder produces 138 horsepower and 123 pound-feet of torque, which is significant for a light 2,500-pound vehicle. In this class, it's a bit rare to see a six-speed manual transmission, or optional six-speed automatic, but the Rio has them. The Rio

is available with Idle Stop and Go (ISG), an optional automatic-transmission-only feature that shuts off the engine after the Rio comes to a complete stop, then instantly fires it up. Rio sedan's 30 mpg city and 40 mpg highway rating (29/39 for the Rio 5-Door) is sets the bar pretty high in this category. The base Rio LX with the manual gearbox is somewhat light in the content department, while the mid-range EX includes air conditioning, plus lots of power-operated and convenience accessories. The top-end SX adds fancier interior trim, 17-inch

wheels (15-inches are standard), Light Emitting Diode (LED) running lamps in place of the standard four-bulb units, and a Microsoft-based voice-activated audio/communications package with backup camera. The Rio's 1.6-liter engine is used in other applications, such as the Soul wagon, which received a full refresh both inside and out for the 2012 model year. New headlamps and LED taillights are the jewelry on top of a revised hood, front and rear fascias, fog lights and

// Please see KIA, page 27



The Power to Surprise™

2013 KIA OPTIMA

Starting at \$21,200*



2013 KIA FORTE Koup

Starting at \$17,400*



2013 KIA SORRENTO
 Starting at \$23,150*



2013 KIA SOUL
 Starting at \$14,400*

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- 5 year/60,000 mile limited basic warranty
- 5 year/100,000 mile limited anti-perforation warranty
- 5 year/80,000 mile 24 hour roadside assistance*



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*Starting at price is manufacturer's suggested retail price for lowest model trim. MSRP includes destination and handling charges, taxes, title, license, options, and dealer fees. Dealer is not responsible for typographical errors. Subject to prior sale. Photos for illustration purposes only, and may not reflect stock on hand. Colors may vary.

GRAND JUNCTION CHRYSLER JEEP DODGE RAM



MEET THE DEALER

GRAND JUNCTION CHRYSLER
Mike Nixon
 CHRYSLER • JEEP • DODGE • RAM
 SALES MANAGER

CURRENT BEST SELLER

Jeep Grand Cherokee

FAVORITE NEW FEATURE

New air suspension on the 2013 RAM 1500

WHAT'S IN YOUR GARAGE

2011 Jeep Grand Cherokee and a treadmill

BEST PART OF YOUR JOB

Being around cars - all the new technology and advancements. I also enjoy helping people find their perfect car

IN YOUR FREE TIME...

Spend time with my family
 Golf
 Snowmobile

Ram

ramtrucks.com

Hot news for 2013: Trucks can't get good fuel economy? Take a look at the 2013 Ram 1500; upgrades include a lighter, stronger frame, more aerodynamic body and a more efficient base engine. • But can it tow the space shuttle?

Carryover: Ram HD
Gone: None

Starting line

If fuel economy, or lack thereof, killed the mid-sized Dakota, the Ram boys aren't about to let that happen to the **Ram 1500**. Its one big weak spot, fuel consumption, has been rectified for 2013 with Chrysler's ever-popular 3.6-liter V6 that bumps the ancient 3.7-liter V6 out of the engine bay. Horsepower climbs 42 percent to 305 from 215 and fuel

The new 2013 Ram 1500 offers best-in-class fuel efficiency, new technology and new features without sacrificing capability. "It's been totally refreshed with big interior changes, new technology in the powertrain and a new air suspension," said Mike Nixon, the dealership's new vehicle sales manager.

Ram's workhorse, the 1500, gets the refresh after three years on the market. It gets a new, 3.6-liter Pentastar V-6 engine, which gets 42 percent more horsepower and at least 20 percent better fuel economy than the outgoing Ram, which got 20 mpg on the highway.

The Ram has several new features designed to save gas, including an eight-speed transmission and a system that temporarily shuts down the truck at stop lights. The available 5.7-liter Hemi V-8 has 385 horsepower and 10 percent better fuel economy than the outgoing model. There's a new grille and fascia and interior upgrades. Pricing hasn't been announced, but the 2012 Ram starts at \$22,120 for a regular cab, \$33,015 for a quad cab and \$43,275 for a crew cab. The Ram goes on sale this fall.

The dealership won't see an actual 2013 model until February, which means now is the time to take advantage on last year's models.

"There's going to be substantial savings on a 2012 model versus a '13," Nixon said.



RAM 1500

"And that's for the entire Ram lineup of half-tons, three-quarter ton and one-ton pickups."

For the first time, Ram series trucks will offer UConnect, a communications platform with a built-in wireless connection that provides a variety of services, like remotely locking doors or starting the vehicle from any distance via the web or a smartphone. It also means hands-free operation of music, navigation programs and phone calls.

Of all the new features on the Ram 1500, Nixon is most enthusiastic about the air suspension, similar to the system in use on the Grand Cherokee. The suspension

system features five height settings for optimum ride and aerodynamic performance. It can lift the body up to 4 inches for greater clearance on rocky roads, or drop it for easy entry/exit and cargo loading.

Typically, the heavy-duty refreshments follow the 1500, so expect to see changes in the bigger trucks in the next model year.

The 1500 remains a favorite for work and play, Nixon said.

"A lot of people have big fifth-wheels and campers that they tow," Nixon said. "And some people need them to haul 18,000 pounds of cattle."



HD 2500

performance similarly jumps to 18 mpg city and 25 highway, up from 14/20. That's a huge difference. The Ram also gets a new eight-speed automatic transmission that will also be attached to the 395-horsepower 5.7-liter "Hemi" V8. This engine shut down four of its eight cylinders when not needed, such as at under light-load conditions or when headed downhill. A dash-mounted rotary shifter replaces the traditional column and console shifter. Returning is the 4.7-liter V8 rated at 310 horsepower. It's linked to a six-speed automatic. For 2013, Rams get further fuel-reduction assistance including stop-start technology that turns off the engine at rest, then instantly fires it up again once the brake pedal is released. Electric

power steering cuts parasitic power losses. Subtle aerodynamic body improvements and active grille shutters help, too. Optional is an air suspension with load leveling and five height settings, one of which lowers the body at highway speeds by 0.6 inches to cut the wind a bit better. Finally a new thermal management system is designed to quickly get the Ram's crankcase oil and other fluids up to operational temperatures, which assists in conserving gas. Rams now ride on a lighter (by 30 pounds) and stronger frame and the use aluminum suspension components saves another 26 pounds. But how just how strong is it? Well, if it's the same league as the Toyota Tundra that pulled 292,000 pounds of space shuttle and trailer down the 405

highway in Los Angeles, Calif., then you have to really wonder who actually needs a "heavy-duty" truck. The **Ram 2500 and 3500 series** pickups have upped the stakes with the optional Cummins turbo-diesel that's available in big, badger and baddest grades for 2013. The tamest of the 6.7-liter inline six-cylinder powerplants is rated at 350 horsepower and 660 pound-feet of torque, while the intermediate version pushes those numbers up to 370 horsepower and 800 pound feet. For maximum thrust and grunt, the 385-horse unit lays down a mind-numbing 850 pound feet of torque. The Cummins can be matched to a six-speed manual transmission (the only shift-it-yourself in its class), or a six-speed automatic. The result is a truck that can haul and tow an inordinate amount of whatever you have; up to 17,000 pounds of trailer weight and up to 1,800 pounds of tongue weight using a conventional Class V hitch. The turbo-diesel has a standard exhaust brake that uses the engine's compression to help decelerate the vehicle. That means shorter stops and less brake wear. Another Cummins bonus is that the interval between oil changes is 15,000 miles. Still available is Chrysler's venerable 383-horsepower 5.7-liter "Hemi" V8 with 400 pound-feet of torque. For 2013, the 3500-series HD can be ordered with the Hemi; previously it was exclusively installed in the 2500-series.

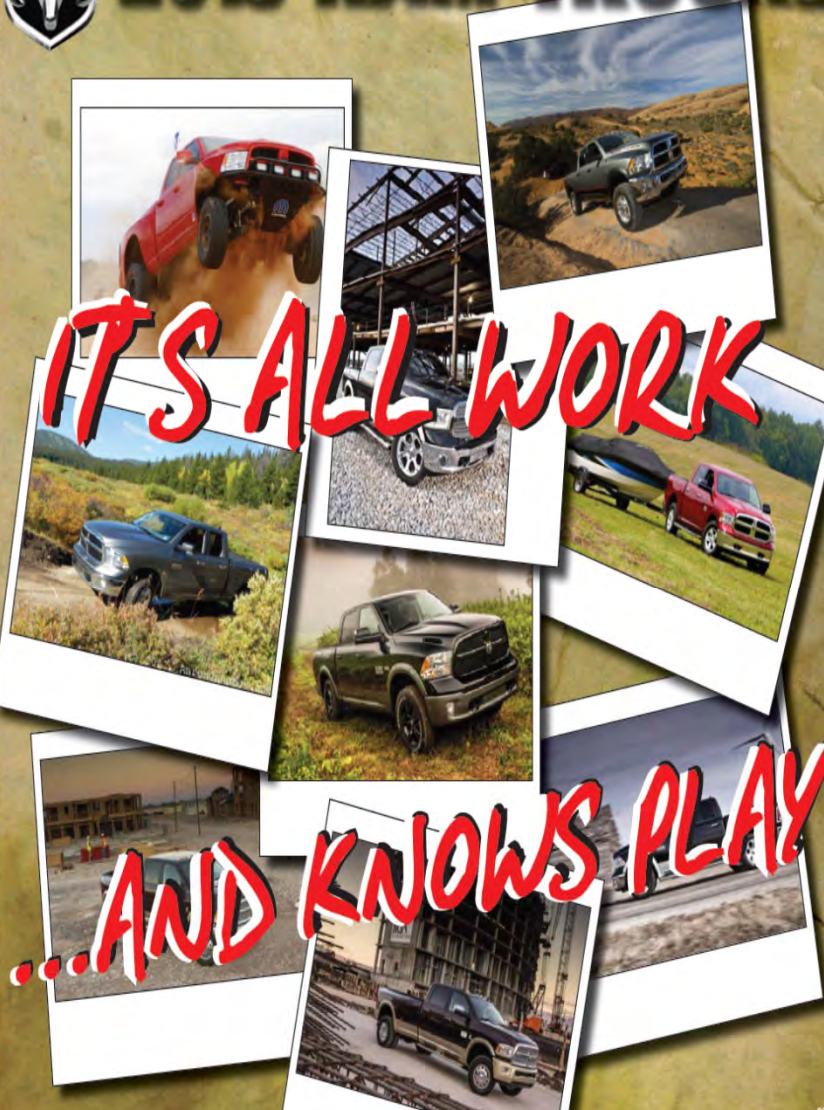
Base prices (incl. destination)
Ram 1500: Full-size pickup; \$23,600
Ram HD: Full-size heavy-duty one- and three-quarter pickups; \$30,000



2013 RAM TRUCKS

IT'S ALL WORK

...AND KNOWS PLAY



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Photographs are for illustration purposes only. Different models and trim packages may be represented. Colors will vary. Not all models, trim packages or colors may be available at all dealerships. See your dealer for more information.

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janetdegeorge@classifiedexecutivetraining.com

Are **home sales** and
unemployment rates tied to
car sales? Some experts say
YES!



AUTOS | January 2, 2013, 10:47 p.m. ET

U.S. New-Car Sales to Grow in 2013

- Jan. 2, 2013
- “Auto executives say they need to see a continued downward trend in unemployment and a stronger resurgence in the housing market”.



Truck sales seen booming in 2013 as housing market rallies



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Luxury, drive buzz at auto show
Mon, Jan 14

Corvette await de

- Jan. 14, 2013
- Pickup truck sales are expected to outpace the broader U.S. auto market this year helped by a recovering **housing market** and a slew of **new models** from the three big U.S. automakers, executives and analysts said on Sunday.

By Jennifer Clark

DETROIT | Mon Jan 14, 2013 7:45am EST

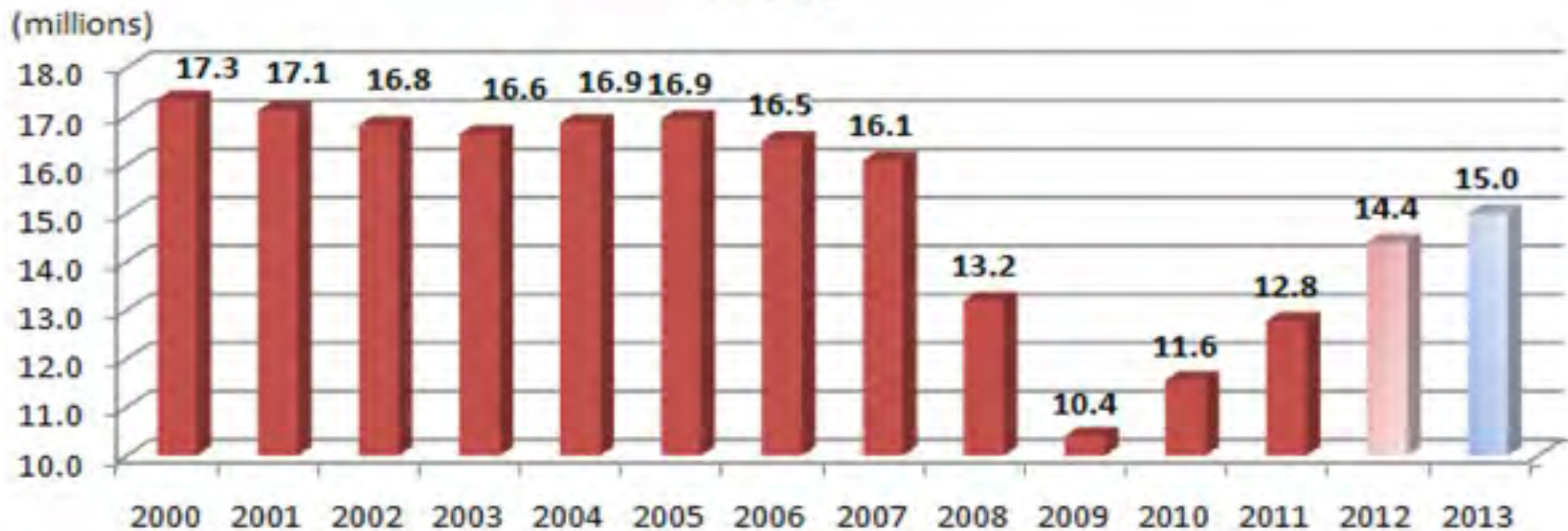
**But this slide says it
all...**

Home > Industry Center > Industry Commentary > Edmunds.com 2013 Auto Sales Forecast: 15 Million

Edmunds.com 2013 Auto Sales Forecast: 15 Million

Boost Expected from More Lease Returners, Greater Release of Pent-up Demand

Edmunds.com's Auto Sales Forecast 2013



Source: Edmunds.com

**Has your auto revenue grown
at this pace since 2008?**

Strategy for large papers and
smaller papers...

Larger papers over 50K circ.

- 1. In many cases, larger papers have had to **cut prices on auto ads**, some charging less per page than a paper of 25K circ.
- 2. Basically, the profit margin on auto ads is much **smaller for larger papers**, but those big contracts sure look good on the revenue side.
- 3. Larger papers can really **make the money online and with mobile**. The online/print/mobile sale can't be beat when you have the numbers on your side.
- 4. Bottom line for larger papers, do you have the **right products** in place and the **right people** selling them?

Larger papers

- 5. Prove your paid circulation base has value.
- You can get **local auto sales reports** that you can cross reference to your actual subscriber base in most states.
- Break it down by percents that buy trucks, luxury cars, SUV's etc.
- **This is info they cannot get anywhere else. Only share it where it works best for you.**
- 6. **Promote heavily**, it is all about ROI with auto dealers.
- 7. Many large papers have a great auto website, **but hardly any daily traffic** compared to their daily circulation. (Take your auto uniques and divide by 30 and compare to your daily print circulation).
- You must promote you **AUTO URL** all the time!

Papers under 50K circ

- 1. Your print product is your **golden goose** and will be for many years.
- 2. Auto Dealers want new ideas. Make certain your artists and auto sales reps get exposed to **new designs** all the time.
- Which papers have great auto ads, here are a few, you can check their e editions...
- www.PostRegister.com
- www.SavannahNow.com
- www.Jacksonville.com
- www.gjsentinel.com (they have the most beautiful classifieds in the country)

Papers under 50K circ

- 3. To **protect your print auto revenue**, you must have a **BRAND** in both print and online.
- 4. You must have an **AUTO DAY** that is well designed.
- 5. You should have **standards on advertorial**, do not run stories about cars not sold by your current advertisers.
- 6. You need **LOADS of liner inventory** to keep car seekers looking in your paper when they are ready to buy!
- 7. You need **unique features** that draw in readers.
- 8. You must follow the same cycle as your auto dealers with **SPECIALS on three day Holiday weekends**.
- **Friday to Monday** specials should be standard!

Why papers big and small need a great online auto site...

From Grand Island, NE to Scottsdale,
AZ every car dealer puts a lot of STYLE
into their websites...

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GRAND ISLAND, NE



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Select Make

Select Body Style

Select Price

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Internet Price:
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VIEW DETAILS



2012 Toyota
4Runner Limited
MSRP: \$41,800

Internet Price:
Please Call

VIEW DETAILS



2013 Toyota Venza
LE V6 Crossover
MSRP: \$32,134

Internet Price:
Please Call

VIEW DETAILS



2012 Toyota
Highlander Limited
MSRP: \$41,800

Internet Price:
Please Call

VIEW DETAILS

Pre-Owned Vehicles

VIEW ALL



2012 Toyota RAV4
Sport SUV
Retail: \$28,995
Discount: \$1,110

Adjusted Price:
\$27,885

VIEW DETAILS



2012 Toyota Camry
LE Sedan
Retail: \$24,995
Discount: \$7,000

Adjusted Price:
\$17,995

VIEW DETAILS



2012 Toyota
Tacoma PreRunner
Retail: \$29,740
Discount: \$4,745

Adjusted Price:
\$24,995

VIEW DETAILS



2013 Toyota Corolla
LE Sedan
Retail: \$19,995
Discount: \$2,000

Adjusted Price:
\$17,995

VIEW DETAILS

Camelback Toyota | Phoenix Toyota New & Used Cars Trucks SUVs Dealer | AZ Toyota Service & Repairs

**What does your auto
website look like?**

It is a confused jumble of non auto banners and ads surrounding the search engine?

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f t r

Cars

Buy A Car



Buy Used

Make:


Model:

Price Range: \$0 to No Max

Search within: 30 miles of ZIP:

Advanced Search
1982 & Older

Sell A Car




Buy New

Make:

Model:

Search within: 30 miles of ZIP:

- Rebates & Incentives
- In-Depth Reviews
- Compare Vehicles
- Car Shopping Tips



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Place an ad in print and online

Best Value! Your ad will appear on FresnoBee.com and cars.com, and also in The Fresno Bee and Vida en el Valle newspapers.

- Place an Ad Online & in Print
- Or
- Place cars.com Online-Only Ad

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Take the Night Off!

\$69* Weekdays
\$89* Fridays & Saturdays
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*Rooms at this special rate are limited. Use code MADW69 for weekdays, and code MADW89 for weekends to receive this discount. Room rate is based on availability. Make your reservations now at tachipalace.com or call 1-866-4 Palace.



Get the Deal!

\$5 for \$10 worth of food and drinks at Izi Sandwich & Deli Hye



\$5.00
Buy Now!

**Or worse, no auto section
at all...and so no ads at
all...just this...**



Cars

+ Place your ad

Classifieds ▸ Search ▸ Cars

↻ Reset Search

Category

↶ Back To

Cars

i No results found.

**Or is it ALL about autos from start
to finish as in Grand Junction, CO**

Daily Sentinel, 25K Circ



Fruoco Motor Co.
 Grand Junction, CO
CLICK HERE
 to see our inventory and more!



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my account

search craigslist

for sale [dropdown] [button]

event calendar

S	M	T	W	T	F	S
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31	1	2
3	4	5	6	7	8	9

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avoid scams & fraud
personal safety tips
terms of use
system status

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craigslist blog
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craig connects

community

- activities
- artists
- childcare
- general
- groups
- pets
- events
- lost+found
- musicians
- local news
- politics
- rideshare
- volunteers
- classes

personals

- strictly platonic
- women seek women
- women seeking men
- men seeking women
- men seeking men
- misc romance
- casual encounters
- missed connections
- rants and raves

discussion forums

- 1099
- apple
- arts
- atheist
- autos
- beauty
- bikes
- celebs
- comp
- crafts
- diet
- divorce
- dying
- eco
- educ
- gifts
- haiku
- health
- help
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- housing
- jobs
- jokes
- kink
- l.t.r.
- legal
- linux
- loc pol
- m4m
- money
- pets
- philos
- politic
- psych
- queer
- recover
- religion
- rofo
- science
- shop
- spirit
- sports
- t.v.
- tax
- testing

housing

- apts / housing
- rooms / shared
- sublets / temporary
- housing wanted
- housing swap
- vacation rentals
- parking / storage
- office / commercial
- real estate for sale

for sale

- appliances
- antiques
- barter
- bikes
- boats
- books
- business
- computer
- free
- furniture
- general
- jewelry
- materials
- rvs
- sporting
- tickets
- tools
- wanted
- arts+crafts
- auto parts
- baby+kids
- beauty+hlth
- cars+trucks
- cds/dvd/vhs
- cell phones
- clothes+acc
- collectibles
- electronics
- farm+garden
- garage sale
- household
- motorcycles
- music instr
- photo+video
- toys+games
- video gaming

services

- beauty
- creative
- automotive
- farm+garden

jobs

- accounting+finance
- admin / office
- arch / engineering
- art / media / design
- biotech / science
- business / mgmt
- customer service
- education
- food / bev / hosp
- general labor
- government
- human resources
- engineers
- legal / paralegal
- manufacturing
- pr / ad
- medical / health
- nonprofit sector
- real estate
- retail / wholesale
- sales / biz dev
- salon / spa / fitness
- security
- skilled trade / craft
- qa / dba
- systems / network
- technical support
- transport
- tv / film / video
- web / info design
- writing / editing
- [ETC]
- [part-time]



craigslist > cars & trucks

3 ways to view car/truck ads:

- [ALL CARS & TRUCKS](#)
(dealer + by-owner)
- [BY-OWNER ONLY](#)
(private party, no dealers)
- [BY-DEALER ONLY](#)
(no private party)

[personal safety tips](#)

How to recognize a vehicle scam attempt on CL:

- **Shipping a vehicle to you** is suggested by seller
- **eBay Motors** or another intermediary is specified by seller
- Payment by **Western Union** or a **money wire** is requested
- **Price is unusually low** (fraction of blue book value)

if you see these tell-tale signs, flag ad as "prohibited" and avoid

Offers to ship a vehicle are virtually 100% fraudulent

eBay has no involvement in craigslist for sale ads, and any eBay or similar emails or web pages you receive are fake

Never use Western Union or wire transfer to pay for goods - only a scammer will ask for this, and any funds sent will be lost

Do not buy vehicles sight-unseen, regardless of low price. The vehicle does not exist, and any money you send will be lost.

Stories about divorcees or departing servicemen needing to sell quickly at a low price are generally fraudulent

If a deal sounds too good to be true, it probably is!

More information is available for [avoiding scams](#)

[all seattle](#) [seattle](#) [eastside](#) [snohomish co](#) [kitsap co](#) [tacoma](#) [olympia](#) [south king](#)

cars + trucks: [by-owner](#) | [by-dealer](#) | [both](#)

search in: [cars & trucks - by dealer](#) title only entire post

for:
price:

has image

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Showing 1 - 380 Displaying: 1 - 100
[1 | 2 | 3 | 4]

[Next >>](#)

If Craigslist site is not your exact area, use your city name in the search, otherwise just the Brand. Remember to check ENTIRE POST

- Jan 14 - [****2000 FORD FOCUS](#) - \$3995 (12529 HWY 99 S SOUTH EVERETT) [img](#)
- Jan 14 - [****2001 FORD EXPLORER 2WD](#) - \$2995 (12529 HWY 99 S SOUTH EVERETT) [img](#)
- Jan 14 - [****1998 FORD MUSTANG](#) - \$2995 (12529 HWY 99 S SOUTH EVERETT) [img](#)
- Jan 14 - [****1998 FORD MUSTANG](#) - \$2995 (12529 HWY 99 S SOUTH EVERETT) [img](#)
- Jan 14 - [****1997 FORD TAURUS WAGON](#) - \$1495 (12529 HWY 99 S SOUTH EVERETT) [img](#)

Ford	736
Chevrolet	687
Dodge	465
Kia	389
Jeep	331
Chrysler	320
Toyota	241
Hyundai	230
Suzuki	230
Honda	213
BMW	174
Mazda	166
GMC	111
Volkswagon	91
Mercedes	89
Audi	84
Subaru	74
Cadillac	68
Mitsubishi	57
Lexus	56
Pontiac	49
Acura	47
Buick	45
Infinity	43
Mercury	29
Corvette	27
Jaguar	18
Lincoln	15
Hummer	8
Total	5093

Everett Craigslist AUTO August 2011			
(using search word "Everett")			
	Ads	With Ph	% Photos
Cars/Trucks Dealers	5093	5093	100%
Cars/Trucks Owners	675	578	86%
Auto Parts	960	774	81%
Motorcycles	244	212	87%
TOTAL	6972	6657	95%

**And these are not little
line listings...**

Avoid scams and fraud by dealing locally! Beware any deal involving Western Union, Moneygram, wire transfer, cashier check, money order, shipping, escrow, or any promise of transaction protection/certification/guarantee [More info](#)

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2011 Ford Ranger - \$23949 (We Can Approve Your Financing)

Date: 2013-01-15, 1:37AM PST

Reply to: see below

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Many giant photos of each car for sale, this ad had 9 photos of this truck.



2011 Ford Ranger

Price: \$23,949

Mileage: 24,607

Engine: 4.0L V6 SOHC 12V

Transmisión:

Interior:

Exterior: Black

VIN: 1FTLR4FE3BPA90347

Stock ID: BPA90347

4.0L V6 SOHC; 4WD; and Black. Yeah baby! My! My! My! What a deal! Are you still driving around that old thing? Come on down today and get into this dependable; reliable 2011 Ford Ranger! Some manufacturers cut corners to save money; but Ford didn't try to shave off a single penny when building this excellent Ranger.

All vehicles are one of each. Pre-Owned vehicles are used. A dealer documentary service fee of up to \$150 may be added to the sale price or capitalized cost.

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Certified vehicles are used. A dealer documentary service fee of up to \$150 may be added to the sale/lease price. All offers expire on close of business the day

subject content is removed from website, and all financing is subject to credit approval. Prices exclude tax and license. All transactions are negotiable

including price, trade allowance, interest rate (of which the dealer may retain a portion), term, and documentary service fee. Any agreement is subject to

execution of contract documents. It is the customer's responsibility to verify the existence and condition of any equipment listed.

Options include Driver Airbag, Vehicle Stability Control System, Passenger Airbag, Front Side Airbag, ABS Brakes, Traction Control, Alloy Wheels, Fog Lights, Front Air Dam, Tow Hitch Receiver, Splash Guards, Power Mirrors, Second Row Folding Seat, Interval Wipers, Tilt Steering Wheel, Air Conditioning, AM/FM Radio, Tachometer, Power Door Locks, Power Windows, Vehicle Anti Theft, CD Player, Cargo Area Tiedowns, Skid Plate, Tire Pressure Monitor, 4WD/AWD,

Get More Info About This Vehicle

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Email

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Dodge Chrysler Jeep of Smokey Point

(425) 381-2350

16610 Smokey Point Blvd.

Arlington WA 98223

This vehicle's equipment list is prepared by PGI Auto for the above dealer to be used as an informational listing of available equipment on this vehicle. PGI Auto makes no express or implied warranties or representations of any type concerning this vehicle, including the availability or condition of the equipment of the vehicle. It is the consumer's sole responsibility to verify the existence and condition of any equipment listed. Market value or sale price represents the approximate value of a like unit at retail. Sale price will vary with condition, mileage and supply. Tax and licensing are not included.

All elements of this proposed transaction are negotiable including price, trade allowance, interest rate (of which the dealer may retain a portion), term and a negotiable documentary service fee of up to \$150.

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Waco Tribune-Herald

2013 SUBARU OUTBACK

Saturday, September 1, 2012

Smart-sized crossover

Subaru of America, Inc. recently introduced the 2013 Outback models, powered by a new, more efficient powertrain and debuting the new EyeSight driver-assist system and revised styling. Chassis enhancements improve both ride quality and agility in the 2013 Outback, which also offers new amenities and audio/instrument capabilities.

The 2013 Outback features a restyled front end, with new headlights, grille, front bumper and fog lights, for a more powerful appearance. Standard Symmetrical All-Wheel Drive distinguishes the Outback from crossover competitors, which generally offer all-wheel drive as an extra-cost option. The Outback continues with 8.7 inches of ground clearance, which is higher than many crossovers and some dedicated SUVs.

The 2013 Outback 2.5i models debut a new double-overhead-cam (DOHC) 2.5-liter FB series Boxer engine for increased performance and fuel efficiency. The new engine produces 173 hp and 174 lb.-ft. of torque, compared to 170 hp and 170 lb.-ft. with the previous engine.

Efficiency
Outback 2.5i and 2.5i Premium models offer a choice between a standard 6-speed manual transmission and the second-generation Lineartronic CVT; the latter is standard on 2.5i Limited models. Outback 3.6R models continue with a 256-horsepower 3.6-liter 6-cylinder Boxer engine and 5-speed electronically controlled automatic transmission. Official EPA fuel economy figures are not yet available, but Subaru



projects that the 2013 Outback 2.5i with the Lineartronic CVT (continuously variable transmission) will achieve 24-mpg city/30 mpg highway/25 mpg combined, up compared with the 22/29/24 for the 2012 model. Subaru also projects that the 2013 Outback will achieve a 5-star overall safety rating from the National Highway Traffic Safety Administration (NHTSA). The 2013 Outback models add a new Brake Override system, and now an airbag deployment signals a fuel cutoff. Unlike a conventional automatic transmission that uses fixed gear ratios, a CVT provides infinite variability between the lowest and highest available ratios with no discernible steps or shifts. The CVT continuously and smoothly adapts to performance demand,

helping to keep the engine in its most efficient operating range. Models with the CVT also feature a 6-speed manual mode with steering wheel paddle shifters, which allow the driver to control the transmission via six pre-set ratios.

EyeSight

The 2013 Outback models debut Subaru's new EyeSight driver-assist system, which integrates Adaptive Cruise Control, Pre-Collision Braking and Vehicle Lane Departure Warning. Projected to be one of the most affordable such technologies available in the U.S. market, EyeSight uses a stereo camera design developed by Subaru to provide a detection angle wider than that of radar-based systems.

The EyeSight system processes stereo images to

identify the vehicles traveling in front, as well as obstacles, traffic lanes and other items. Below relative speeds of approximately 19mph, EyeSight is capable of detecting pedestrians or objects in the vehicle's path and can activate in order to mitigate or even avoid the collision. Under certain circumstances, EyeSight is able to bring the car to a complete stop.

Crossover

The Subaru Outback is smart-sized compared to other 2-row crossover vehicles, featuring a mid-size interior in an easy-to-manuever and off-road-capable wagon. The Outback provides the crisp car-like handling with the versatility of an SUV. The 8.7 inches of ground clearance is higher than for many large SUVs and crossovers, while maintaining a low step-in height.

Total passenger volume of 105.4 cu. ft. and maximum cargo capacity of 71.3 cu. ft. (with the standard 60/40 split rear seatbacks folded) rivals that of larger, heavier vehicles. The Outback also features a rear cargo area that is deeper and wider than in many SUVs.

Interior

New, more comfortable seat fabric and a new light matte wood grain trim provide a sophisticated appearance. The Outback Limited models for 2013 offer a new Special Appearance Package option that provides a new Keyless Access & Start system along with a two-position memory system for the already-standard 10-way power driver's seat.

2013 CHEVY SILVERADO

Capable, dependable, efficient

With a broad range of configurations, the 2013 Silverado 1500 has the performance, fuel economy and towing capacity to meet your needs. It's a truck that's built to last. And it's a truck that's built to be efficient. With a 22 mpg highway rating for the Silverado 1500.



The Chevrolet Silverado 1500 is a long-term leader in dependability and reliability, something that continues in 2013.

With a broad range of configurations, the 2013 Silverado 1500 has the performance, fuel economy and towing capacity to meet your needs. It's a truck that's built to last. And it's a truck that's built to be efficient. With a 22 mpg highway rating for the Silverado 1500.

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DESIGN

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INTERIOR

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ENGINES

With a broad range of configurations, the 2013 Silverado 1500 has the performance, fuel economy and towing capacity to meet your needs. It's a truck that's built to last. And it's a truck that's built to be efficient. With a 22 mpg highway rating for the Silverado 1500.

2013 KIA OPTIMA

Optima offers tech, efficiency

Since being recognized as the 2012 Kelley Blue Book Best Resale Value Award winner, the 2013 Optima has continued to lead the way in efficiency and performance. With a 24 mpg highway rating for the Optima 2.4L I4.



The 2013 Kia Optima is a smart, modern, ultra-green performer and driver.

Since being recognized as the 2012 Kelley Blue Book Best Resale Value Award winner, the 2013 Optima has continued to lead the way in efficiency and performance. With a 24 mpg highway rating for the Optima 2.4L I4.

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INTERIOR

Since being recognized as the 2012 Kelley Blue Book Best Resale Value Award winner, the 2013 Optima has continued to lead the way in efficiency and performance. With a 24 mpg highway rating for the Optima 2.4L I4.

EXTERIOR

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2013 FORD ESCAPE

Ford's smarter utility vehicle



interior level of space behind the first row and 38.3 cubic feet behind the second row.

The new Escape's rear seats have been designed to fold flat easily. With the touch of a button, the head restraint folds down and with the lift of a handle on the seat, the seatback folds and then so the seat folds flat and slides into position.

Technology

Using new 2013 Ford's software and sensors, the new Intelligent Drive System analyzes data from 25 external sensors, including wheel speed, accelerometer pedal position and steering wheel angle, assessing road conditions and driver input 50 times faster than the blink of an eye.

Ford's popular Escape has been completely redesigned for 2013, making it a smart choice for many SUV buyers.

The Ford Escape, America's best-selling SUV, will raise the bar even higher with the debut of an all-new model. The features 11 new exclusive features and fuel economy projected to top any vehicle of its kind on the market today.

"We call our all-new Ford Escape the 'Smarter Utility Vehicle' because it offers the strength that customers longed for: fuel economy, versatility and new technology that makes driving and living with the vehicle easier and more fun - all wrapped in a sleek, more modern design," said Dennis Kozak, group vice president, Global Product Development.

"Ford understands that more people every year are looking at vehicle-like Escape, and we want to give them even more reasons to buy."

Performance

Escape offers Ford's broadest available range of EcoBoost engine choices yet. Among fuel economy reasons from either the available 2.5-liter EcoBoost engine or 1.6-liter EcoBoost engine, which makes the American debut in the new Escape.

With new engine choices, Ford's new technologies of direct fuel injection and turbocharging and will be

independent variable-camshaft timing (iVCT) to deliver even better mileage gains and save customers money on fuel. The standard engine in North America is an optional 2.5-liter, giving the new Escape a comprehensive lineup of four-cylinder offerings. It also is available in a SelectShift Automatic six-speed.

Versatility

Stowing and loading are even easier in the new five-passenger Escape, thanks to a low interior height of 37 inches, more tie-downs and cargo volume that surpasses the outgoing Escape - with 65.1

HIGHLIGHTS

- 11 NEW exclusive features
- 10% more aerodynamic
- New active grille shutter system reduces wind resistance
- More cargo volume
- New Intelligent AWD system
- EcoBoost engine gives stronger fuel economy



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Based on 2011 EPA miles per gallon (mpg) city and highway estimates. *MSRP. Excludes dealer fees. †MSRP. For 60 months 0% APR on approved credit. ‡Excludes dealer fees and preparation. †Excludes tax, license and title.

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of full color line ads**

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			<p>Answer to Tom's Puzzle</p> <table border="1"> <tr><td>1</td><td>2</td><td>3</td><td>4</td><td>5</td><td>6</td><td>7</td><td>8</td><td>9</td></tr> <tr><td>2</td><td>3</td><td>4</td><td>5</td><td>6</td><td>7</td><td>8</td><td>9</td><td>1</td></tr> <tr><td>3</td><td>4</td><td>5</td><td>6</td><td>7</td><td>8</td><td>9</td><td>1</td><td>2</td></tr> <tr><td>4</td><td>5</td><td>6</td><td>7</td><td>8</td><td>9</td><td>1</td><td>2</td><td>3</td></tr> <tr><td>5</td><td>6</td><td>7</td><td>8</td><td>9</td><td>1</td><td>2</td><td>3</td><td>4</td></tr> <tr><td>6</td><td>7</td><td>8</td><td>9</td><td>1</td><td>2</td><td>3</td><td>4</td><td>5</td></tr> <tr><td>7</td><td>8</td><td>9</td><td>1</td><td>2</td><td>3</td><td>4</td><td>5</td><td>6</td></tr> <tr><td>8</td><td>9</td><td>1</td><td>2</td><td>3</td><td>4</td><td>5</td><td>6</td><td>7</td></tr> <tr><td>9</td><td>1</td><td>2</td><td>3</td><td>4</td><td>5</td><td>6</td><td>7</td><td>8</td></tr> </table>		1	2	3	4	5	6	7	8	9	2	3	4	5	6	7	8	9	1	3	4	5	6	7	8	9	1	2	4	5	6	7	8	9	1	2	3	5	6	7	8	9	1	2	3	4	6	7	8	9	1	2	3	4	5	7	8	9	1	2	3	4	5	6	8	9	1	2	3	4	5	6	7	9	1	2	3	4	5	6	7	8		
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C1

Dodge Charger SRT8: Call the DEA

ROAD TEST

by **Mary Lowry**

Herald Writer

If extreme horsepower could be created by illegal substances, Dodge's competitors would be demanding drug testing for the 2012 Charger SRT8.

The previous SRT8, a 2010 model, was thunderous with its 6.1-liter Hemi V8 generating 425 horsepower and 420 lb-ft of torque. But that looks like balmy weather compared to the newest version, whose 6.4-liter Hemi V8 spawns 470 horsepower and 470 lb-ft of torque.

The 2012 Charger SRT8 has a top speed of 175 mph. It goes from 0 to 60 mph in the high

4-second range, does a quarter mile in the high 12-second range, and goes from 0 to 100 mph and back again in less than 16 seconds.

With a braking system featuring 14.2-inch front and 13.8-inch rear vented and slotted rotors with four-piston Brembo calipers (painted red for maximum effect), the new Charger SRT8's 4,365-pound bulk can be brought to a stop from 60 mph in a mere 120 feet.

Though it would have been fun, I wasn't able to personally confirm those statistics on the public and well-patrolled streets of Snohomish County, but I did at least get a taste of the 0-to-60 time. While waiting at a stop sign to enter Highway 2, a small gap in the traffic offered, in my opinion, an excellent opportunity. I floored it, expecting to hear squealing tires (didn't) and counted "one and

one thousand, two and one thousand" as my stopwatch. The SRT8 easily came in under 5 seconds, according to my calculations.

The five-speed automatic transmission is a carryover for 2012 and includes Auto Stick plus steering-wheel-mounted paddle shifters.

A standard Fuel Saver Technology system shuts down four of the engine's cylinders in situations when less power is required, such as during highway cruising. The system, which operates seamlessly, gives the SRT8 better fuel economy: a 21-percent increase over the previous version. The tester's EPA rating is 14 mpg city and 23 mpg highway. Premium fuel is recommended.

An adaptive damping suspension system that automatically tunes the suspension for specific conditions, including the racetrack, is standard for 2012. A rip-roaring



900-watt, 19-speaker Harmon/Kardon surround-sound audio system is also standard for 2012. The user interface for the system is controlled through Uconnect Touch on the largest standard touchscreen display (8.4 inches) in the Charger's segment. For 2012, it adds hands-free texting with compatible Bluetooth devices, voice commands for Garmin navigation, Sirius Traffic, and more iPod control features to expand on the system's connectivity and convenience technologies. ■

DODGE CHARGER SRT8

BASE PRICE: \$46,620 | **AS TESTED:** \$49,310

Base price includes destination charge. Vehicles are provided by the manufacturer. Prices may vary at local dealerships.



A redesign of the Everett Herald's Friday auto section lead to this testimonial

New look, technology infusion for 2013 Escape

PREVIEW

The Escape redesign is a big reveal, as it now will find itself on just two models. The 2013 model will be a mid-range, 200-hp model. The redesign of 2013 model will be the top of the line for the SUV, with a base MSRP of \$20,995.

The 2013 model will be the only SUV in America that has the option of an engine with 200-hp, which is a 2.0-liter, four-cylinder engine with 200-hp. This is a very special car, as it is the first SUV to have the "200-hp" badge. The 2013 model will be the only SUV to have the "200-hp" badge.

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The 2013 Ford Escape is the top-of-the-line Titanium SE model, which comes loaded with a 2.0-liter EcoBoost turbocharged engine.

The 2013 Escape offers a choice of three drivetrain options: front-wheel drive, four-wheel drive with a limited-slip differential, or four-wheel drive with a limited-slip differential and a tow package. The 2013 Escape is available in 15 different colors, and a 15-day test drive is available. The 2013 Escape is available in Florida, and a test drive is available. The 2013 Escape is available in Florida, and a test drive is available.

The 2013 Escape is available in Florida, and a test drive is available. The 2013 Escape is available in Florida, and a test drive is available. The 2013 Escape is available in Florida, and a test drive is available. The 2013 Escape is available in Florida, and a test drive is available.

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or your market sales specialist

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2013 Ford Escape	1-800-77-1434	2012	Ford
2013 Ford Escape	1-800-77-1434	2012	Ford
2013 Ford Escape	1-800-77-1434	2012	Ford
2013 Ford Escape	1-800-77-1434	2012	Ford
2013 Ford Escape	1-800-77-1434	2012	Ford
2013 Ford Escape	1-800-77-1434	2012	Ford
2013 Ford Escape	1-800-77-1434	2012	Ford
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2013 Ford Escape	1-800-77-1434	2012	Ford
2013 Ford Escape	1-800-77-1434	2012	Ford
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2013 Ford Escape	1-800-77-1434	2012	Ford
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heard that from an auto
advertiser?**

And what about papers even under 20K...can they have a successful auto section?

Brainerd Dispatch, circ 17K

BRainerd Dispatch Up North AUTO WEEK

www.brainerddispatch.com
Volume January 18, 2013 11

2013 NISSAN SENTRA Keeps Cost of Ownership in Mind

Nissan's 2013 redesign starts the look and feel of the new Altima, distinguishing the most recent redesign in the compact sedan's 35-year history. It's part of a bold, aggressive plan to give the Nissan brand.

Sentra is now recognized with its new Nissan signature logo, redesigned grille, large wraparound headlights with LED accents and four LED taillights. A lowered hoodline provides a more aggressive stance and better forward visibility.

The 2013 Sentra's new platform is lighter than the previous design, contributing to a more than 100-pound weight reduction. It has a surprisingly roomy interior and more trunk capacity. Better aerodynamics reduced the coefficient of drag to 0.28 from the previous 0.34.

The new look of the Sentra translates into more with the use of high-quality materials, including software, stainless steel and more chrome accents. The 17.1 cubic feet of trunk space. There are 10 tie-downs to hold the 6-way manual driver's seat and lower manual front passenger's seat. It is standard and supportive.

Standard exterior features include a mirror, chrome trim and chrome wheel covers. The rear seat is standard with chrome trim, chrome trim and chrome wheel covers. The rear seat is standard with chrome trim, chrome trim and chrome wheel covers.

Standard interior features include a mirror, chrome trim and chrome wheel covers. The rear seat is standard with chrome trim, chrome trim and chrome wheel covers. The rear seat is standard with chrome trim, chrome trim and chrome wheel covers.

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and a Bose Premium audio system with eight speakers. Also available is Nissan's Bluetooth® Hands-free Phone Module.

NissanConnect with Navigation is an



Nissan's all-new 2013 Sentra focuses on show-stone design standards inside and out, as well as efficiency in engineering. The car's self-styling is elegant, modern and refined, reflecting a "refined" character that is appropriate for a sedan. The car is designed to drive something more powerful than some of the other sedans in the segment. The new design is 100 percent lighter than the outgoing model, and has slightly longer overall dimensions and more interior room. The lighter and more aerodynamic new design allows Nissan to use a more fuel-efficient 1.8-liter engine.

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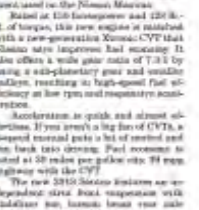
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Brainerd Dispatch, does some pretty unique things with their THURSDAY auto section (yes, Thursday!)

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Bottom Line #2

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Real Estate Advertising in 2013

What's the latest news

The image shows a screenshot of a USA TODAY news article. The top navigation bar includes categories like NEWS, SPORTS, LIFE, MONEY (highlighted in green), TECH, TRAVEL, and OPINION. The article title is "Forecast: Home prices will rise 6% in 2013". The author is Julie Schmit, USA TODAY, and the date is 8:33a.m. EST January 14, 2013. The article content is summarized in the list below.

- “Rising home prices should encourage more sellers to list their homes for sale, CoreLogic says.
- The supply of homes for sale fell to 4.8 months in November, the National Association of Realtors says. That's the lowest level in more than seven years.
- Realtors consider a six-month supply to be a balanced market between buyers and sellers”.

The big problem in 2013

#1 LOW INVENTORY!

The next big problem

#2 Appraisal value

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Low Valuation in Home Appraisals Causing Steady Level of Contract Glitches

Media Contact: Walter Molony / 202-383-1177 / [Email](#)

WASHINGTON (October 10, 2012) – The real estate market is recovering but still faces hurdles, notably from tight mortgage credit, but problems with a sizeable share of real estate appraisals also are holding back home sales, according to survey findings by the National Association of Realtors®.

Most appraisers are competent and provide good valuations that are compliant with the [Uniform Standards of Professional Appraisal Practice](#). However, appraisals generally lag market conditions and some changes to the appraisal process have been causing problems in recent years, including the use of out-of-area valuers without local expertise or full access to local data, inappropriate comparisons, and excessive lender demands. In addition, before the beginning of last year, some lenders' loan processors edited valuations, cutting them by a certain percentage.

The next big problem

3# New mortgage rules to
“protect the buyer” may actually
stop loans cold!

BUSINESS | 1/10/2013 @ 6:24PM | 5,405 views

Could New Tighter Mortgage Rules Actually Ease Lending?

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The Consumer Financial Protection Bureau unveiled new home-lending standards Thursday that will define how future mortgages are originated, determining what types of loans can be offered by banks and to whom. The Ability-to-Repay and Qualified Mortgage rule focuses on two major factors: a prospective borrowers' ability to repay a mortgage, requiring steps in the underwriting process like verifying income and assets, and what that mortgage should look like.



The newly finalized rule — the first in a series of major rules related to the industry that stem from the 2010 Dodd-Frank Act — is meant to help prevent a repeat of the lax lending that led to the economically crippling subprime mortgage crisis. The idea is to shield would-be borrowers from mortgages

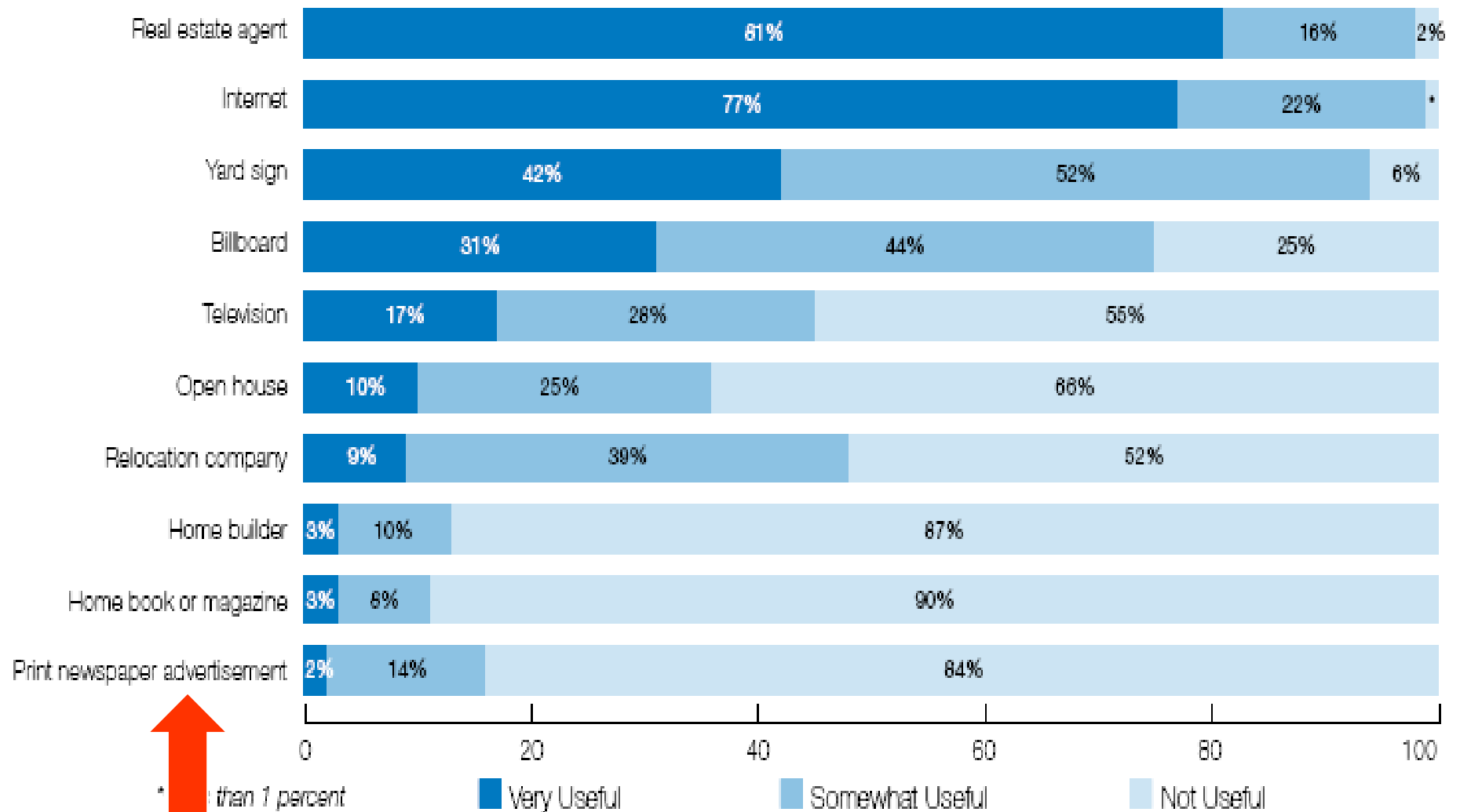
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Exhibit 3-6 USEFULNESS OF INFORMATION SOURCES

(Percentage Distribution Among Buyers that Used Each Source)



The good news!

Fannie Mae economists expect 2013 existing homes sales to be up 9.6%, new home sales up 19.5%, and mortgage rates to stay near historic lows!

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AGENT SPOTLIGHT

Dale Beede

Broker
Coldwell Banker Commercial,
Prime Properties, LLC
970-243-7375
Email: dbeede@cbworldwide.com



Where were you born? How long have you lived in the Mesa County area? What do you like most about it?

I was actually born in St. Mary's Hospital and was raised on a farm about seven miles northwest of Fruita. We grew alfalfa hay, feed corn and sugar beets. We also fed up to 2,000 head of cattle. It was a fantastic place to grow up. My brother, Ross and I are only 15 months apart so we always had a companion to do things with. We grew up on the working end of a shovel. I have always loved the recreational activities available here. At a young age it was dirt bike riding, skiing and water skiing. Now that I'm "old" it is mountain bike riding, hiking, golf and doing any activity with family and friends.

Family?

My wife, Susan, and I have been married for more than 31 years. We have a son Brian who manages real estate for a Fortune 500 company based in Denver. His territory is everything they own east of the Mississippi River. Fortunately he and his wife Lauren and their five-month old son live in Centennial and not in the Midwest. Our daughter Sarah is a PharmD (doctor of pharmacy) and works at the VA Hospital here in Grand Junction. She is married to Sean who is a pharmacy student. They are able to live here in Grand Junction which excites Susan and I.

How long have you worked in Real Estate?

2012 is my 28th year in the real estate business. I began working for a development company in 1983 and then went into general real estate in 1984. Prior to that I managed a family practice dental clinic for one year and prior to that I began my post-college work in the construction business.

What is your specialty and what does that mean for the people you work with?

I am strictly a commercial and land broker. That means I sell and lease commercial and industrial properties of all types, including retail properties. I am a member of ICSC, the International Council of Shopping Centers, which is the largest retail association in the world and I'm a CCIM, a Certified Commercial Investment Member, analyzing and selling investment properties. I'm also a Realtor's Land Institute member and I've been fortunate to sell some large ranching operations over the years. My number one goal is to work with property owners, buyers and sellers to create wealth-building investments. I get great satisfaction seeing my customers succeed in their real estate investments.

What is one tip you have for someone looking to buy an investment?

Get information. Know more about the property and property issues than the seller does. And then, buy it right. You seldom profit when overpaying for a property.

What is one tip you have for someone looking to sell a property?

Look at proper leasing as a method to increase the value of your asset. An income stream may be easier to sell than a vacant property.

Why should someone choose you as their real estate agent?

Loyalty, creativity and experience. My goal is your success.

What do you most enjoy doing when you're not working?

I love to spend time with my family and to recreate with them. I also enjoy flying airplanes as well as doing some sedate things like analyzing companies listed in the stock exchange and collecting wines.

Any final thoughts?

We live in one of the most exciting areas of the world. I am proud to be a western Coloradoan and I take equal pride in the successes of my family and friends.

The Daily Sentinel, Grand Junction, CO 25K circ

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FEATURED - FOR SALE



Spring Valley Rancher, desirable location, open floor plan with great backyard... see details

\$189,900
3 bed, 2 bath
1,838 sq. ft.



Joanna Little
970-683-2503
Email Joanna Little

BROWSE ALL
FEATURED

FEATURED - FOR SALE



Very well kept home. Great curb appeal. Manicured lawn. Full Sprinkler System. Views of ... see details

\$100,000
3 bed, 1 bath
1,012 sq. ft.



Ruth Kinnett
970-523-0303
Email Ruth Kinnett

BROWSE ALL
FEATURED



1465 16 RD - LOMA

Awesome Loma Home!
40 fully irrigated acres, 3192 sq ft custom home with 3 bedrooms and 4 bathrooms. Detached oversized 3 car garage, upper story for storage and office area with full bathroom. Unbelievable landscaping including a double pond, add a terrific fire of color and shade to this property.

Offered at \$795,000

JULIE SOMERVILLE
Joe Hicks Real Estate, LLC
970-216-6322
joehickscompanies.com



227 COUNTRY CLUB PARK RD. - REDLANDS

NEW PRICE!
Spectacular Views of the Grand Valley!
Whispering aspens, 4 bedrooms / 3 baths / 2 car garage w/2475 sq. ft. on .98 acre. Beautifully remodelled home w/ walnut basement & huge parking area. Custom kitchen upgrades include solid granite counter & maple cabinetry. 3 patios & 2 decks. Second laundry in basement allows possible use as additional living quarters.

Offered at \$359,700

WENDY ELLIOTT
Keller Williams
970-361-1449
WendyEllottHomes.com



2621 OURAY AVE - CITY

AUCTION - Sat Sept. 22 10am - 607 S. 7th St.
Mesa Gardens Subdivision
90 sq. ft. Home on large corner lot. A woodburner supplements the owner gas furnace. Has brand new carpet & flooring, outside hot tub/cold of paint. Great rental or home. Financing is available with 20% down. Payment, taxes, & shipping will be cheaper than renting. \$1,000 earnest money check is required from the bidder the day of Auction. Closing takes place within 30 days. Additional terms, title commitment, & copy of contract is available online.

Offered at \$200,000

STEVE HUNT
Steve Hunt Auction Services
970-270-8744
www.stevehuntauctions.com



490 FORTY NINER - FRUITA

PRICE REDUCED!
CONCRETE GEM!
2025 sq. ft. with 3 bedrooms, office + 1 full bath. Huge master suite with 5 piece master bath. Low maintenance yard, covered patio, 3 car garage, huge storage shed.

Offered at \$234,000

JULIE SOMERVILLE
Joe Hicks Real Estate, LLC
970-216-6322
joehickscompanies.com



2035 H 1/2 ROAD - FRUITA

Turn-key horse property w/private setting & fabulous views. Nicest horse barn in Mesa County, box stalls w/covered runs, arena w/piped steel pipes, metal hay shed, cross fenced fields currently in hay production & pasture friendly fencing. Beautiful Southwest stucco home, open concept, large master suite, beautifully landscaped. Kitchen w/stainless steel appliances.

Offered at \$595,000

MANDY RUSH
RE/MAX Two Rivers Realty, Inc.
970-260-1310



721 S. 7TH ST. - CITY

AUCTION - Fri Sept. 21 10:30am - 721 S. 7th St.
10770 sq. ft. Warehouse office & business. Updated for good condition. Great location in an expansion zone & part of the Riverside Parkway area. Has served as a small business office, manufacturing workshop. Sit on 2.1 acres, built in 1974. 11' tall height, gas heating w/ separate roof-mounted heater for office/bathroom, ADA compliant bathroom. Closing to take place within 30 days. Non-refundable earnest money deposit of \$25,000 to be received within 10 days of highest bid. Copies of terms, title insurance, & other legal information available online.

Starting bid at \$200,000

STEVE HUNT
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Design Directions 9

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Home Gallery 11

Just Sold 12
Rental Living 13

**Do you have LOCAL
features which are ALL
ABOUT THE REALTORS...**

real news

GJARA announces officers and board members



Michael Parkhill



Linda Knezer



Kerlie Brown



Ann Flynn



Olin Clark



Lynn O'Malley

Mike Washburn, RE/MAX agent, was named as chairman of the Grand Junction Area REALTORS Association (GJARA) during the association's 2012-13 inaugural. Washburn served the past year as the association's chair-elect and has been a licensed real estate professional since 1982.

He is the past president of the Colorado Certified Residential Specialist Chapter #8, and is a past Multiple Listing Service (MLS) chairman of the Grand Junction Area Realtor Association. Washburn was the Grand Junction Area Realtor Association's "Broker of the Year" for 2011, and "CR of the Year" in 2010.

Linda Knezer, Todd Associates Broker and Century 21, will serve as chair-elect for the 2012-13. Other officers are Kerlie Brown as (Kerlie Williams Realty), past chairman and Ann Kaye (Kerlie Williams), treasurer.

The remaining seven regular seats on the GJARA Board of Directors will be held by:

- Olin Clark (Coldwell Banker Home Owners Realty, Inc.)
- Lynn O'Malley (RE/MAX) was Silver Realty
- Ann Flynn (Kerlie Williams)
- Judy Holthaus (RE/MAX) agent
- Joanne Little (RE/MAX) agent
- Christa Knezer (Kerlie Williams)

- Bill Wagner (Bill Wagner and Associates)
- Lisa Rowland (Lisa Rowland) will represent the association's military members on the board.

Representing GJARA in the Colorado Association of REALTORS (CAR) this coming year are:

- Erin Doyle (Erin Doyle and Associates)
- Margie Casore (Gray Real Estate)
- Linda Knezer (RE/MAX) agent

In addition, several members of the association will serve as chairpersons of the following CARA committees:

- Affiliates - Kelly Roemke (Major Mortgage Education) - Christa Knezer (Gray Real Estate) - Conventional Affiliates - Lisa Rowland (Kerlie Williams Realty, Inc.)
- Governance - Ruth Klamert (Erin Doyle Realty, Inc.)
- MLS - Erin Doyle (Erin Doyle and Associates)
- Professional Standards - Tony Perry (Pinnacle Properties, LLC)
- Public Relations - Lisa Little (Kerlie Williams)
- Young Professionals Network - Melissa Peterson (RE/MAX) agent

More Real Estate news on pages 4 and 7.



Andrea Miller



Judy Bellotti



Andrea Little



Christa Knezer



Melissa Peterson



Ruth Klamert



Margie Casore



Linda Knezer



Bill Wagner



Ruth Klamert



Lisa Little



Melissa Peterson

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KATHY VAUGHN

VAUGHN REALTY CO. 970-242-5505
2499 HIGHWAY 6 & 50 GRAND JCT., CO 81502

1500 PLYMOUTH BLVD. GRAND JUNCTION, CO 81502

3 BR/2.5 BATH/2 STORY. 1600 SQ FT. 2 CAR GARAGE. OPEN FLOOR PLAN. HARDWOOD FLOORS. STAINLESS STEEL APPLIANCES. 2 CAR GARAGE. CASH OFFER. \$179,900

475 W WINDING RD. THE LINCOS OF BROOM

OPEN FLOOR PLAN. 3 BR/2.5 BATH. 1700 SQ FT. HARDWOOD FLOORS. STAINLESS STEEL APPLIANCES. 2 CAR GARAGE. CASH OFFER. \$179,900

3041 PLYMOUTH BLVD. GRAND JUNCTION, CO 81502

PRINCIPAL COUNTY UNDER CONSTRUCTION. 3 BR/2.5 BATH. 1700 SQ FT. HARDWOOD FLOORS. STAINLESS STEEL APPLIANCES. 2 CAR GARAGE. CASH OFFER. \$179,900

301 S HIGHLAND AVE. FORT COLLINS, CO 80502

3 BR/2.5 BATH. 1700 SQ FT. HARDWOOD FLOORS. STAINLESS STEEL APPLIANCES. 2 CAR GARAGE. CASH OFFER. \$179,900

NEW CONSTRUCTION

1500 PLYMOUTH BLVD. GRAND JUNCTION, CO 81502

3 BR/2.5 BATH/2 STORY. 1600 SQ FT. 2 CAR GARAGE. OPEN FLOOR PLAN. HARDWOOD FLOORS. STAINLESS STEEL APPLIANCES. 2 CAR GARAGE. CASH OFFER. \$179,900

475 W WINDING RD. THE LINCOS OF BROOM

OPEN FLOOR PLAN. 3 BR/2.5 BATH. 1700 SQ FT. HARDWOOD FLOORS. STAINLESS STEEL APPLIANCES. 2 CAR GARAGE. CASH OFFER. \$179,900

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PRINCIPAL COUNTY UNDER CONSTRUCTION. 3 BR/2.5 BATH. 1700 SQ FT. HARDWOOD FLOORS. STAINLESS STEEL APPLIANCES. 2 CAR GARAGE. CASH OFFER. \$179,900

301 S HIGHLAND AVE. FORT COLLINS, CO 80502

3 BR/2.5 BATH. 1700 SQ FT. HARDWOOD FLOORS. STAINLESS STEEL APPLIANCES. 2 CAR GARAGE. CASH OFFER. \$179,900

Red Rocks
New Construction \$179,900
3 BR/2.5 BATH/2 STORY. 1600 SQ FT. 2 CAR GARAGE. OPEN FLOOR PLAN. HARDWOOD FLOORS. STAINLESS STEEL APPLIANCES. 2 CAR GARAGE. CASH OFFER. \$179,900

Clover Glen
New Construction \$179,900
3 BR/2.5 BATH/2 STORY. 1600 SQ FT. 2 CAR GARAGE. OPEN FLOOR PLAN. HARDWOOD FLOORS. STAINLESS STEEL APPLIANCES. 2 CAR GARAGE. CASH OFFER. \$179,900

Chipeta Heights
New Construction \$179,900
3 BR/2.5 BATH/2 STORY. 1600 SQ FT. 2 CAR GARAGE. OPEN FLOOR PLAN. HARDWOOD FLOORS. STAINLESS STEEL APPLIANCES. 2 CAR GARAGE. CASH OFFER. \$179,900

River Rock Sub
New Construction \$179,900
3 BR/2.5 BATH/2 STORY. 1600 SQ FT. 2 CAR GARAGE. OPEN FLOOR PLAN. HARDWOOD FLOORS. STAINLESS STEEL APPLIANCES. 2 CAR GARAGE. CASH OFFER. \$179,900

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Grand Junction

real news



Mike Ruspil

REALTORS® honor Mike Ruspil with Community Service Award

The Grand Junction Area REALTOR® Association (GJARA) presented local leader Mike Ruspil with its Community Service Award to honor his many and extraordinary volunteer contributions to the community. The award was presented at the association's recent inaugural and awards ceremony.

Ruspil began volunteering with Special Olympics in 1976 as a teenager. A neighbor who had special needs inspired him. After growing up in California, he moved to Grand Junction with his family in 1988, where he began teaching adaptive PE and organizing Special Olympic (SOCO) events within the school district.

Whether on the ski slopes, in the bowling alley, or any sports field, Ruspil can be found cheering on "his" athletes. He takes the time to know their names, interests, and even their families. He encourages them to lead active lives, fostering a love of sports and outdoors. And he sees each student as a unique individual and encourages him or her to do their best.

Beyond working with athletes



Alyssa Roberts

Alyssa Roberts takes over Christian Brothers

On Aug. 1, 2012, Alyssa Roberts became the new owner of Christian Brothers Realty, the business her dad, Paul Riga (now deceased), established in 1980. Her continued success in real estate can be attributed to her honesty, integrity and genuine commitment to giving her clients the time and dedication they deserve, resulting in happy buyers and sellers and many referrals and repeat customers.

Christian Brothers is a full-service real estate office, specializing in residential and commercial listings and sales, foreclosures, short sales, etc. Alyssa also handles property management. She can be reached at alyssa@christanbrothersrealty.com or 970-261-8009. Her office is located at 2906 Patterson Road in Grand Junction.

Century 21 Homestead Realty

Century 21 Homestead Realty would like to congratulate the top seller, Lynn Schuman, and the top lister, Kim



Lynn Schuman

Jessup, for the month of September, 2012. If you would like to speak to an agent call 970-243-5100 or come by 737 Horizon Drive.

Heiden Homes Realty

Meighan Marquis closed the most sales and Cynthia Castaneda posted the most new listings in September for Heiden Homes Realty and Associates.

Marquis is a key member of the Heiden Homes team, joining the company after serving as a Realtor in California. While in the Golden State, Meighan earned several awards for sales production in her office.

Attracted to the small town atmosphere of Grand Junction and its historic downtown area, Meighan joined the Heiden Homes staff in 2011. Real estate is Meighan's only occupation, enabling her to provide full-service to her clients.

Meighan enjoys her family, and she and her children attend downtown festivals and experience the Colorado wilderness, where they've enjoyed camping and fishing in the high country.

You can contact Meighan at 970-208-3030 or meighanmarquis@yahoo.com. Castaneda has lived in the Four



Kim Jessup

Corners region all her life and is married to Nick Castaneda. They have two children — Domonique and Brandon, who are graduates of Central High School in Grand Junction. She also serves as a health care professional, and has cared for disabled clients who for more than 25 years. Cynthia prides herself in helping families with below-average incomes find a place to call home. You can reach her at 234-7744 or chica7744@yahoo.com

Heiden Homes Realty is a three-time winner of the U.S. Commerce Association's Best of Grand Junction Award in the Real Estate Agents and Managers category. Heiden Homes was cited for community involvement and marketing efforts. Owner/managing broker Toni Heiden is an active member of Kiwanis Club of Grand Junction, the Grand Junction Symphony, Catholic Daughters of the Americas, St. Joseph Catholic Church and the Bookcliff Knife and Fork Club.

Heiden Homes is located at 735 Rood Avenue in the refurbished section of downtown Grand Junction. The company features 15 Realtors and can be reached at 245-7777 or www.heidenhomes.com.



Meighan Marquis



Cynthia Castaneda

How to submit

Real Estate Weekly welcomes news about Grand Valley real estate professionals. Send an e-mail to realnews@gjrealestateweekly.com and be sure to include a high-resolution photo. Real News submissions will be printed in the order they are received on a space-available basis. Submissions may be edited for length and to conform to style.

New Faces New Places



<p>MICHAEL ESHOM Silvercreek Realty Group</p> <p>Michael Eshom has been a member of Golden Gate Real Estate for over 20 years and is a Silvercreek Realty Group agent.</p> <p>PHONE: 208.713.2407 EMAIL: michael.eshom@gmail.com</p> 	<p>SHARI HAHN Today's Real Estate Group</p> <p>Shari Hahn recently moved to today's Real Estate Group.</p> <p>PHONE: 208.444.7634 EMAIL: shari.hahn@today.com</p> 	<p>RANDY BOEHLKE Team Realty</p> <p>Randy Boehlke has been a member of Team Realty for over 10 years.</p> <p>PHONE: 208.466.0952 EMAIL: rboehlke@teamrealty.com</p> 
<p>BRANDON CURTISS Home Premier Real Estate</p> <p>Brandon Curtiss has been a member of Home Premier Real Estate for over 10 years.</p> <p>PHONE: 208.471.4642 EMAIL: brandon@hpre.com</p> 	<p>LINDSEY BROWNE Century 21 Livelihood Realty</p> <p>Lindsay Browne has been a member of Century 21 Livelihood Realty for over 10 years.</p> <p>PHONE: 208.471.8449 EMAIL: lbrowne@livelihood.com</p> 	<p>CHERIE BARTON Gore Group Realty</p> <p>Cherie Barton has been a member of Gore Group Realty for over 10 years.</p> <p>PHONE: 208.466.2290 EMAIL: cherie@goregroup.com</p> 

Women's Council of REALTORS® Chartered 1986

Business Resource Meeting and Annual Vacation Auction

When: Friday, October 12, 2012 Time: 8:00am to 1:00pm
Nampa Civic Center • 311 3rd St S. • Nampa, Idaho 83607
Cost: Members \$14.00 Non-Members \$18.00

It's that time again, time for the Canyon County WCR Annual Vacation Auction. Join us for a fun filled evening of networking and get a head start on your holiday shopping. We have a great variety of vacation, travel items, and more to give a big THANKS to you for your support.

<ul style="list-style-type: none"> Tracy's Vacations Patricia Davis, Great Health Care Marygrove Kathryn Lynn-Pearson, Mountain Westview Local Fuel Lee Agricola, Home Services of America Business in the City Angie Carillo, West Target REI Sports Fan Carol Anderson, Premier Title Raymond McPherson Local Merchants, Fine Mortgage 	<ul style="list-style-type: none"> Elkhorn Tractor Team Suzanne Swanson, Local Bulk Home Services Colleen Cunningham, Day Area, Teton, Grand Title Wendy-Frost/Boeing Danny Johnson, J.C. (J) U of P/Phyllis Perry Vaney Woods, Alliance Title Timothy D. Gault Lindsay Sutton, Teton Group Connor Burg Carly Simpson, RRS
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REGISTRATION STATEMENT: We are a proud member of Women's REALTOR® representing women in business and industry leaders.

Please make your RSVPs by Wednesday, October 10, 2012.
RSVP to Kathryn Lynn-Pearson at: klynnp@hpre.com or (208) 465-5518

Search our website for general information before attending the event.
*Please Note: If you RSVP and do not attend, you will be billed.
Any cancellations must be received by the Oct. 10th deadline.



Casino Night

Nampa Association of REALTORS® present their Annual Scholarship Banquet Fundraiser.

TUESDAY, OCTOBER 19TH, 2012
NANPA CIVIC CENTER - NANPA, ID
6PM - 10PM

TICKETS ON SALE FOR \$25

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Teton Group

WPM - DINNER IS SERVED
8PM-9:30PM - CASINO TABLES OPEN
SILENT AUCTION AND RAFFLES
THROUGHOUT THE EVENING
ALL PROCEEDS TO FUND
SCHOLARSHIPS FOR ABRA HIGH SCHOOL SENIORS

TICKETS FOR SALE AT NANPA ASSOCIATION OFFICE OR THROUGH COMMITTEE MEMBERS

Building Permits

CANYON COUNTY
A 100% FEE BUILDING PERMIT WAS ISSUED SEP. 24, 2012, BY PERMIT OFFICER JACOBSON

Projects valued at \$100,000 or more include:
Residential, 2400 Code, 300 hrs, 1 month, \$219,070
Commercial, 2400 Code, 300 hrs, 1 month, 100,000

CALDWELL
A total of 42 building permits were issued Sept. 24-28, 2012. The permits valued at total amount of \$1,000,000.

Projects valued at \$100,000 or more include:
Residential, 1900 Code, 300 hrs, 1 month, \$165,917
Residential, 2011 Code, 300 hrs, 1 month, \$173,441
Residential, 1212 Code, 300 hrs, 1 month, \$167,007

NANPA
A 100% FEE BUILDING PERMIT WAS ISSUED SEP. 24, 2012, BY PERMIT OFFICER JACOBSON

Projects valued at \$100,000 or more include:
Residential, 1714 Code, 300 hrs, 1 month, \$262,420, The Northwest Group Contracting
Residential, 1714 Code, 300 hrs, 1 month, \$262,420, The Northwest Group Contracting

Home Ownership Rate Stands at 65.5%

Homeowners will have more confidence. The U.S. homeownership rate has risen to 65.5 percent, the U.S. Census Bureau reported late last week. That is an increase over the 65.1 percent rate in the second quarter of 2011, at 65.1 percent.

The Census Bureau also reported that housing starts for housing units in 1 percent and new home prices for existing units 3.2 percent in the second quarter.

The home ownership rate peaked at 69.2 percent in 2004. The rate has been on a decline since then, but the percent of the nation's 125 million residents who own their homes.

Homeownership is a key factor in the U.S. economy, and it is a key factor in the U.S. economy, and it is a key factor in the U.S. economy.

Idaho Press,
Nampa, ID

What about the ads...

Are they the best they could be...

Do they look like these PDF's which I
can tell you look the same in print?



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<p>REDLANDS #521-1-4</p> <p>2167 STANDING ROCK CT. \$376,000</p> <p>Carefree Redlands ranch. 4bd/3ba/3gar. RV parking. Covered patio. Fabulous view. Gorgeous New Sub.</p> <p>Fred & Wilona 970 986-6939/9839</p>	<p>CITY #241-1-4</p> <p>2690 PAULA LANE #F-4 \$115,000</p> <p>You won't believe your eyes! This 3 bedroom 3 bath duplex is open on the inside and over 1400 sq ft!</p> <p>Becky Beards 970 364-8967</p>	<p>REDLANDS #112-1-4</p> <p>2007 JESSE WAY \$239,000</p> <p>NEW CONSTRUCTION. 3995 sq. ft. Spacious Rancher, 3 Bedrooms + office, 2 baths, 2 car garage. Log kitchen w/granite.</p> <p>Robin Clark 970 798-2223</p>	<p>CITY #521-1-4</p> <p>2850 1/2 PRESLEY AVE. \$176,000</p> <p>Newer super-cute 3BD/2BA/2GAR rancher. Light and bright. Move-in ready. Great location in The Legends.</p> <p>Fred & Wilona 970 986-6939/9839</p>
<p>FRUITA #241-1-4</p> <p>RED ROCKS SUBDIVISION Starting at \$160,000</p> <p>Energy Star homes. We have inventory available now or lots to choose from! Contact Katie Zambono for model home tours and availability!</p> <p>Katie Zambono 970 361-8984</p>	<p>SOUTHEAST #241-1-3</p> <p>435 32 ROAD UNIT #234 \$32,000</p> <p>PRICE REDUCED. Incredible. New paint & wood floors + many extras. Great entry home.</p> <p>Jerry Moore 970 276-3197</p>	<p>REDLANDS #241-1-4</p> <p>550 CASA RIO CT. \$274,000</p> <p>Spacious, light & bright 3 bed, 2 1/2 bath, large yard, gas fireplace, new carpet & tile. Finest home.</p> <p>Jessie Price 970 433-8493</p>	<p>NORTH #241-1-1</p> <p>988 NORTHERN WAY \$448,700</p> <p>1170 sq. ft. 2 bedroom, 2 bath townhome. Many recent updates. Near parks with gas to conference area.</p> <p>The Youngs Team 970 243-3108</p>
<p>FRUITA #241-1-4</p> <p>635 STONE MOUNTAIN DR. \$189,000</p> <p>3 Bedroom, 2 bath, 1422 sq. ft. split bedroom plan ranch, beautiful landscaped lot, RV parking.</p> <p>Katie Zambono 970 361-8984</p>	<p>NORTHEAST #241-1-4</p> <p>668 CLOVERGLEN \$210,000</p> <p>Quality Skanska Built 3BR w/landscaped Foundation A/C, Stucco, Tile, Wood & Granite see just a few upgrades.</p> <p>Rose Beards 970 360-2860 www.rosebeards.com</p>	<p>WHITWATER #241-1-4</p> <p>5701 KANNAH CREEK PK. \$194,000</p> <p>NEW PRICE. Nice 2005 regular on approximately .31 acres. 3 bedroom, 2 bath, large kitchen, fireplace.</p> <p>Rose Beards 970 360-2860</p>	<p>FRUITA #241-1-4</p> <p>666 21 ROAD \$305,000</p> <p>2862 Sq. ft. Stucco Rancher on 0.77 ac. Perfect for horses & livestock, oversized parking, 1700 sq ft main level pool, spacious yard & views.</p> <p>Rose Beards 970 360-2860 www.rosebeards.com</p>
<p>NORTH #241-1-4</p> <p>2454 THERESEA LANE \$148,000</p> <p>2 bed, 2 bath, 1 car garage townhome. Refrigerator stove, microwave, washer dryer included.</p> <p>Becky Lee 970 623-8896</p>	<p>CLIFTON #241-1-4</p> <p>3202 W WHITE CIR. \$95,000</p> <p>4 bed, 2 bath, 2 living spaces, .25 acre lot, vinyl flooring. Short Sale ready to go!</p> <p>Becky Lee 970 623-8896</p>	<p>ORCHARD MESA #241-1-4</p> <p>219 MEADOW POINT DR. \$274,000</p> <p>3 BR, 2 BA, 3 Car Car. 290 SF. New Shoppers Choice, upgrades including 3 1/2" & wood ceilings.</p> <p>Harry Perry 970 623-8896</p>	<p>ORCHARD MESA #241-1-4</p> <p>2728 SIERRA VISTA PK. \$189,000</p> <p>2 bed, 2 bath, 2 car attached garage! SURPRISE BONUS ROOM. Fantastic deckyard! Call today for showing.</p> <p>Becky Lee 970 623-8896</p>

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<p>OPEN SUNDAY 10-12</p> <p>REDLANDS - OAKLONG PK</p> <p>4 BR, 2 BA, 2447 sq ft Stucco & tile, 10 acre lot, RV parking</p> <p>\$444,000</p> <p>Deb Drallich 970-9831</p>	<p>OPEN SUNDAY 1-2</p> <p>NORTH - 2046 CANYON</p> <p>3 BR, 2 BA, 1822 sq ft Stucco, RV parking, 3 car garage</p> <p>\$175,000</p> <p>Shelby Kendall 970-4181</p>	<p>OPEN SUNDAY 1-3</p> <p>NORTH - 721 34TH RD</p> <p>4 BR, 2 BA, 2252 sq ft Spacious home, great location</p> <p>\$266,000</p> <p>Glennie Guilford Team 970-243-3108 Katie 970-243-3108</p>	<p>OPEN SUNDAY 1-3</p> <p>NORTH - 2420 CANYON CT</p> <p>2 BR, 1 BA, 2347 sq ft Masterfully built, main master suite</p> <p>\$246,000</p> <p>Ken Marsh 970-4181</p>
<p>OPEN SUNDAY 1-3</p> <p>CITY - 1300 N 18TH ST</p> <p>2 or 3 BR, 2.5 BA with Residential floor, to be built</p> <p>\$289,000</p> <p>GARY HOGST 970-9831</p>	<p>OPEN SUNDAY 1-3</p> <p>REDLANDS - 2222 S REDLANDS PKWY</p> <p>3 BR, 2 BA, 1970 sq ft Great view, private lot, 2+ acres</p> <p>\$229,000</p> <p>CHRISTY RIDGE 970-9831</p>	<p>OPEN SUNDAY 1-3</p> <p>FRUITA - 772 S LAGODON</p> <p>3 BR, 2 BA, 1712 sq ft Great lot, to be built</p> <p>\$207,000</p> <p>JULIE ADAMS 970-243-3108</p>	<p>OPEN SUNDAY 1-3</p> <p>CITY - 1800 WATE AVONKA</p> <p>4 Units Great rental, new paint</p> <p>\$216,000</p> <p>Jean and Tom Kassen 970-1837</p>
<p>OPEN SUNDAY 1-3</p> <p>NORTH - 624 COUNTRY CT</p> <p>3 BR, 2 BA, 1732 sq ft Spacious master, complete kitchen</p> <p>\$200,000</p> <p>Rose Green 970-243-3108</p>	<p>OPEN SUNDAY 1-3</p> <p>NORTH - 2440 WOODSON DR</p> <p>2 BR, 2 BA, 1826 sq ft Well-maintained home, main floor master</p> <p>\$179,000</p> <p>Linda Altom 970-4181</p>	<p>OPEN SUNDAY 1-3</p> <p>CLIFTON - 604 FERN ST</p> <p>3 BR, 2 BA, 1168 sq ft Move-in ready! New roof, new carpet.</p> <p>\$129,000</p> <p>David Durham 970-4181</p>	<p>OPEN SUNDAY 1-3</p> <p>CITY - 2876 CASCADE AVE #2</p> <p>3 BR, 2 BA, 1162 sq ft Newer deck, energy upgrades</p> <p>\$124,000</p> <p>Becky Fulton 970-4181</p>

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Q1 WEST

Q0 WEST

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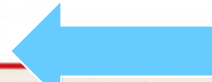
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What about new construction...

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New home building came roaring back last year in these West Michigan communities



By [Jim Harger | jharger@mlive.com](#)
on January 11, 2013 at 1:28 PM

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GRAND RAPIDS, MI – New home building activity came roaring back in West Michigan last year as unemployment and interest rates fell in tandem, according to

[BuilderTrackReports.com](#).

In Kent County, contractors started 816 new single family homes, a 28 percent increase over 2011, according to



Homebuilding bounced back in West Michigan during 2012, according to [BuilderTrack.com](#)

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FEATURED COMMUNITY



Welcome to Bella Terra, an exclusive community of custom homesites that represents the peak of luxury living in Eagle, Idaho. From the magnificent entrance to stunning resort-style clubhouse and community pool, Bella Terra is the ideal location to make your home, your statement.

While a luxury home is a telling statement about the homeowner, it also speaks volumes about the builder's commitment to quality, satisfaction and comfortable living.

From the moment you enter Bella Terra, you can feel that this community is well designed and the homes are built to high standards.

Bella Terra is a Place to Call Home.

Bella Terra is located a few miles west from Downtown Eagle in a tranquil setting with expansive views across the Boise Foothills and the Treasure Valley. This luxury subdivision with upscale homes will include 99 homesites for custom and semi-custom

homes. The subdivision features a gorgeous club house, community pool, walking paths and stocked pond.

The Community is located on Under Road between Beacon Light Road and Floating Feather Road. You enter the development through a commanding gate, reminiscent of Old World architecture and design.

The homes here are built tailored to the tastes of each individual homeowner. An exclusive builder team featuring Biltmore Co., Syringa Construction and Treadio Homes allow residents to work with proven builders in the design and development of their new home. Our select building team refuses to compromise on quality, functionality or style. Their experience in the home-building industry and their relationship enables them to accomplish your objectives in the most economical manner. To raise the bar further, subdivision developer Kevin Amstutz has retained the services of a highly regarded interior designer to help owners with the design process.

There is a clubhouse with full kitchen, ADA restrooms, fireplace, workout room, pool and an outside shower.

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Bella Terra
A Place to Call Home

Bella Terra is located a few miles west from Downtown Eagle in a tranquil setting with expansive views across the Boise Foothills and the Treasure Valley. This luxury subdivision with upscale homes features a gorgeous club house, community pool, walking paths and stocked pond. The Community is located on Under Road between Beacon Light Road and Floating Feather Road. You enter the development through a commanding gate, reminiscent of Old World architecture and design. There is a clubhouse with full kitchen, ADA restrooms, fireplace, workout room, pool and an outside shower.

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CanyonCountyHomes.com

To ADVERTISE, CONTACT TAMMY | (208) 465-8192 | 24/7 CanyonCountyHomes.com

<p>HOMEDALE 2518 PIONEER</p>  <p>WONDERFUL SECURED COUNTRY SETTING with 2000+ feet of Lyon Creek running thru your corner plus a spring fed pond and diverse wildlife. Just 2 acuballings, corral, & a lovely large level lawn. As large a country as possible but could be converted to new crops. Irrigation system for 50+ acres included. Fantastic home property. AHS licensed brokers.</p> <p>\$819,800</p> <p>PATTI ZATICA Associate Broker (208) 573-7091 www.pattizatica.com</p> <p>American Dream Real Estate</p>	<p>PARMA 28435 SCOTT FIT ROAD</p>  <p>LARGE 4 BAY SHOP Take your business to the next level. 4 bays, 1.5M sq ft of space, concrete floor, 8' high ceilings, 10' high doors. There are 2 bays for trucks, 2 bays for cars. There are 2 bays for trucks, 2 bays for cars. There are 2 bays for trucks, 2 bays for cars.</p> <p>\$184,999</p> <p>DOUG BATT (208) 880-6630 www.realestateatgoldengate.com</p> <p>Prudential Home Realty</p>
<p>NAMPA 7631 DRY LAKE RD.</p>  <p>Over 3 miles to Nampa City limits, ideal rural farm for family views of Daykin and Snake Mountains, modern home, charming barn and corral with boarding shed. Great neighborhood.</p> <p>\$340,000</p> <p>Maurice Clements Broker (208) 250-2193 maurice@idaland.com</p> <p>BRANDT AGENCY 283 11th Ave. S. Nampa, ID 83855 208-466-7821</p> <p>www.brandtre.com</p>	<p>CALDWELL LOWER PLEASANT RIDGE RD</p>  <p>70.82 ACRES Looking for good low crop ground west of Caldwell? This large parcel, located north of Lower Pleasant Ridge Road. The farm has concrete slab for irrigation. Currently the water well is not working. Irrigation system is in place and ready to use. Good farm & home, only 15 miles to Nampa and close to Caldwell and a variety of schools. Great property.</p> <p>\$496,440</p> <p>JO ANN LOWE (208) 866-2393 joannlowe@joannlowe.com</p> <p>WESTERN IDAHO REALTY</p>
<p>PARMA 29330 DIXIE ROAD</p>  <p>ARENA VALLEY COMMUNITY This new subdivision is a beautiful community. From a park to the open, the home is a classic. Close to schools, shopping, and recreation. The home is a classic. Close to schools, shopping, and recreation. The home is a classic. Close to schools, shopping, and recreation.</p> <p>\$521,000</p> <p>MAURICE CLEMENTS Broker (208) 250-2193 maurice@idaland.com</p> <p>BRANDT AGENCY 283 11th Ave. S. Nampa, ID 83855 208-466-7821</p> <p>www.brandtre.com</p>	<p>NAMPA BIM & MISSOURI ROAD</p>  <p>LONG TO GET OUT OF THE HUSTLE & BUSY! Have you ever wanted to get out of the hustle & bustle? This large 80 acre, 1000+ sq. ft. home has a beautiful view of the Snake River Valley. The home has a large lot, a swimming pool, and a beautiful view of the Snake River Valley. The home has a large lot, a swimming pool, and a beautiful view of the Snake River Valley.</p> <p>\$506,250</p> <p>PHIL ALLISON Broker (208) 250-9977 philca@westoffice.net</p> <p>BRANDT AGENCY 283 11th Ave. S. Nampa, ID 83855 208-466-7821</p> <p>www.brandtre.com</p>
<p>CALDWELL 16857 MAP ROCK RD.</p>  <p>SCENIC VIEW OF THE DOWNHILL RENE. This property has 100+ acres on the Snake River with a view of the Daykin Hills. Mountain views, horse trails, and a beautiful view of the Snake River Valley. The home has a large lot, a swimming pool, and a beautiful view of the Snake River Valley.</p> <p>\$199,900</p> <p>MAURICE CLEMENTS Broker (208) 250-2193 maurice@idaland.com</p> <p>BRANDT AGENCY 283 11th Ave. S. Nampa, ID 83855 208-466-7821</p> <p>www.brandtre.com</p>	<p>NAMPA 17293 N MIDLAND BLVD</p>  <p>PRICED TO SELL! This property is a rare opportunity to own a large parcel of land in Nampa. The property is located on Midland Blvd and is a great investment opportunity. The property is located on Midland Blvd and is a great investment opportunity.</p> <p>\$725,000</p> <p>Lowell Rowley Broker (208) 860-3977 lowellrowley@california.net</p> <p>BRANDT AGENCY 283 11th Ave. S. Nampa, ID 83855 208-466-7821</p> <p>www.brandtre.com</p>

REAL ESTATE WEEKLY | www.grandjunction.com | The Daily Sentinel | Sunday, October 7, 2012 | B1F

Commercial Properties

In advertising, call (970) 542-1315 Monday-Friday 9-5 - log on anytime to grandjunction.com

<p>DEAN CLARK (970) 246-4100</p> <p>2008 PATTERSON - \$200,000</p> <p>MONTICELLO Great all Commercial Bldg. Currently a church, needs TLC. Perfect roof, great floor, full basement.</p>	<p>JAYNE WINDMAYER (970) 242-2810</p> <p>700 MAIN ST. - \$1,200,000</p> <p>CITY Investor or 100% owner with existing well established business. Perfect for retail use. Property in excellent location. Excellent building. Great location. Consider this investment opportunity.</p>	<p>JAYNE WINDMAYER (970) 242-2810</p> <p>800 STEWARTS AVE LOT 2 - \$270,000</p> <p>CITY Great retail commercial site. High visibility. Located on Stewart Parkway. Near State Street.</p>
<p>CLARENCE (970) 246-4100</p> <p>2801 SHIMWAY S & 50 - \$1,300,000</p> <p>CITY Great all commercial property for sale. Includes furniture, fixtures & equipment for dining. Turn key business including real estate.</p>	<p>KAREN MCKINLEY (970) 246-7474</p> <p>400 BOSTON BL. - 1000 LEASE \$20-25/CF</p> <p>SUPERIOR ON HIGHWAY - NORTH 2000 sq ft building on Highway 130. 1000 sq ft and 2000 sq ft buildings. Full kitchen, full bathroom, full office space. Full kitchen, full bathroom, full office space.</p>	<p>KAREN MCKINLEY (970) 246-7474</p> <p>1427 SHIMWAY RD - \$700,000</p> <p>CITY 11,000 sq ft new commercial building. Located on Highway 130. Full kitchen, full bathroom, full office space. Full kitchen, full bathroom, full office space.</p>
<p>KAREN MCKINLEY (970) 246-7474</p> <p>6 PIONEER BL. - \$2,400,000</p> <p>CITY Industrial building on 6th St. 200,000 sq ft. Full kitchen, full bathroom, full office space. Full kitchen, full bathroom, full office space.</p>	<p>DALE BROWN (970) 246-7474</p> <p>2300 INDUSTRIAL AVE. - \$1,200,000</p> <p>MONTICELLO 100,000 sq ft building on Highway 130. Full kitchen, full bathroom, full office space. Full kitchen, full bathroom, full office space.</p>	<p>DALE BROWN (970) 246-7474</p> <p>2700 NORTH PARK - \$800,000</p> <p>CITY - FOR SALE ON LEASE 100,000 sq ft building on Highway 130. Full kitchen, full bathroom, full office space. Full kitchen, full bathroom, full office space.</p>
<p>DALE BROWN (970) 246-7474</p> <p>700 SHIMWAY S & 50 - \$1,300,000</p> <p>FRESH - RETAIL DEVELOPMENT SITE 1.50 Acres of Highway 5 & 50 frontage. Site can be cleared for new development.</p>	<p>DALE BROWN (970) 246-7474</p> <p>1000 Highway 5 & 50 - \$240,000</p> <p>FRUITA 1000 sq ft building on Highway 5 & 50. Full kitchen, full bathroom, full office space. Full kitchen, full bathroom, full office space.</p>	<p>DALE BROWN (970) 246-7474</p> <p>800 21 S RD - \$1,800,000</p> <p>NORTH 100,000 sq ft building on Highway 130. Full kitchen, full bathroom, full office space. Full kitchen, full bathroom, full office space.</p>
<p>DALE BROWN (970) 246-7474</p> <p>101 N Commercial - \$200,000</p> <p>MONTICELLO 100,000 sq ft building on Highway 130. Full kitchen, full bathroom, full office space. Full kitchen, full bathroom, full office space.</p>	<p>DALE BROWN (970) 246-7474</p> <p>600 NORTH 1st - \$2,400,000</p> <p>CITY 100,000 sq ft building on Highway 130. Full kitchen, full bathroom, full office space. Full kitchen, full bathroom, full office space.</p>	<p>DALE BROWN (970) 246-7474</p> <p>700 22 1/2 RD. - NEW PRICE</p> <p>1000 sq ft building on Highway 130. Full kitchen, full bathroom, full office space. Full kitchen, full bathroom, full office space.</p>
<p>DALE BROWN (970) 246-7474</p> <p>500 BIRCHMOUNT BL. - \$200,000</p> <p>FRUITA 1000 sq ft building on Highway 5 & 50. Full kitchen, full bathroom, full office space. Full kitchen, full bathroom, full office space.</p>	<p>DALE BROWN (970) 246-7474</p> <p>704 SHIMWAY BL. - \$1,300,000</p> <p>WEST Newly constructed distribution warehouse with 200,000 sq ft, 4 overhead doors, 1 loading dock, 3 trucks, and 1000 sq ft. 10,000 sq ft on 3 acres in business park. Located 1/2 mile from I-70 & 22nd St.</p>	<p>DALE BROWN (970) 246-7474</p> <p>2000 SHIMWAY S & 50 - \$800,000</p> <p>WEST Excellent highway location. Frontage on I-70. Also very close to I-70. Full kitchen, full bathroom, full office space. Full kitchen, full bathroom, full office space.</p>

What is your apartment rental INVENTORY?

Even if it is low, create a product and go sell it. Anchoring a rental section with some displays will help your line ads grow and those are real money!

Grand Junction

Brainerd, MN

REAL ESTATE NEWS | www.gjclassifieds.com | The Daily Sentinel | Sunday, October 26, 2013 | B3F

the daily sentinel rental living

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1st Month rent Free!

\$400 moves you in!

2 & 3 bedroom townhomes \$610-\$695

SPECIAL TOUCHES INCLUDE:

- Pets welcome with additional deposit
- Washer/Dryer hook-ups
- Patio balconies
- Outdoor swimming pool
- On-site computer lab

Willow Grove COMMUNITY

Stephany Lanning (978) 342-2024, (771) 496-4263

View them and all our rental properties at www.brays.com
Contact us for FREE rent details

BRAY

BRAY COMMUNITIES

2000 1st Street, Grand Junction, MN 56239

Phone: (978) 342-1313

For Rent

Hawk's Nest Subdivision

1, 4, & 5 Bedroom 2+ Bathrooms
3 Car Garage with 1000 lbs. Tackle Room & Lapboard in DM. Range and Lawn mowers optional available.

\$1000 Month and up

978-326-8753 or 978-693-8324

Sunshine Peak Apartments

NOW LEASING - UNDER NEW MANAGEMENT

Spacious 1, 2, & 3 Bedroom Units

These are the newest, most affordable and most unique multi-family housing units in Moorhead. Ten elegant units are move-in ready and can be shown at anytime. **NO APPOINTMENT NECESSARY!**

APPLICATION QUALIFICATION:

- background check
- credit check
- verified income at or below 50% of all available income

FEATURES:

- affordable family housing
- this allowed pet-friendly
- community room
- laundry
- covered parking
- close to downtown
- rent adjusted to income level

1433 CENTER STREET, MOORHEAD, MN 56501
970-252-3424

<p>apartments</p> <p>1 & 2 BR APTS BAXTER Family Atmosphere Call Karen 218-929-8751 or 651-698-3452</p>	<p>apartments</p> <p>1 & 2 BR APTS BAXTER Family Atmosphere Call Karen 218-929-8751 or 651-698-3452</p>	<p>apartments</p> <p>1 & 2 BR APTS BAXTER Family Atmosphere Call Karen 218-929-8751 or 651-698-3452</p>	<p>condos & townhomes</p> <p>2 & 3 BR TOWNHOMES Call Karen 218-929-8751 or 651-698-3452</p>	<p>apartments</p> <p>1 & 2 BR APTS BAXTER Family Atmosphere Call Karen 218-929-8751 or 651-698-3452</p>	<p>apartments</p> <p>1 & 2 BR APTS BAXTER Family Atmosphere Call Karen 218-929-8751 or 651-698-3452</p>	<p>apartments</p> <p>1 & 2 BR APTS BAXTER Family Atmosphere Call Karen 218-929-8751 or 651-698-3452</p>	<p>apartments</p> <p>1 & 2 BR APTS BAXTER Family Atmosphere Call Karen 218-929-8751 or 651-698-3452</p>
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the daily sentinel classifieds / gjclassifieds.com

upnorth Apartment Living

For advertising opportunities call, Ashly • 218-855-5828 OR Linda • 218-855-5846

CLEARWATER ESTATES

A new Northwoods style with finished, open walking trails nearby. 1, 2 & 3 bedroom apartments with granite floor plans, walking trails and outdoor and fireplace options for families. Clearwater apartments are convenient to the beautiful Brainerd Lake Area Community, to work and recreation as well. In area. Each home is fully supplied with kitchen items and a central garage. Pets, cats and dogs are also included with each lease. Our great community also has an on-site fitness center and event management for resident enjoyment.

Contact Us
Clearwater Estates | 3225 Clearwater Rd. | Brainerd, MN
Phone: 218-855-5828 | Email: info@clearwaterapartments.com
Web: www.clearwaterapartments.com

BERRYWOOD APARTMENTS

Great Location | Pet-friendly | Brainerd Park | Opened Units
Community Room | Storage Available | Pet-friendly

Berrywood's unique apartment layout featuring 1 or 2 bedrooms floor plans. Spacious floor plans, large kitchens with granite work tops and on-site laundry. Conveniently located in heart of Brainerd just off of College Drive allows easy access to shopping, work and schools. Brainerd's oldest 1882 brick main street. A garage to make your Berrywood home even more enjoyable.

Contact Us
Brainerd Apartments | 1331 Riverside Drive | Brainerd, MN
Phone: 218-854-8222 | Email: info@brainerdapartments.com
Web: www.brainerdapartments.com

Attention all Seniors 55 +

Autumn Glenn & Arbor Glenn Apartments

- Free Heat, Water & Trash
- Craft, Fitness & Community Rooms
- Restricted Entry Building
- On-site Manager
- Washer & Dryer in every Unit!
- Heated Underground Garage

1 & 2 BR APTS Baxter

Family Atmosphere

Call Karen 218-929-8751 or 651-698-3452

OAK HEIGHTS APARTMENTS

1 & 2 Bedroom apartment living in the Brainerd area. We offer FREE live-in pets, access to golfing on 18-hole course, movie theater, fitness center, business center, laundry, whirlpool, fireplace, granite top areas, balconies, dishwasher and first floor refrigerators. The Oak Heights Apartments community features world-class amenities and a convenient location in central Brainerd area and historic architecture.

Contact Us
Oak Heights Apartments | 1922 Oak Street | Brainerd, MN
Phone: 218-854-9111 | Email: info@oakheightsapartments.com
Web: www.oakheightsapartments.com

CYPRESS COURT

Steps to vibrant living environment offers great amenities to meet life's needs! Includes new luxury appliances, granite, stainless steel, tile and wood floors. Pets are limited to One, Two, and Three bedrooms with granite floor plans. Pets, We are here to help! Includes: Hardwood/Independent Parking, In-Unit Washer/Dryer, Pet-friendly, walking trails, and more! Located just minutes from Brainerd Area and Brainerd, Cypress Court offers an apartment community that goes a step above all of the other housing options available in the area.

Contact Us
Cypress Court | 1260 Cypress Drive | Brainerd, MN
Phone: 218-854-8381 | Email: info@cypresscourt.com
Web: www.cypresscourt.com

Have Stuff You Need to Sell?

Share it with our community for FREE!

Absolutely NO fees to buy & sell all of your fantastic deals!

Follow us on our Brainerd Dispatch Classifieds Facebook page to start buying & sharing your items.

IT'S LIKE AN ON-LINE GARAGE SALE! WITHOUT THE HUGE MESS AFTERWARDS!

BRainerd DISPATCH

*Member Without a fee responsible for inaccurate information or false advertisements. Although this web provides our "classifieds" page and creates user's postings, please note we do not supply any selling or your own transaction.

Bottom Line: Real Estate

#1 You have to create the marketplace in print and online that matches **what is hot in your local area.**

Bottom Line: Real Estate

#2 You have to **really research your market** for single family homes, land/ranch, commercial, new construction and rentals and plan your strategy and **update that strategy each quarter as things change.**

Bottom line: Real Estate

#3 HELP PROMOTE YOUR
REALTORS, they are DROWING
out there...

the daily sentinel real estate weekly

log on anytime to gjrealestateweekly.com

to advertise, call (970) 242-1313, monday - friday 8-5

AGENT SPOTLIGHT

Dale Beede

Broker
Coldwell Banker Commercial,
Prime Properties, LLC
970-242-7275
Email: dbeede@cbcworldwide.com



Where were you born? How long have you lived in the Mesa County area? What do you like most about it?

I was actually born in St. Mary's Hospital and was raised on a farm about seven miles northwest of Fruita. We grew alfalfa hay, feed corn and sugar beets. We also fed up to 2,000 head of cattle. It was a fantastic place to grow up. My brother, Ross and I are only 15 months apart so we always had a companion to do things with. We grew up on the working end of a shovel. I have always loved the recreational activities available here. As a young age it was dirt bike riding, skiing and water skiing. Now that I'm "old" it is mountain bike riding, hiking, golf and doing any activity with family and friends.

Family?

My wife, Susan, and I have been married for more than 31 years. We have a son Brian who manages real estate for a Fortune 500 company based in Denver. His territory is everything they own east of the Mississippi River. Fortunately he and his wife Lauren and their five-month old son live in Centennial and not in the Midwest. Our daughter Sarah is a PharmD (doctor of pharmacy) and works at the VA Hospital here in Grand Junction. She is married to Sean who is a pharmacy student. They are able to live here in Grand Junction which excites Susan and I.

How long have you worked in Real Estate?

2012 is my 20th year in the real estate business. I began working for a development company in 1983 and then went into general real estate in 1984. Prior to that I managed a family practice dental clinic for one year and prior to that I began my post-college work in the construction business.

What is your specialty and what does that mean for the people you work with?

I am strictly a commercial and land broker. That means I sell and lease commercial and industrial properties of all types, including retail properties. I am a member of ICSC, the International Council of Shopping Centers, which is the largest retail association in the world and I'm a CCIM, a Certified Commercial Investment Member, analyzing and selling investment properties. I'm also a Realtor's Land Institute member and I've been fortunate to sell some large ranching operations over the years. My number one goal is to work with property owners, buyers and sellers to create wealth-building investments. I get great satisfaction seeing my customers succeed in their real estate investments.

What is one tip you have for someone looking to buy an investment?

Get information. Know more about the property and property issues than the seller does. And then, buy it right. You seldom profit when overpaying for a property.

What is one tip you have for someone looking to sell a property?

Look at proper leasing as a method to increase the value of your asset. An income stream may be easier to sell than a vacant property.

Why should someone choose you as their real estate agent?

Loyalty, creativity and experience. My goal is your success.

What do you most enjoy doing when you're not working?

I love to spend time with my family and to recreate with them. I also enjoy flying airplanes as well as doing some sedate things like analyzing companies listed in the stock exchange and collecting wines.

Any final thoughts?

We live in one of the most exciting areas of the world. I am proud to be a western Coloradoan and I take equal pride in the successes of my family and friends.



1465 16 RD - LOMA

Awesome Loma Home!
40 fully irrigated acres, 3192 sq ft custom home with 3 bedrooms and 4 bathrooms. Detached oversized 2 car garage, open floor plan for storage and office area with full bathroom. Unbelievable landscaping, including a double pond, add a terrific fire of color and shade to this property.

Offered at \$795,000

JULIE SOMERVILLE
Joe Hicks Real Estate, LLC
970-216-6322
joehickscompanies.com



327 COUNTRY CLUB PARK RD. - REDLANDS

NEW PRICE!
Spectacular Views of the Grand Valley!
What's not available, 4 bedrooms / 3 baths / 2 car garage w/ 205 sq. ft. on .98 acres. Beautifully finished interior w/ solid hardwood & heavy parking area. Custom kitchen upgrades include slab granite counter & maple cabinetry. 3 patios & 7 decks. Secret laundry in basement allows possible use as additional living quarters.

Offered at \$359,700

WENDY ELLIOTT
Keller Williams
970-361-1449
WendyElliottHomes.com



2621 OURAY AVE - CITY

AUCTION - Sat Sept. 22 10am - 607 S. 7th St. - Mesa Gardens Subdivision
10,700 sq. ft. three unit large corner lot. A wonderful opportunity for the smart gas business. The brand new carpet & floors, stainless steel built out of paint. Great rental or home. Financing is available with 30 down. Payment, taxes, & shipping will be cheaper than renting. \$1,000 earnest money check is required from top bidder the day of auction. Closing takes place within 30 days. Additional terms, title commitment, & copy of contract to be available on-site.

STEVE HUNT
Steve Hunt Auction Services
970-270-8744
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490 FORTY NINER - FRUITA

PRICE REDUCED!
COMSTOCK GEM!
205 sq. ft. with 3 bedrooms, office + 2 full baths. Large master suite with 5 piece master bath. Low maintenance yard, covered patios. 3 car garage, large storage shed.

Offered at \$234,000

JULIE SOMERVILLE
Joe Hicks Real Estate, LLC
970-216-6322
joehickscompanies.com



2035 H & ROAD - FRUITA

Turn-key home property w/private setting & fabulous views. Neat horse barn in Mesa County, box stalls w/ covered runs, arena w/ riprap steel arena, metal hay shed, cross fence fields currently in hay production & pasture friendly fencing. Beautiful Southwest stucco home, open concept large master suite, beautifully landscaped. Kitchen w/ stainless steel appliances.

Offered at \$595,000

MANDY RUSH
RE/MAX Two Rivers Realty, Inc.
970-260-1310



721 S. 7TH ST. - CITY

AUCTION - Fri Sept. 21 10:30am - 721 S. 7th St. - 10,700 sq. ft. Warehouse, office & showroom. Updated & in good condition. Great location w/ easy access to I-70 & I-270. The Mesa Gardens area. No need for a real business office, a manufacturing workshop. Sit on .27 acres built in 1974. 30' wall height, gas heating w/ propane and excellent location for office/showroom. ADA compliant bathroom. Closing to take place within 30 days. Non-refundable earnest money deposit of \$25,000 to be received with company from highest bidder. Copies of floor, title insurance, & other legal information available on-site.

STEVE HUNT
Steve Hunt Auction Services
970-270-8744
www.stevehuntauctions.com



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Design Directions..... 9

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Home Gallery..... 11

Just Sold 12
Rental Living 13

Profile a
new
Realtor
each week!

The first time you pick the agent, after that you let it go...

The first agent picks the next agent and so on. Criteria, they cannot be from the same brokerage....

And then they get a “gift”

Have Realtor profiles on front page every week. Goal to have 52 of these in hanging on agents wall in the next year...cost \$25 per from www.popmount.com

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SENTINEL
GRAND JUNCTION, COLORADO

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real estate weekly

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AGENT

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Dale Beede

Broker

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Bottom Line: Real Estate

#4 Realtors love the best **NEW THING**.
Change up your products often and
offer something at many different price
points!

Bottom Line: Real Estate

#5 Train your reps often! Training helps with **self motivation, self esteem and self confidence** when out there selling.

Employment Advertising in 2013

What's the latest news

It's all about your local
unemployment rate!

US Unemployment Rate from 2000-2012

Low: 3.9% Sept 2000

High: 10% Oct 2009

Current: 7.8% Dec. 2012



**Most areas are back to
their 2008/2009
unemployment rate...**

Is your recruitment revenue also
back?

Competition vs Recession

75% of the loss was recession. I have customers that have only GONE UP in recruitment revenue since 2009!

**Here are the issues I
see out there...**

How many of these pertain to
your newspaper when it comes to
selling recruitment?

What are the top issues I see with newspapers and recruitment advertising

- 1. Cutbacks, simply **not enough sales reps** to adequately handle the number of employers in each market.
- 2. No **outside well trained recruitment rep** working with the largest employers.
- 3. **No strategy**, basically it is taking ads from current customers, selling a special here and there, upselling website features, doing callbacks.
- 4. Print prices for recruitment ads are still through the roof and **high priced extras** have been added on in most markets **plus online ad cost** making only the smallest ads affordable for small businesses. And **85%** of every market is made up of businesses with **less than 20 employees**.
- 5. Many reps and CAM's have just forgotten how to attract **recruitment ad agency revenue**.

What I see out there continued...

- 6. Many papers, in order save newsprint, have combined Sunday jobs in **back of other news features. This kills revenue.**
- 7. Many newspapers still don't even have a Jobs section at all. **This handicaps sales reps** right from the start.
- 8. Some of the "online partners" are guilty of **winning over** the biggest customers from their newspaper partner.
- 9. There is little to **no promotion** to HR managers going on at most newspapers. The smaller papers have given up even on job fairs.
- 10. Basically, many newspapers print employment has become **invisible to their community** and their online site is neither branded, has its own URL or promoted to job seekers and employers in any real way.

If any of those things on this list pertain to your newspaper, let's fix it in 2013.

Let's look at each issue

- 1. Not enough sales staff.
- The recession is over. Either you are going to get this market back or hand it over to your online competitor. The average inside rep can process about **40-50 employment ads** per week.
- If there are 5000 employers in your market, and only two sales reps (who also take incoming private party calls), how can you even make a dent? **What is your employer base to sales rep ratio?**
- New business **takes time** and cold calling take patience and **lots of follow up**. Do not set up an outbound program based on a "**quantity**" of calls per day or hour. It does not work with recruitment. This is about "**quality**" **not quantity**.
- It is all about **relationships**, and new business in this area has to be worked **just like a new retail** account.
- Employment dedicated reps build the business fast if they are **properly trained**, have the right **marketing tools** and the finesse to approach new customers **with a plan** right for that company.

Solving issues continued

- 2. Outside employment rep
- If you have employers with **100 or more** employees, much less with **500 or more** employees like hospitals, manufacturers, government offices, schools, you need an outside well trained rep to meet with them and sell a year long plan.
- Yes, **sell contracts again!**
- **Invest** in an outside rep.

Issues continued

■ 3. Get a strategy

- You have to really know your market, how each industry ebbs and flows in their **hiring needs** and meet those needs.
- Each month there should be targeted products to sell **different industries** at the exact time they are hiring. (Construction hires in early Spring, schools hire in the Summer etc).
- To get new customers, or get old customers back, they have to be **approached with something that is specific** to their needs, not yours.
- Suggest you do something very specific for **healthcare** like direct mail products, special websites (virtual job fairs) and of course, medical job fairs. This is still a very hot prospect.

Issues continued

■ 4. Pricing

- You need to have a **great rate structure for display** advertising that gets lower as the ad gets bigger. Most newspapers don't really have this feature.
- You need to look at your **old contract rates** and say bye bye and **create new rates, industry by industry** if you must, that makes sense in today's competitive market.
- Who is your competitor? **Monster and Careerbuilder** have **set the rates** for employment ads between **\$295 and \$410** at their open rate. You have to consider these margins.

heraldnet.com

Jobs



To advertise, contact Traci Harris
425.339.3074 | tharris@heraldnet.com
24/7 www.heraldnet.com/jobs



We've created a **great way** to find employees.

This newly designed employment advertising package includes a **Sunday/Wednesday Full Color Print Ad PLUS 7 Days Online including an Online Top Jobs Listing!**

Contact Traci today to start getting your message out to thousands of potential employees!

Eighth Page
4 column x 4.25"
\$395

Quarter Page
4 column x 8.75"
\$750

Half Page
8 column x 8.75"
\$1,450

Full Page
8 column x 17.75"
\$2,850

Contact Traci Harris Today!
425.339.3074
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24/7 www.heraldnet.com/jobs

Herald HeraldNet

Create SIMPLE affordable display rates that are packaged up with everything you can add. Use these module sizes and copy this format for your flyer.

Issues continued

- 5. Recruitment Agencies
- They still **want to and need to** place ads with your newspaper!
- Think of recruitment agencies as your **extended outside sales** force working for 15% commission. I suggest local commissionable rates. Why? It is better to have 85% of something, than 100% of nothing!
- You need a **marketing plan** that tells all the recruitment agencies what the highlights of your employment market is. It is up to you, not them. Most info is right on the internet.
- Your info gives them **the tool** they need to impress upon their clients how important your area is to their hiring needs.
- They need info on your **specials SIXTY DAYS prior to deadline**. This is a big problem at most newspapers.
- They need and want a **dedicated rep** who knows your marketing stats and will be their one contact person.
- They want you to have a **JOB section and print only rates** when they need that as well.

Issues continued

- 6 & 7. Have a great Jobs section
- If you have one, **make it better**. If you use to have one, get it back. If you never had one, get one now.
- Here is the **model for a Jobs section**, just copy it, have great module rates with an all **color front page**, include all the extras and start selling.
- Just about every one of my customers have adapted this format, some sell just one page, **others sell 2-3 pages** of display each week. Brainerd, MN has sold up to six display pages on a Sunday, they have one rep.
- Every newspaper gives it their own personal style. Here are **some examples...**

the daily sentinel careers.com

to advertise, call (970) 242-1313, monday - friday 8-5 • log on anytime to www.gjsentinel.com/classifieds

GRAND VIEW LODGE

• NEW HILLS CARE •

is accepting applications for the following positions:

Massage Therapist - Part Time Year Round: you have four plus years experience, capable for professional massage techniques. Candidate will have a variety of skills. Must have at least 160 hours of massage therapy training to be considered.

Esthetician - Part Time Year Round: provide skin care services, responsible for performing facials, waxing and eyelash/brow treatments for guests. Must be self-motivated and a natural skin beautician.

Nail Technician - Part Time Regular: you have seven plus years experience. This position is responsible for performing manicures and pedicures in a relaxing environment. Must hold and maintain a current state license.

Applicants are encouraged to be mailed to:
 3050 West 13th Street, Suite 100, Montrose, CO 81403

It's more than a job, it's a calling.

Chief Executive Officer, National Senior Living
Senior Living Executive, National Senior Living

Senior Living Executive - Full Time
 LPA • FT, 40 HRS/week, 17.5 • 100% Bonus/Incentive/Profit Share/PT • FT

Senior Living Executive - Part Time
 LPA • PT, 20 HRS/week, 17.5 • 100% Bonus/Incentive/Profit Share/PT • FT

Senior Living Executive - Managerial
 LPA • FT, 40 HRS/week, 17.5 • 100% Bonus/Incentive/Profit Share/PT • FT

Senior Living Executive - Director
 LPA • FT, 40 HRS/week, 17.5 • 100% Bonus/Incentive/Profit Share/PT • FT

Senior Living Executive - Director
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 LPA • FT, 40 HRS/week, 17.5 • 100% Bonus/Incentive/Profit Share/PT • FT

Senior Living Executive - Director
 LPA • FT, 40 HRS/week, 17.5 • 100% Bonus/Incentive/Profit Share/PT • FT

Senior Living Executive - Director
 LPA • FT, 40 HRS/week, 17.5 • 100% Bonus/Incentive/Profit Share/PT • FT

U.S. CARD SYSTEMS

Fast Paced Credit Card Processing Company is looking for an experienced **ADMINISTRATIVE/CUSTOMER SERVICE ASSOCIATE.**

Benefits include:

- 401 K Plan
- Health and Dental Insurance
- Salary Based on Experience

Requirements include:

- Excellent verbal and written communication skills.
- Must have high attention to detail.
- Proficiency in MS Word, Excel and Outlook.
- 1+ yrs experience in an administrative support role.
- Strong customer service skills required.

Fast Response to: 218-834-1311 or email: careers@uscardsystems.com

QUALITY SPECIALIST

Stern Assembly has an immediate opening for an experienced Quality Specialist. The successful candidate will work closely and interactively with customers, suppliers, and production to ensure quality requirements are met. Production also provides support for departments within Stern Companies on various quality related projects.

QUALIFICATIONS: Candidates must possess strong communication, technical and organizational skills. Experience with quality systems, inspection equipment and processes required.

For consideration, please email your resume to: HR@sternindustries.com or phone call us please!

Stern Assembly
 Your single source for quality and reliability.

Now hiring

Waters Edge Golf Center

MULTIPLE POSITIONS
 Waters Edge Adventure Golf & Billy Bones Raceway

Now accepting applications for the following positions:
 Counter Staff, Truck Crew, Mechanic and Flower Specialist with plant trimming experience preferred.
 Top paying positions available for the 2012 season.

Located:
 They are approx 3 miles North of Breckenridge/Deer Creek South of CO-66/132-3002

Apply in person

Heavy Equipment Mechanic/Welder

CRAN WELDERS ONLY

WE are a major heavy equipment repair and maintenance business. The job position entails developing work orders, inspecting and repairing all types of heavy equipment, including excavators, bulldozers, graders, wheel loaders, skid steer loaders, backhoes, etc. Must be able to read blueprints and work independently. Job duties may include welding, grinding, and repair of all types of heavy equipment. Must have 3-5 years experience in a similar position. Must be able to work in all weather conditions. Must be able to lift and move heavy equipment. Must be able to work in all weather conditions. Must be able to work in all weather conditions. Must be able to work in all weather conditions.

APPLY NOW! EXTENDED DEADLINE

Optician

Buy optical specialty contact lenses or technical staff or assist with sales, sales & customer service and train staff in providing the highest level of customer service. Responsibilities include frame fitting, adjusting, repair and cleaning. A minimum of 2 years experience in optical office setting or 3 years in contact lens fitting is required. Knowledge and experience with computerized vision correction, prescription and fitting, and contact lens fitting are required. This position will provide part time employment, health insurance, paid time off and retirement benefits and a full benefit package of 401(k) and vision.

Send resumes to:
 C/O Brantford Optaphys
 PO Box 936
 Brantford, MN 56401

PRODUCTION OPERATORS

2nd Shift (\$9.25/hr)
3rd Shift (\$9.50/hr)
4th Shift (\$11.00/hr)

Apply 1 Day Only!
6am-12 NOON • Tuesday, April 17th
 (Allow 2 hours for the application process)
 We will only be taking applications for one day.
23103 Hwy 3 • Mendota, MN • 218-765-3111

CleanStamping.com
 Metal Stamping • Fabrications • Weldments & Assemblies

JOB WEEK

To advertise, call 542-6732 or 1-800-235-2527

Floor Covering Sales Associate

Wall 2 Wall Flooring is looking for a Floor Covering Sales Associate. We are looking for people who are comfortable with both in-store and outside sales.

The successful candidate will be given latitude to develop his or her own business methodology.

This is a commission sales position. Wall 2 Wall offers excellent benefits, including health insurance, 401(k) and paid vacation.

Please send resume to: careers@wall2wallflooring.com

Wall 2 Wall

RN

Life Care Center of Idaho Falls seeks a full-time REGISTERED NURSE

- Must possess a nursing diploma, A.S. or B.S. degree.
- Must have current Idaho license / registration.
- One year geriatric nursing preferred.

Must have and maintain CPR certification (upon hire or obtain immediately offer). Must be able to pass background check.

As a great employer, we offer a competitive salary and excellent benefits.

MOST APPLICANTS IN PERSON AT:
 Life Care Center of Idaho Falls
 270 E. 17th Street Idaho Falls, ID

HIRING NOW!

BURNS
 CONSULTING, INC.

Burns Consulting, Inc. is currently hiring for numerous positions. If you are a motivated, energetic, self-starter with a strong background in the following areas, we would like to hear from you.

WE WANT YOU ON OUR TEAM!

Burns Consulting, Inc. offers a great working environment, career opportunity, and a flexible work schedule. Benefits include health insurance and 401K. For more information, please call us at 208-346-1323, ext. 2000.

Please make us aware at: 2385 Galatin Ave., Idaho Falls, Idaho

Thompson Creek MINING COMPANY INC.

IT Network Administrator

At its mining and milling operations located in southeastern Idaho approximately 20 miles east of the town of Challis in Blaine County, Idaho, Thompson Creek Mining Company is currently seeking an experienced IT Network Administrator.

This position entails and coordinates the development, installation and maintenance of computerized management information systems to improve organizational performance through computer technology.

The Qualified Candidate Must:

- Possess thorough knowledge and understanding of computer-related systems, applications and programming languages.
- Be able to troubleshoot, diagnose and resolve network problems.
- Be able to create, install, and configure network hardware and software.
- Be knowledgeable of networking and IT/IS (MIS/IS) systems and hardware.
- Have a minimum of 3 years of experience in a similar position.

For more information, please contact: hr@thompsoncreek.com or call: 208-346-1323, ext. 2000.

BALER MECHANIC

Exciting Full Time Opportunity

Position requires a minimum of 2 years experience in a similar position. Must be able to work in all weather conditions. Must be able to work in all weather conditions. Must be able to work in all weather conditions.

PIONEER
 Equipment Sales & Service

APPLY NOW! EXTENDED DEADLINE

Doug Andrus Distributing

Now Hiring Drivers

Over 25 Years of Experience

We Provide a Quality Work Environment

- Competitive Rate/Driver Pay
- Health Insurance
- Paid Vacation
- Paid Training
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- Paid Laundry
- Paid Uniforms

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Complete an application at our office or submit your resume to:
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3457 Veterans Street • P.O. Box 548
Pequot Lakes, MN 56472
(763) 565-8080 • (763) 218-4348
Email: chris@pequotool.com
Web: www.pequotool.com

Seasonal Engineering Assistant

CRIM WING COUNTY

Opportunity for seasonal engineering staff of the Highway Dept with various civil engineering related work in the field and office. The position will not exceed 67 days of employment. **Min. Req.** HS Diploma or equiv. valid MN annual driver's license, past secondary training in one of the following surveying, drafting, math, geometry, construction materials, or any design. Must satisfactorily complete background investigation and drug test.

A One Stop Career Center application is required. For additional information or apply online visit www.crimwingcounty.com

Submit resumes to: 300 Center St., Suite 12
Crookston, MN 56441, 839-662-1100 or email recruiting@crimwing.com
Applications must be received in the Crookston Resource Dept no later than 5:00 p.m. on Wednesday, April 11, 2012.

APPLY NOW!

heraldnet.com

Jobs

For advertising, contact Traci Hildebrand
4001 W. 34th St. • 952-835-8888 • www.heraldnet.com
DART: www.heraldnet.com/dart



PUD

Construction jobs in the Twin Cities area. We are looking for experienced construction workers for various projects. Contact us today for more information.

Snohomish County

Now Hiring: 2012 Seasonal Employees
Working in Snohomish County Parks
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\$15.00 Hourly
40 Hours/Week
\$2,000 Sign-on Bonus
\$1,000 Relocation Bonus
\$500 Housing Allowance

COMPASS Health

Now Hiring: Home Care Nurses
Full-time and Part-time positions available. Competitive pay and benefits. Apply online at www.compasshealth.com

Now Hiring Part-Time Drivers

• DRIVE SMART!
• Must be 21+ years old
• Must be licensed in MN
• Must not be on probation
• 401(k), Inc. T/F exp.

RUAN
800-879-7828
www.ruand.com

CRAGUN'S

Now Hiring!
Seeking an Executive Chef who is a strong team player and has at least 5 years of experience in both Line and Banquet service management. The successful candidate will be capable of managing multiple food outlets, and must have good organizational skills with a passion for training and development. This is a working management position including cooking, hiring, purchasing, menu development and all aspects of managing a year-round resort operation with seasonal fluctuations.

Submit resumes by e-mail to hr@craguns.com.

FT BOARD LICENSED THERAPIST

Greater Minnesota Family Services, a growing agency which has a major position open for a FT Board Licensed Therapist to serve Crow Wing and surrounding counties. We are looking for people with a passion to help at-risk children (0-18) and their families in their homes, schools and community settings. Work with us in a self-managing team environment and with excellent county social service staff. This position will be a combination of clinical supervision including diagnostic evaluations and treatment planning as well as providing therapy in the community and home settings. Must live in or near the work area. Non-traditional hours, days, afternoons and 3 evenings (good benefits and pay).

Visit our website: www.greaterminnesota.org
Resume to employment@greaterminnesota.org
EOE.

Become A Nursing Assistant

Now Hiring! Training Available - Certified Training
XMCOPHIL
We are looking for individuals who are interested in becoming a nursing assistant. Training is provided, and certification is available. Contact us for more information.

Come Join Our Team...

100% Satisfaction Guarantee
We are looking for individuals who are interested in becoming a part of our team. We offer competitive pay and benefits. Contact us for more information.

Lakewood Health System

Full-time and part-time positions available. We are looking for individuals who are interested in becoming a part of our team. We offer competitive pay and benefits. Contact us for more information.

For detailed information and on-line application please visit: www.lakewoodhealth.com

Work Hard! Play Longer!

At Magnum Machining we have restructured our shift structure to shorten your work week. 1st shift now runs 100 days off per year. Weekend shift has over 218 days off per year. These numbers don't even include vacation time etc. We are seeking motivated individuals to join our team in the following areas:

CNC Machinists and Quality Technicians Minimum qualifications will be 1 year of machining school or equivalent experience. Wages range from \$10.00 to \$19.00 depending on qualifications and experience.

Openings are 1st shift working 8-5, (40 hrs.)
Weekend shift working 7 - Sun (26 hrs, paid 40)

If interested, please apply online at www.magnummachining.com or submit your application to:
Magnum Machining, Inc.
20600 State Hwy 8
Deerwood, MN 56444

MAGNUM MACHINING, INC.
Computerized Machining For Today's Technology

Admitted to a Health Plan

Now Hiring: Health Plan Admitted
We are looking for individuals who are interested in becoming a part of our team. We offer competitive pay and benefits. Contact us for more information.

The Everett Clinic

Now Hiring: Medical Professionals
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Careers

CanyonCountyCareers.com

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Committed to Service

Webmaster

ACHD is seeking a webmaster for its administrative website. The ideal candidate will have a minimum of 3 years of webmaster experience and a Bachelor's degree in computer science or a related field. The position involves managing the website, updating content, and ensuring the site is secure and accessible.

Apply at: www.achdaha.org

ACHD
Committed to Service

Traffic Engineer / Asst. Traffic Engineer

Apply County Highway District is accepting applications for the position of Traffic Engineer or Assistant Traffic Engineer in the Traffic Department. The ideal candidate will have a minimum of 3 years of experience in traffic engineering and a Bachelor's degree in civil engineering.

Apply at: www.achdaha.org

ACHD
Committed to Service

Facilities Technician

Visit our website for responsibilities and qualifications.

Apply at: www.achdaha.org

Advertising Administrator

The Idaho Press-Tribune is seeking qualified candidates for an advertising administrator. This is a full-time position with excellent benefits and a competitive salary.

Apply at: www.idahopress.com

ACHD
Committed to Service

General Equipment Operator

Class A CDL Required

Apply at: www.achdaha.org

Post your job online

CanyonCountyCareers.com

Log Cabin Democrat

Jobs

Go to thecabin.net and click on **JOBS**

327-2727
(800) 678-4523

monster

SCHOOL BUS DRIVERS

The Mayflower School District is now accepting applications for Bus Drivers. Qualified CDL holder is required, but will also train if interested.

Applications may be picked up at the Administration Office or printed from the school website: www.mayflowerschools.net

For more information, call Doug (501)470-1344

2 Immediate FULL TIME POSITIONS available: Carnival Cruise Counselor

- Hours 8 am-5:30 pm
- Base hourly wage plus performance bonuses
- We will train you!
- Medical, dental, 401(k)

Reluctant applicants ONLY! Up to \$62,000 a year.

To apply, please send resume to: recruitment@vacation.com (501)529-6434

Must have resume prior to interview appointment.

Vacation
Carnival Cruise & Travel

Direct Mail Manager and Enrollment Analysis Support

Henry Dodge, located in WY and affiliated with the United Methodist Church, is a non-profit, religious organization seeking qualified candidates for the following positions: Direct Mail Manager and Enrollment Analysis Support.

Apply at: www.hendrix.com

PART-TIME WORK, FULL-TIME PAY!

ATTENTION STUDENTS: We need you to help us get you the best job for you!

VACATION COORDINATOR

- Part-time position - flexible hours
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- Base pay \$9 per hour, plus commission & daily bonuses
- Earn up to \$30/hr.!!!

Apply at: www.vacation.com

WOMEN and MEN encouraged to apply!

Superior
SALES • SERVICE • REP

Superior Dodge is seeking 2 upbeat go-getters to train for our sales department. No experience needed. Income possibilities up to \$75,000/year. Insurance available. Paid vacation.

APPLY IN PERSON.
1201 Exchange Avenue
Conway, AR 72032

BRANCH MANAGER
Morriton Main Office

Manage all functions and has ultimate responsibility for achievement of sales goals, operational activities and staff of a branch. Develop new outside business. Oversee and ensure sales of new and existing business inside the branch and promote new sales generations outside the branch. Ensure quality level of branch customer service. Ensure development and training of branch staff. Promote positive bank image within the community. Previous Sales, Retail & Manager exp. preferred.

To express your interest in openings at Regions, please submit your resume and profile online at www.regions.com in the Career section.

REGIONS

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Critical Care Educator - 3 years experience in Critical Care and Bachelor's degree required

Medical Technologist - Laboratory (Post)

CCU - FT RN Nights (minimum 3 years experience required)

RN Opportunities are available

CONWAY REGIONAL HEALTH SYSTEM

3 PROFESSIONAL SALES POSITIONS

3 openings available with Local Sales Organizations for motivated individuals with Sales Experience. Compensation commensurate with experience. Opportunity for career advancement. We are seeking individuals who are self-motivated, goal-oriented, and have excellent communication skills. Must have a minimum of 3 years sales experience.

Apply at: www.conwayregional.com

**Train artist to go the extra
mile in designing
displays...90% of the time
the design makes the sale.**

Here are some before and afters
to go by...

PROFESSIONAL

Yturri Rose LLP, a 10-lawyer AV-Rated law firm with clients in Idaho and Oregon, seeks a **legal assistant/paralegal** for a full time position in our litigation department in Ontario, Oregon. Experience in civil litigation, with emphasis on personal injury and family law, is preferred. Email your resume with a cover letter to smckey@yturrirose.com.



Ontario Office:
89 SW Third Avenue
PO Box 5,
Ontario, OR 97914
Phone: (541) 889-5368
Fax: (541) 889-2432

LEGAL ASSISTANT

- Yturri Rose, LLP, Idaho and Oregon Attorneys at Law has a Full time position open in our litigation department in Ontario, Oregon.
- Experience in civil litigation, with emphasis on personal injury and family law, is preferred.
- Salary \$100K/annually. Bonus commission on cases won. Medical, Dental, 401K match. Start Immediately.

"We take pride in being approachable and effective."



YTURRI ROSE LLP
ATTORNEYS AT LAW

DRIVERS

Drivers: NO EXPERIENCE?
Class A CDL Driver Training.
We train and Employ! New
pay increases coming soon.
Experienced Drivers also
Needed! Central Refrigerated
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DRIVERS WANTED NO EXPERIENCE NECESSARY, WILL TRAIN.

- \$35,000-\$74,000 per year.
- We provide career plans for training, advancement, lease operator/trainer, independent contractor, team driving and more!

Drivers are Eligible for:

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- Productivity bonus
- Idle bonus
- Safety bonus
- Medical, dental and vision coverage
- Paid vacation
- 401(k) retirement plan

We are an Equal Opportunity Employer

*Start training in 2 weeks and driving
in under 60 days.*



CENTRAL

REFRIGERATED SERVICE, INC.

Contact Information: Central Refrigerated
1-800-993-7483, Don James or apply at
www.centralref.com

TR Compton Trucking

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DRIVERS WANTED

DRIVERS

TR Compton Inc. now hiring drivers, CDL Class A, for flatbed. 2 years exp. Must pass drug test & benefit package available. 12 Western States. Call 208-465-0100

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Containerized Trucking company
Good Pay & Equipment

Class A Flatbed drivers, 2 years experience
Salary

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Benefits start 90 days after hire

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or email stevef@trcompton.com

Drug Free Environment

ONLINE: www.fouretbros.com

Issues

■ 8. Your online partner

- They have given your paper a **state of the art** website, use it for the good of your clients and make sure each one knows what they are buying.
- Have an iron clad agreement about **hands off accounts** and follow through if they cross the line.
- Don't forget about all the **other online opportunities your newspaper website** has, many employers love ROS banners and all the other online products like video.
- Make certain your reps are **well trained** on all that your newspaper has to offer on line.

Issues continued

- 9 & 10 Promoting your product to HR Managers and Job Seekers.
- Between free **email blasts**, emailing well crafted **PDF flyers**, and even **low cost direct mail**, there are many ways to effectively promote your recruitment products.
- Carefully address the copy in promotions to answer these questions: **Who, What, Where, When, Why and How**.
- The “WHY” being the benefit statement.
- Be out there with the **HR Community**, attend association meetings, have luncheons or focus groups, listen to their needs and concerns.
- This is your highest profit advertising, **work it!**

Thanks for listening!

janetdegeorge@classifiedexecutivetraining.com



Baby Ginger Snap



Stevie

Nicky

Cody

My Happy Sales Reps