

Free Seminars On Tap For Estate Planning

Merrill Lynch will sponsor free Estate Planning seminars on Tuesday, April 21, at 10:30 a.m. and at 7 p.m. at the Scotch Plains Public Library, 1927 Bartle Avenue, in Scotch Plains.

The sessions are designed to give attendees a better understanding of estate planning concepts and strategies that apply to their situations, Merrill Lynch Assistant Vice President Gaither Shaw said.

Also to be discussed is the importance of financial planning and the information needed to write a plan, Mr. Shaw said.

Featured speakers, including attorney Tom Phelan of Nichols, Thomson, Peek and Phelan in Westfield, and Mr. Shaw, will speak and also answer questions.

To make a reservation or for more information, please call Mr. Shaw at (908) 789-4305 or (800) 685-7991.



BRUSHING UP... Westfield Brownie Troop No. 345 of Franklin Elementary School recently visited Dr. Stuart Neiss, a pediatric dentist, in Westfield to learn about good pediatric oral health. Pictured, left to right, are: front row, Kristin Modeski, Tara Zierler and Theresa Ryan; second row, Ariel Burns, Bridget Ryan and Alexandra Gockel; third row, Elizabeth Rich, Dara Silverman, Dr. Neiss and Kathryn Abruzzo, and back row, Jessie Goldstein and Marie Murphy.

Champion Sales Associate Offers Marketing Expertise

"The key to successfully selling homes in today's market is pricing them correctly," revealed New Jersey Realty's Westfield Sales Associate of the Year, Marge Cuccaro. "Homes priced correctly sell in less time and for a higher dollar value," she added.

Appropriate pricing, together with an effective marketing plan custom-tailored to the property itself, have been the hallmarks of Ms. Cuccaro's successful real estate career, a spokeswoman said.

"An effective marketing plan includes advertising, target marketing, and top exposure through the multiple listing service," Ms. Cuccaro explained.

While the industry average is about 63 percent, a full 97 percent of Ms. Cuccaro's listings sold last year, the spokeswoman added.

In addition to being named Sales Associate of the Year, Ms. Cuccaro is a 1997 New Jersey Association of Realtors (NJAR) Million Dollar Club member at the Silver Level, and was recently made a member of NJAR's Distinguished Sales Club for her lifetime achievement.

She is also a Prudential President's Circle Award winner for being within the top 4 percent of Prudential's agents in the United States and Canada. Within her own company, she has been named to Prudential New Jersey Realty's Round Table (a council comprised of the top 25 Sales Associates).

Ms. Cuccaro may be reached at Prudential New Jersey Realty's office at 153 Mountain Avenue in Westfield, (908) 232-5664.



HER 15TH YEAR... Roz Alexander is celebrating her 15th successful year in real estate. She has been a member of New Jersey Association of Realtors Million Dollar Sales Club throughout most of her career, a member of the Presidents Club of Coldwell Banker Realtors, and a multi-million dollar Top Producer. She is a marketing specialist and realtor consultant for homeowners. She has successfully handled over 400 transactions in her career.

Marc Nienburg Awarded Degree from Salisbury St.

Marc Gordon Nienburg of Westfield was among 511 students to be graduated from Salisbury State University in Salisbury, Maryland. He received his Bachelor of Arts Degree in History.

Salisbury State University enrolls some 6,000 students in 29 undergraduate and seven graduate programs, where they have an opportunity to pursue liberal arts and professional degrees.



AWARD-WINNING REALTOR... Marge Cuccaro, center, the 1997 New Jersey Realty Sales Associate of the Year, is congratulated by William O. Keleher, Jr. of Prudential New Jersey Realty, and also by Bernadette Houston, Manager of Prudential New Jersey Realty's Westfield office.

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