

## Prudential Manager Advises Clients to Use One Agent

Bernadette Houston, Manager of Prudential New Jersey Realty's Westfield office, recently offered her perspective on the question "Is it a good idea to use more than one real estate sales professional to find a house?"

"Although it may seem that having several sales professionals working for you increases your chances of finding the right property, it doesn't," Ms. Houston explained. "In fact, having more than one sales professional working for you usually works the opposite way.



Bernadette Houston

"At Prudential New Jersey Realty, we take buyer agency very seriously," she continued. "We invest a lot of time in our buyers, and we proactively advocate their best interests.

"We even go the extra mile for them and approach people who may be selling privately or who may be intending to sell but aren't quite in the market yet," Ms. Houston added.

"When we spend this much time doing market research and locating homes for our clients, we're naturally going to give highest priority to the clients who are most loyal and most serious about purchasing a home," she said.

How does a buyer find the right sales professional? Recommendations are an excellent method, according to Ms. Houston. Interviewing sales professionals is another, she added.

How knowledgeable is the agent about the market? About financing? Is he or she experienced? Assertive enough to represent a client's interests in a tough negotiation? Ms. Houston advised prospective home buyers to ask for references of satisfied customers.

"At Prudential New Jersey

Realty's Westfield office, our agents have an average of seven years' experience," she observed.

"Many of them have earned professional national designations such as Broker, Graduate of the Realtor Institute, Certified Residential Specialist and Accredited Buyer Agent," the office manager continued.

"Many have earned top production awards from the New Jersey Association of Realtors and Prudential Real Estate Affiliates. These achievements confirm the agents' dedication and professionalism," Ms. Houston said.

She maintained that an astute sales professional will help a buyer clarify his or her criteria, and give feedback on what is financially realistic. If the buyer is new in town, the sales professional will orient him or her to the market with an area tour, including walking through a few homes to give an idea of what is available, and get feedback from the buyer.

"Our sales professionals consider the future," Ms. Houston explained. "One must think of the day when that buyer must sell their home." Good sales professionals show buyers only those homes that meet their criteria, according to the office manager.



**DOCTOR EARNS APPOINTMENT...** Dr. Douglas Ashendorf has been appointed to the New Jersey Legislative Commission for the Study of Pain Management Policy. The purpose of this commission — the first of its kind in the country — is to provide recommendations to the Governor and Legislature which will lead to the formation of new laws and regulations that are responsive to the needs of patients with pain disorders and the providers who treat them. Dr. Ashendorf, who practices pain medicine in Clark, is a diplomate of both the American Board of Physical Medicine and Rehabilitation and the American Board of Pain Medicine.

### HELP WANTED

#### VOLUNTEERS NEEDED

Westfield Rescue Squad seeks trainees for Emergency Medical Technicians. Valid NJ Driver's Lic. req. Min., 4 hrs./wk.

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Seeks trainees as Dispatchers. Min. 2 hrs./wk. All training provided.

Call Miki Leitner  
(908) 233-2501

### HELP WANTED

Seeking experienced Care-Giver for part-time after school care 2:30-6:30 PM, 3-4 days/week in Westfield for one 6-yr.-old boy. Must drive. Non-smoker. Light house-keeping and flexibility for occasional A.M. and evening hours preferred. Ref. required.

Call (908) 232-6506

### HELP WANTED

#### WAREHOUSE/ SHIPPING RECEIVING

Full time positions for shipping & receiving dept. Some heavy lifting. Valid N.J. license required. Springfield location. Benefits incl'd.

Please Call (973) 564-5005

m/f E.O.E.

### HELP WANTED

#### CHILD CARE

Child care for 7th grade girl in my Westfield home. Monday to Friday, 2:45-6:45 p.m. Transportation required. Start Sept. 1.

(908) 789-8417 Eves.

### HELP WANTED

#### COUNTER HELP

For our Westfield store. Steady work, pleasant working conditions, many benefits.

G.O. Keller, Inc.  
11 E. Broad St. Westfield

### HELP WANTED

Major stock brokerage firm, downtown Westfield location, entry level, service assistant. Growth opportunities.

Please fax resumé —  
Att.: Dawn, (908) 789-7830

### HELP WANTED

**SALES** — Enthusiastic sales person needed for fine quality 18th century reproduction furniture store. Flair for interior design helpful. Sales ability necessary. Salary, incentives, other benefits.

#### Ask For Owner

(908) 756-7623

### EMPLOYMENT WANTED

Housecleaning or Light Hauling — \$65+  
"Your Own Personal Maid — Me!"  
Move-in/move-out. Empty house/ apt./condo/office, etc. Gen. or complete house prep from windows to baseboards. Also, removal of light household items.  
(908) 241-6757  
(7 Days/24 Hrs.)

### PROPERTY WANTED

Cranford, Westfield, Scotch Plains, Montclair, Glen Ridge Immac. neighborhood. 1/2 Fam., 2/3 BRs., 2 Bths., EIK, LR, DR, Gar., Basem't &/or Attic. Will consider handyman special. Foreclosure or Estate Sale. Up to \$120-130K. Motivated purchaser can close in less than 30 days.

Call buyer CB Bowman  
(212) 807-1340

### APARTMENT FOR RENT

#### WESTFIELD

2 BR/2 BTH. Duplex apt. Short walk to train & town. \$1,100/mo. + util.

(908) 654-4059 after 8 p.m.

### AUTOMOBILE FOR SALE

1991 Explorer, 4 x 4, 2-door, dark green, good condition, 61K, \$9,000/best offer.

(908) 789-3419

### MOVING SALE

**PLAINFIELD SLEEPY HOLLOW**  
Low prices — scaling down! Great selections for all.

Fri., July 24 — 8:30 A.M.  
Leland to Watchung Ave., left on Charlotte to #975  
Glenwood Ave.

### YARD SALE

20 Sunnywood Drive  
Westfield  
9 AM - 12 Noon  
Sports Equipment — Toys — Books

### FOR SALE

**LIVING ROOM SET**  
Italian Provincial sofa & two arm chairs (hand carved wood & upholstery), 2 crystal lamps, \$1,000 or best offer.

Call (908) 322-8369  
After 6 P.M. or Weekends

### FURNITURE FOR SALE

Couch & love seat, \$150; kitchen set w/6 chairs, \$50; love seat, \$50; two armchairs, \$20 ea; bookcase w/matching desk, \$150.

Call (908) 322-8369  
After 6 P.M. or Weekends

### HOUSE FOR SALE

Westfield — 2 Bedroom Ranch, DR, full basement, fenced in yard, garage. \$156,900.

Remax of Princeton  
Call Pete At (732) 297-0054  
(Ind. Mem. Broker)

**CLASSIFIED DEADLINE**  
**TUES., 2 P.M.**  
**(908) 232-4407**