

## Sales Associates Recognized By Weichert, Realtors Office

WESTFIELD — James M. Weichert, President, has announced that several Sales Associates with Weichert, Realtors' Westfield office have been honored for their work for the month of August, and welcomed a new Sales Associate to the company.

Niki Fry has won the office's top sales award for the month of August, the most recent in a growing list of achievements.

In 1998, she qualified for Weichert's Million Dollar Sales and Marketed Clubs and the New Jersey State Million Dollar Club and won a top production award for the sales region encompassing 13 offices in Union, Essex and Morris Counties.

A licensed real estate professional, she has consistently earned honors for her listing, sales and production accomplishments. Before she entered real estate sales, Ms. Fry worked as a fashion designer for European and American designers including Yves St. Laurent, Emanuel Ungaro, Jones New York and Phillips Van Heusen.

She is a graduate of Drexel University in Philadelphia, where she earned a bachelor's degree in design. Ms. Fry has lived in Westfield for 10 years, is married and has a daughter. Jacqueline M. Hook, won an office award for her sales accomplishments in August.

This marks the second consecutive month that Ms. Hook reached the top levels of sales production. A licensed real estate professional, she is a recent addition to the sales team in Westfield.

In addition to her real estate sales experience, the Cranford resident has administrative and management experience. Her resumé includes being the owner and operator of a campground and restaurant.

Brenda Putzer has been honored for her outstanding accomplishments in August.

In addition to a top listing award, Ms. Putzer earned three sales awards, for the number of sales, transaction units and unit dollar volume.

A licensed real estate professional since 1986, she is a member of the Westfield Board of Realtors and the Garden State Multiple Listing Service (MLS). Her accomplishments include membership in Weichert's Million Dollar Sales and Marketed Clubs and the 1998 New Jersey State Million Dollar Club.

The married mother of four children recently moved to Plainfield from Westfield. A former resident of Fanwood, she serves home buyers and sellers in Union, Somerset and Middlesex Counties.

Martha Schilling has won an office award for her listing accomplishments in August.

A Westfield resident for more than 20 years, she is a licensed real estate professional and a member of the Greater Union County Association of Realtors, the Middlesex Board of Realtors and the Garden State Multiple Listing Service (MLS).

A consistent top producer, Ms. Schilling is a repeat member of the New Jersey State Million Dollar Club and Weichert's Million Dollar Marketed Club, most recently in 1998.

She is a licensed real estate professional with 10 years of experience and holds the professional designation of Graduate, Realtor Institute (GRI), which is awarded upon completion of advanced training courses on standards and ethics, con-

## Area Psychologist To Present Program At Plainfield School

WESTFIELD — St. Bernard's Early Childhood Learning Center, 368 Summer Avenue in Plainfield, will sponsor "The Power of Children's Play" on Thursday, November 4, from 8 to 9:30 p.m.

The program will be presented by Dr. Diane Schaupp, a licensed psychologist in private practice in Westfield.

Dr. Schaupp emphasized the importance of continuing to play with children to adulthood.

The manner in which children approach play indicates their attitudes and ability to relate to others, according to Dr. Schaupp.

The Westfield psychologist suggested that child-centered play empowers the child and allows the parent to learn new skills and understand the child more completely.

Parents who engage their children in play discover that they can help their child to develop socially, emotionally and intellectually.

Dr. Schaupp added that children consequently adjust more easily to new situations and educational challenges at school.

Hands-on demonstrations with group participation and a question and answer time will be part of Dr. Schaupp's presentation.

The public is invited to attend. For more information, please call Beverly Cirino at (908) 756-3393.

struction and education and other real estate topics.

Carole Edzek has been honored for her accomplishments in August.

Ms. Edzek led the office in listings to earn top producer honors, the latest in a growing list of career accomplishments. She ranks among the top two percent of Weichert's 7,500 Sales Associates as a member of the company's 1998 Ambassador's Club.

She achieved the silver level in the 1998 New Jersey State Million Dollar Club, which is awarded for closed transactions exceeding \$5 million.

Ms. Edzek has earned state honors 14 times during her real estate sales career and repeat membership to Weichert's Million Dollar Sales and Marketed Clubs. She specializes in relocation and new homes sales.

She is a member of the Westfield Board of Realtors and the Garden State MLS, and is a Past Chairwoman of the Eastern Union County Board of Realtors.

Jeanna Whitney has joined the Westfield Office of Weichert, Realtors as a Sales Associate. Before coming to Weichert, Ms. Whitney was associated with a real estate company in Morris County, where she gained extensive knowledge of communities along the NJ Transit Midtown Direct Line.

She also has sales experience in the garment industry. A resident of Westfield, she is married and has five sons.

## Pet-Sitting Service Sets Grand Opening Date

WESTFIELD — We Care Pet Care, a professional pet-sitting service for Union and Somerset counties, opened on Monday, October 4.

This service provides in-home pet care as an alternative to kennels or leaving pets in the care of neighbors or friends.

Other services include dog walking, rotating lights, watering plants, bringing in mail and newspapers and generally giving the pet owner's homes a "lived in" look while away.

"Our goal is to make it easier and less stressful for pets and their owners to travel by using our quality pet-care services—Because We Care" said Lynn Castaldo, owner of We Care Pet Care.

We Care Pet Care is insured, bonded and is a member of P.S.I. and N.A.P.P.S., professional organizations for pet sitters.

For more information, please call (908) 928-1SIT or (908) 928-1748.

## Coldwell Banker Honors Westfield Sales Associates

WESTFIELD — Coldwell Banker has announced that three of its Sales Associates have been recognized for their work with the company's Westfield office.

Sally Calder has been named to the 1998 New Jersey Association of Realtors (NJAR) Million Dollar Club at the Silver Level. Membership to the club is a highly regarded sales honor within the industry and this is the eighth time that Ms. Calder has earned such an achievement.

Ms. Calder is also a member of Coldwell Banker's International President's Circle and was among the company's top sales professionals presented with membership at the International Business Conference in San Diego.

"My profession as a Realtor has provided me with an opportunity to expand my horizons," she noted. "Through the years, I have derived a tremendous amount of personal satisfaction from helping people ultimately obtain their dream home. I am thrilled to have been a part of so many happy endings."

Anne Kelly has reached the notable Silver Level achievement with the 1993 NJAR Million Dollar Club. Ms. Kelly completed 36 transactions and sold over \$8 million in real estate this past year to receive the honor, adding to the level of success she has maintained throughout her career.

She has earned membership to the Million Dollar Club six times since 1990, four times at Silver Level. Since joining Coldwell Banker in 1997, she has achieved such company awards as International President's Circle membership and Top Sales Associate of the Month honors.

"I've had the privilege of meeting so many different people throughout my career. That's an element of my

job which I particularly enjoy," stated the Cranford resident.

"Getting to know your clients on a different level, you become motivated by the desire to see them succeed in their endeavors. When they are happy with the results, there is absolutely no greater reward," she added.

Donna Perch, who received prestigious Silver Level membership to the 1998 NJAR Million Dollar Club, sold over 28 properties this past year. She is a 20-year resident of Westfield.

"Donna's knowledge of Westfield and its surrounding towns is incomparable and she derives this wisdom from living and raising her family here, as well as through her long-standing involvement in her community," stated Office Manager Marilyn Kelly.

"She knows the people, schools and businesses. She knows what makes this area unique and shares this insight with her clients," the Office Manager added.

Her professional affiliations include membership in the Westfield Board of Realtors, the NJAR and the National Association of Realtors.

She also earned membership to Coldwell Banker's International President's Circle, placing her among the top 5 percent of the company's sales associates throughout the United States, Canada and Puerto Rico. This honor was presented at the company's International Business conference held recently in San Diego.

Under the guidance of Marilyn Kelly, the Westfield office has earned the distinction of being the number one office in Coldwell Banker's Northeast for an unprecedented 14 years and was number one nationwide for 1998.

Coldwell Banker's Westfield office is located at 209 Central Avenue. For real estate transactions, please call (908) 233-5555.

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## Two Burgdorff Associates Lauded for Achievements

WESTFIELD — Jean Massard, Vice President and Manager of Burgdorff ERA's Westfield Office, recently spotlighted the achievements of two Sales Associates at the office.

Pat Connolly has been recognized as a leading producer with the office and has earned the distinctive New

Jersey Association of Realtors (NJAR) Million Dollar Sales Club Award, Silver Level, for production in excess of \$5 million dollars, with at least 20 closed transactions.

"This well-earned award is a tribute to this Associate's desire to push the envelope of success and willingness to go the extra mile. The entire Burgdorff family joins together in offering its heartfelt congratulations," said Ms. Massard.

Ms. Connolly has won the NJAR Million Dollar Award in the past, attaining Silver Level in 1992 and Bronze Level in 1988, 1991, 1993

and 1997.

Fellow Sales Associate Vicki Bekkedahl recently achieved the NJAR Million Dollar Sales Club Award, Silver Level, for production of more than \$5 million dollars and 20 closed transactions.

"This outstanding accomplishment takes unfaltering dedication, hard work and perseverance every day of the year," said Ms. Massard. "We are truly pleased and delighted to have this consistent top producer earn such an honor."

Ms. Bekkedahl has won the NJAR Million Dollar Award, attaining Silver Level from 1989 through 1995 and again in 1997 and Bronze Level in 1987, 1988 and 1996.

Burgdorff Realtors' Westfield Office is located at 600 North Avenue, West, and may be reached at (908) 233-0065.

## Local Educator Will Train Assessors for Certification

WESTFIELD — Maria Schmidt, Social Studies Supervisor for Grades 6-12 in the Westfield Public Schools, was selected to train assessors to score teacher candidate performances throughout the country for the National Board Certification offered by the National Board for Professional Teaching Standards (NBPTS).

National Board Certification is a performance-based, standards-driven assessment of teacher's knowledge, disposition and skills as measured against high standards for accomplished teaching.

As a trainer of assessors for this nationwide program, Dr. Schmidt worked with Educational Testing Service and The Psychological Corporation in Princeton to score the

performances of candidates for National Board Certification this year. The performances included samples of students' work, videotapes of a teacher's classroom practice and extensive teacher analyses of both.

Candidates also participate in a full day of written essays dealing with their knowledge of a subject matter.

Assessors were trained to determine whether the teachers know their students and the subjects they teach, set and implement appropriate instructional goals, evaluate student learning and reflect on their own effectiveness.

Dr. Schmidt's selection as a trainer came after a review of Dr. Schmidt's previous work with the National Board.

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<b>Scotch Plains \$650,000</b> New Listing! Exceptional executive Colonial located on a quiet cul-de-sac on over an acre of lushly landscaped property. This home has every amenity for today's life-style to bring you into the new millennium. This versatile floor plan features a quality updated Kitchen with Corian counters, a 1st floor Bedroom for extended Living or Au Pair and a Library/Home Office. The Master Suite not only includes a luxurious new Bath, but also an outstanding (23x16) walk-in closet that should end your quest for "Not enough closet space."	<b>Cranford \$325,900</b> New Listing! This beautiful Dutch Colonial home boasts 3 bedrooms and 1 1/2 Baths. This home also features a new cherry Kitchen with skylights and track lighting, formal Dining Room with stained glass window & hardwood floors, formal Living Room with marble fireplace, Sunroom with bay window & French doors, new Bath with whirlpool tub, re-done basement and a large attic for possibly 2 additional Bedrooms. This is a truly wonderful Family Home within walking distance to school, church & NY transportation.
	
<b>Westfield \$925,000</b> New Listing! Mint condition, totally remodeled office building in downtown Westfield. Everything has been updated and yet it still has plenty of old charm. Over 2,000 square feet on first floor and additional 2,400 square feet combined on second and third floors. Perfect for doctors, lawyers and accountants. Call today for further information.	<b>Cranford \$359,900</b> Lovely stone front Colonial boasts 4 Bedrooms, 1 1/2 Baths, 2-car attached garage, all on a quiet tree lined street. This home also features an expanded Kitchen with a separate eating area, formal Dining Room, a fireplace in the Living Room, a mezzanine Family Room with a pot belly stove and central air conditioning.

Judy Bell, Jerry Bonnetti, Fran Comstock, Janet DeFiore, Jennifer Daniels, Barbara Doherty, Tammie Hamill, Carmen Imgrund, William Jordan, Brian Kastner, Roger Love, Arleen Post, Karen Roman, Genoveva Smith, Janet Sonntag, Lauren Stravach, Cheryl Wilkinson, Carol Wood

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