

# Greenlake

R E A L T Y

1988 1988 1988 1988 1988 CHRISTMAS 1988 1988 1988 1988 1988 DECEMBER 1988

To my friends, family, friends of friends, and valued clients:

In October of this year, after being away for ten plus years, I flew to Detroit to visit family, friends and places that I used to call home. Everyone was quite surprised; no one, not even my parents with whom I stayed, knew I was coming. It was an absolutely great trip - possibly because I kept it short. After seven days there, I returned home to Seattle just in time for my 33rd birthday.

While in Detroit - my first day there actually - I made the final decision to write this "year ending appreciation" letter (some kind of letter at least) and send out these calendars. Prior to that I had debated this move back and forth, yea and nea.

The deciding factor? As a kid growing up I used to marvel at the calendars my folks would receive, like some annual clockwork, each year near Christmas. Dad would hang one in his shop; mom would hang one on a small wall near the refrigerator in the kitchen; some would end up in drawers, others simply tossed out. My favorite was the one in the kitchen; near the phone, I used it often. The wall it was on was narrow, so size was the factor in the selection process considered most. If one firm changed its calendar's size radically in a year its calendar would end up in some drawer (or worse). So much for business loyalty.....yet another example of form over function.

Anyway...in October one of the first things I noticed (and used as it's still near the phone) was someone's calendar. Same spot, ten years later. It was then and there I decided yes I would send out calendars now that I, in business for myself, logically could.

It's just shy of two years now since I made the career change, and simply put real estate has been good for me. I'd like to think that I've been good at it as well, or more aptly put, helpful, informed and pleasant for those of you I have worked with in any capacity since I began. Only you can judge that. I know I'd be nowhere without your support, business and referrals.

I sincerely appreciate whatever contact we've had and hope it continues. If you need anything in 1989 just call. I assure you the numbers on the calendar won't change and when the phone rings I'll be there and glad to assist in anyway I can.

Take Care