

## RESULTS TEAM TO HOST ANNUAL CUSTOMER APPRECIATION DAY

The autumn season and upcoming Thanksgiving holiday reminds us that we have much to be thankful for in our lives.

We at Jerry Fowler & the Results Team realize that the 15 years of business, referrals, and friendship our clients have given us should not go unnoticed.

We thought about what we could do to show our appreciation; something more than just a greeting card or phone call, and "Customer Appreciation Day" was the result.

The Annual Customer Appreciation Day will be held at our office at 1515 Burnette Drive in Columbia on Saturday, October 23rd from 9 am to 2 pm.

Bring the kids and let them walk through our "pumpkin patch" to pick out a Halloween pumpkin for the family to enjoy. There will be lots of games and prizes, and plenty of yummy food as well.

For those of you that are radio listeners, Jerry will be broadcasting live from Customer Appreciation Day on 560 WVOC.

If you would like to attend Customer Appreciation Day, give us a call: (803)798-0555.

We look forward to seeing you there!



## Frequently Asked Real Estate Questions

**Q1: How do I know if I am ready to buy a home?**

**A1:** You can find out by asking yourself some questions: Do I have a steady source of income (usually a job)? Have I been employed on a regular basis for the last 2-3 years? Is my current income reliable? Do I have a good record of paying my bills? Do I have few outstanding long-term debts, like car payments? Do I have money saved for a down payment?

Do I have the ability to pay a mortgage every month, plus additional costs?

If you can answer "yes" to these questions, you are probably ready to buy your own home.

**Q2: How do I begin the process of buying a home?**

**A2:** Start by thinking about your situation. Are you ready to buy a home? How much can you afford in a monthly mortgage payment (see Question 4 for help)? How much space do you need?

What areas of town do you like? After you answer these, make a list and start doing casual research. Talk to friends and family, drive through neighborhoods, and look in the "Homes" section of the newspaper.

### In This Issue:

- **Special Halloween Issue!**
- **Tips for Halloween Safety**
- **Real Estate Horror Story**
- **Ghoulish Goodies!**

# HALLOWEEN SAFETY TIPS

## keeping kids safe during the excitement

Halloween is a fun time for children. However, the overwhelming excitement can cause them to forget safety rules when trick or treating. These tips will help you keep kids safe.

### *Tips about costumes:*

**Make sure that other drivers can see your child.** Use costumes with bright fabrics and decorate costumes with reflective tape. Give each child a flashlight to carry.

**Your child's costume and shoes should fit properly.**

Costumes should not be longer than your child's ankles to prevent falling.

**Make sure costume materials are fire resistant.** This means that the costume could catch fire, but it will burn more slowly than other materials. Avoid costumes with loose sleeves, pants, and skirts.

**All costume accessories such as swords or knives should be made of soft, flexible material and should not have any sharp edges.** This will prevent injuries to the child and others around him or her.

**Your child should wear face paint or make-up instead of a mask.** Make-up and face paint

are better than masks because they don't block your child's ability to see. If your child is wearing a hat, wig, or scarf, tie it securely so that it won't slip over your child's eyes.

### *Tips for trick or treating:*

**Children under nine years of age should be supervised by an adult when trick or treating.** Children over nine years of age should trick or treat with an adult or in a group with older, responsible children. If your child is trick or treating without an adult, make sure he or she knows how to cross the road safely: only at corners or pedestrian crosswalks. Children should walk, not run, from house to house and stay on the sidewalk or at the side of the road facing traffic.

**Children should stay in well lit areas.** They should only visit homes that have their outside lights turned on. Children should not go inside homes.

**Tell your children to bring their treats home before eating them.** Before your children eat their candy, make sure you inspect it. Throw out any treats in torn or open packages, or any that have small holes in the wrappers.

Remember that small hard candies are a choking hazard for children under three years old.

### *When decorating your home:*

**Small children should never carve pumpkins.** Instead, let your child draw a face on the pumpkin.

**Make your home safe for trick-or-treaters.** Remove all objects around the outside of your house that could cause children to trip or fall. Turn your outside light on.

Avoid using candles to decorate pumpkins. Small inexpensive flashlights can be used to light pumpkins safely.

Keep lit candles out of children's reach and away from curtains and other objects that could catch fire.

### *If you're driving on Halloween:*

**Be extra careful when driving.** Children are excited and may forget safety rules. When driving in areas with children, slow down and watch for them.

**Enter and exit driveways and alleyways slowly and pay extra attention.**

*Have a fun and safe holiday!*

CUSTOMER  
APPRECIATION  
DAY AT JERRY  
FOWLER &  
THE RESULTS  
TEAM  
REALTORS

Mark your  
Calendars!

Join us on  
Saturday, October  
23rd from 9 am to  
2 pm for a day of  
food, friends, and  
FUN for everyone!

R.S.V.P.  
798-0555

## Recipe of the Month

*This creepy crawly "DIRT CAKE" dessert is sure to make the kids smile! (Not to mention keep them quiet!)*

- 1 flower pot (about 8" in diameter or use 2 6" pots)
- 3 large gummy (or plastic) worms
- 1 16-oz package Oreo cookies
- 1/2 cup (1 stick) butter or margarine, softened
- 1 8-oz block cream cheese, softened
- 1 cup confectioners sugar
- 1 t vanilla
- 2 4-serving-size boxes chocolate fudge pudding, instant-type
- 3 cups milk
- 1 12-oz tub whipped topping, thawed

Crush the cookies until they resemble potting soil. Set aside. Cream butter, cream cheese, sugar and vanilla until smooth and fluffy; set aside. Combine the pudding mix and milk until well blended, then fold in the whipped topping. Gently fold the cream cheese and pudding mixtures together. To put the cake together, layer flower pot with 1/3 of the cookie crumbs followed by 1/2 the pudding mixture, 1/3 of the crumbs, the rest of the pudding mixture and topping with the remaining cookie crumbs. Refrigerate 10 to 12 hours. About 1/2 hour before serving, remove from refrigerator. You can add a plastic shovel and flowers for decorations.



# NOW PRESENTING...

## Our Menu of Services



We are pleased to announce that we will be offering a new, flexible service to our customers. If you are one of the many sellers who are uneasy about paying a full commission, but do not want to sacrifice when it comes to receiving representation and service, we have a program that was designed specifically for your situation. Give us a call—we can meet with you and explain how our new “menu” works. Pay only for those services that YOU require. Call us today and find out how it can work for you! **798-0555.**

## Horror Story of the Month: “The Bat House”

An older couple, we'll call them John and Mary Jones, purchased a house in the Southeastern area. They didn't know nor were they advised by their agent to have a home inspection, even though the house they were buying was over 30 years old. The couple did not even know they had the right to a final walk-through inspection. Apparently, their agent had better things to do than to help these clients.

After they closed on the house and moved in, Mary was emptying the water in the kitchen sink one day and it started backing up. The next day, the washing machine overflowed. John took a look under the house and found several leaks, so the Jones's called a plumber. The plumber came out, and as he

was tapping on a drain, the entire bathroom floor fell in.

Later, the dryer door was not closing properly so the couple called a local repair company. The person they spoke to told them that they had been to the house before and had told the previous owner that parts were no longer made for that particular dryer. The big problem started when the air conditioning wouldn't work properly. The service person discovered that there wasn't a filter in the unit, which caused it to malfunction. The repairman decided to go into the attic to investigate further and discovered thousands of bats that were covering the eaves, preventing proper ventilation in the attic. But here's the nasty part: five 55-gallon containers

of bat guano - yes, that's what you think it is - had to be removed from the attic. The guano had penetrated the insulation and wood in the attic and as a result, Mary developed a rare disease associated with being exposed to bat guano, which destroyed her peripheral vision.

The Jones's sued everyone involved, but some sharp defense lawyers caused them to have to settle for much less than the actual damages. The couple ended up moving out of the house - still making the payments - and living in a house donated by their church. This is a very sad story that could have been avoided if the Jones's had had access to a little more information about choosing the right Realtor.

## Dumb Things to Put in Contracts

1. "Washer and Dryer included". Sounds harmless enough doesn't it? Would have been except that the property was a condo unit in a complex that had laundry rooms and prohibited washers and dryers in the units. The agent who drew the contract knew that but added the provision because "the Buyers wanted it". Guess who got to pay the \$500.00 adjustment when the Buyers were ordered to remove the washer and dryer by the Condo Association?

6. "Buyers to move in \_\_\_ days prior to closing" or "Sellers to remain in occupancy for \_\_\_ days after closing". This subject requires a whole separate horror story collection. anyone who becomes an accidental landlord or tenant stands an excellent chance of (a) spending a lot of money they hadn't planned on, (b) becoming very familiar with the fine (and very expensive) arts of litigation and evictions and (c) learning to live in a tent.



Don't do it. BAD IDEA!

***Be sure to look for other "Dumb Things to Put in Contracts" in the upcoming September issue of Real Estate Focus.***

***For a list of these things ahead of time, feel free to email us at: [jerry@jerryfowler.com](mailto:jerry@jerryfowler.com)***

***We would be happy to send you the list.***

## Upcoming on Real Estate Focus

**I**t's like a free real estate course!  
Each Saturday from 11:00 -  
12:00pm, tune in to 560 AM  
WVOC to learn something new and  
exciting about real estate. Now in its  
eleventh year, Real Estate Focus is one  
of the longest running real estate talk  
shows in the country.



**In the Studio:** Real Estate  
Focus is one of the longest  
running real estate talk shows  
in the country.

Each week, Jerry at least one guest who is an expert in his or her field in the studio. Jerry interviews asking insightful questions and takes calls from listeners. There are weekly segments called "You Be The Judge," "Weekly Real Estate Horror Story," "Market Watch Mortgage Update," and the newest our "Watchdog Investigator Real Estate Scan." By listening to the show, you'll become an informed buyer or seller.

To find out what is coming up on Jerry's show, visit us at [www.jerryfowler.com/real\\_estate\\_help.html](http://www.jerryfowler.com/real_estate_help.html)

## About The Results Team:

**T**here is a new concept at work within the real estate world: one that makes so much sense, you will wonder why it hasn't always been the standard. Jerry Fowler and the Results team has revolutionized the way the real estate industry operates.

Just as our name implies, we are a **TEAM**. The real estate process consists of selling, buying, negotiating, marketing, and closing. One person cannot possibly master all of these tasks and do them well. Rather than abiding by the standard, we assign one specialists to each area. Each of our employees is dedicated to one activity, but cross-trained in all aspects of the business.

At Jerry Fowler and the Results Team Realtors, we strive to provide customer service, something that over the years has diminished.

This ensures that your questions are always answered, your needs are constantly being met, and that you receive the finest representation available in the Midlands.

### OUR MISSION STATEMENT:

WE WILL FOCUS ALL OF OUR ENERGY AND RESOURCES WITH UNCOMPROMISING HONESTY AND INTEGRITY TOWARDS MEETING THE NEEDS OF OUR CLIENTS AND THEIR FAMILIES.



## Jerry Fowler for Results in Education.

**B**roker-in Charge of the Results Team, Jerry Fowler, recently filed for one of three Lexington County school board seats to be elected in the November general election.

"I believe I can put my experience to work to bring a unifying influence to the elected leadership of the district", said Fowler, "It concerns me that our district, which enjoys such a strong statewide academic reputation, appears to suffer from divisiveness among its school board."

"It seems that the lack of firm direction among the members of school board is causing an erosion of support in the community," Fowler said. "If the community does not support the school district, the students will ultimately suffer."

If you would like to help we would appreciate any help we can get. There are Six ways you could help assure that Lexington/Richland School District 5 remains number one in the state:

**Number One.** Vote for Jerry Fowler in the November 2nd Elections. Scroll Down to the bottom of the ballot because this is a non-partisan election and the School Board voting occurs at the bottom of the ballot, even if you

vote straight Republican or straight Democratic.

**Number Two.** Lend your name because you will know people that can and will vote for me because they know you and trust your judgement..

**Number Three.** Lend your sphere of influence. Let us contact your friends and use your name as the source to call or write a letter.

**Number Four.** Give your money. Running a campaign takes a lot of it. You can give up to \$1,000 under the elections laws. Checks can be made out to Committee to Elect Jerry Fowler and mailed to 1515 Burnette Drive, Columbia, SC 29210.

**Number Five.** Give your time. Many things happen behind the scenes and it takes a huge investment of time to win an election. It would be greatly appreciated.

**Number Six.** Give your leadership talent. If you are a leader and interested in the direction education is heading with the District 5 Schools you can make a difference.

If you would like to be involved please email Jerry at: [education@jerryfowler.com](mailto:education@jerryfowler.com). Any involvement level you select will be greatly appreciated but the most important people that will benefit will be the students and the teachers of District 5.

### Are You Thinking About Buying?

Let Us Find Your Dream Home with our **Market Scan** system.

Give us a call at **798-0555** today.

Or, go to [JerryFowler.com](http://JerryFowler.com), click "Purchasers" then "Find Your Dream Home" Just Fill Out the Form, and we will get back to you very shortly. We look forward to hearing from you!