

Keeping

# IN TOUCH

The **ULTIMATE** Customer Newsletter!



From the desk of  
Mathilde Lewis

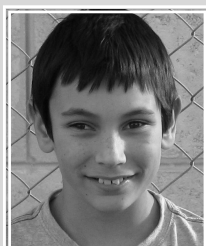
Congratulations to the following Beechmont winners in the recent **Nerang Got Talent** show held last month.

Local band 'Connect 4' won 2nd prize



"**Connect Four**" From left to right;  
Kaley Foster, Jaimie Borserio, Brooke Knapp, Emma McKenzie

The 3rd prize went to our very own Brayden Lewis



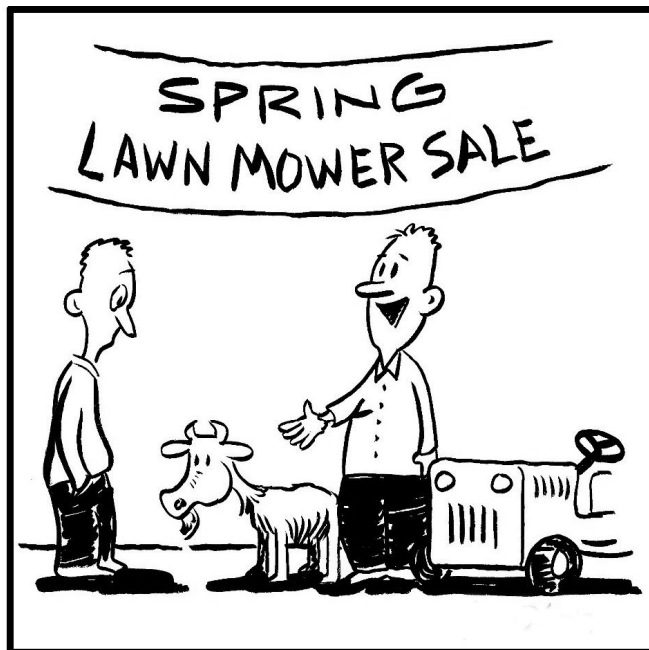
Well done Beechmont  
We are all so very proud of you all!

I'll write again soon.

**Mathilde**

0412 756 958

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"THIS IS OUR ECONOMY MODEL."

## The Melbourne Cup

The history of the cup dates back to 1861.

The uniqueness of the race stipulate handicap conditions and a distance of two miles.



The Melbourne Cup has long been lauded as the race that stops a nation and the race which has become ingrained in the Australian culture. It is a race built on dreams, on hard luck and triumph. The Cup continues to evolve and remains the greatest 3200 metre horse race any where in the world and, by the nature of the conditions, arguably the most challenging to win.

Phar Lap, the most famous horse in the world of his day, won the 1930 Melbourne Cup.

The Cup is Australia's major Thoroughbred horse race. It is the richest and most prestigious turf races in the world.

The event is held at around 3pm on the first Tuesday in November. The total prize money for the 2010 race will be \$6 million, plus trophies valued at \$125,000. The first 10 past the post receive prize money, with the winner being paid \$3.3 million.

Summit Property Group Presents

November 2010

KEEPING

# IN TOUCH

Community Newsletter

Summit Property Group is helping people to buy, sell or invest in Real Estate in the Gold Coast Hinterland

Hinterland Real-Estate



**Hello!**

This issue of *In Touch* is being sent to you courtesy of the **Summit Property Group**

It is our way of saying that you are important to us and we truly value your business. Please feel free to pass this newsletter on to friends, staff and colleagues

Enjoy!

Mathilde Lewis  
0412 756 958



## What you must know when selling

You can have a great property that is superbly presented with excellent marketing, but if the home is unrealistically priced, it won't sell and is likely to sit unsold for months. The wrong asking price is the number one reason why properties don't sell.

A poorly presented home that is well priced will sell, however—there's definitely a positive emotional impact of having a well-presented home that looks and feels right. In fact, good presentation will mean an even higher sale price.

Therefore, the key to selling is to ensure that your price is competitive and that the presentation is as good as possible.

So if you're not getting buyer inspections or no offers, you need to take stock of what's wrong. Sit down with your agent and have a look at the variables.

If the agent agrees with your list price, and presentation is up to scratch, then perhaps consider looking at some additional marketing program.

If you'd like more advise or you're looking for a fresh approach to selling your home, call the friendly team at Summit Property Group today > 5533 3110



## Funny Bone

Some race horses staying in a stable.



One of the horses starts to boast about his track record. "In the last 15 races, I've won 8 of them!"

Another horse breaks in, "Well in the last 27 races, I've won 19!!"

"Oh that's good, but in the last 36 races, I've won 28!", says another, flicking his tail.

At this point, they notice that a greyhound dog has been sitting there listening.

"I don't mean to boast," says the greyhound, "but in my last 90 races, I've won 88 of them!"

The horses are clearly amazed. "Wow!" says one, after a hushed silence. "A talking dog."



The answers to life's problems aren't at the bottom of a bottle; they're on TV! **Homer Simpson**

If something is too hard to do, then it's not worth doing. You just stick that guitar in the closet next to your karate outfit and your unicycle and we'll go inside and watch TV. **Homer Simpson**

## Did You Know?

If your grandparents had the foresight to buy a single share of Coca-Cola stock in 1919, the year that the company went public, it would have been worth \$92,500 in 1997.

When launched in 1886. Coca-Cola's two main ingredients were cocaine and caffeine. The cocaine was derived from the coca leaf and the caffeine from Kola nut.

Coca-Cola would have been green if colouring wasn't added to it.



**YOGA AT BEECHMONT**  
Your first class is on me

Ask about ;

- November's Better Back Workshop
- The January 7 Day Detox Program

**Shirley - 5533-3753**

[www.shirleyhicks.com.au](http://www.shirleyhicks.com.au)  
Grad Dip Couns, Dip Som Psych, ND, Dip Dru Yoga  
Member of Australian Counselling Assoc,  
Aust Traditional Medicine Society, International Dru Yoga Association

**Calender** *Our community*

- Melbourne Cup 1st Nov
- Beechmont Community Markets Sunday 21st Nov. 8am > Midday at the Beechmont community centre
- Beechmont District Landcare Ass. Field day \$40 p/p Beechmont hall 20th Nov 9:30—2:30 RSVP Craig for more details 5533 3307
- Broadband for Seniors at the Old School Site— By appointment contact 0422 705 132

Obligation Free Appraisals and pricing advice

# Hinterland Real-Estate

Are you thinking of Selling? If so, we would LOVE to talk to you.

## Top 7 Reasons you should use Summit Property Group to sell your Home

- 7 We offer you excellent high quality service that you deserve
- 6 Your property will be listed on our, as well as realestate.com and other web-sites for potential buyers to see 24/7
- 5 We constantly monitor the market to make sure your home stays competitive, we provide you with regular analyses.
- 4 We provide regular feedback so you are never left in the dark wondering what buyers thought of your property.
- 3 You will always have someone available to help you. We ensure that you are taken good care of.
- 2 We will do our absolute best to ensure that you get the most money in the shortest time with the fewest problems. And...

### The #1 reason you should use Summit Property Group when selling your home...

- 1 We offer a 100% Satisfaction Guarantee! If you are not completely happy with your service at any time, you can terminate your contract with us at no cost.\* Some Conditions apply

For further information, please call me, Mathilde on 0412 756 958 between 8:30am to 6pm, 7 days per week

*Same day property inspections are normally available to buyers within 25 minutes so you can see the entire property and have all your questions answered. With no sales pressure—guaranteed!*

## Social Networking Sites – Just What Clues Are You Giving Criminals?

Social networking has literally transformed the lives of ordinary people of all ages across the globe, not to mention businesses. In their eagerness to share their personal details with the outside world, however, some users of sites such as Facebook have inadvertently transformed the lives of criminals, making their jobs very much easier.



News of the arrests of three burglars who used social networking sites to target members who were not at home must surely come as a wake-up call to anyone who has personal details posted on his/her profile. In some cases, the risk arises because users of the sites have hundreds or even thousands of contacts, many of whom are not known to them personally, but of course all of whom can view their personal details and status updates that might give enormous clues as to their movements. In others, the privacy settings that are being used do not restrict access sufficiently to afford any protection from more unscrupulous members of the site.

Social networking sites can be great fun and a great way to communicate with existing contacts as well as to make new ones. For the sake of your own personal safety and the safety of your property and possessions, though, care needs to be taken to ensure that those in your household are not too free and easy with details that are best withheld.

## THE RACES

Mitch, loved to sneak away to the race track. One day he was there betting on the ponies and nearly losing his shirt when he noticed this priest who stepped out onto the track and blessed the forehead of one of the horses lining up for the 4th race. Lo and behold, this horse - a very long shot - won the race.



Mitch was most interested to see what the priest did the next race. Sure enough, he watched the priest step out onto the track as the 5th race horses lined up, and placed this blessing on the forehead of one of the horses.

Mitch made a beeline for the window and placed a small bet on the horse. Again, even though another long shot, the horse the priest had blessed won the race. Mitch collected his winning and anxiously waited to see which horse the priest bestowed his blessing on for the 6th race.

The priest showed, blessed a horse, Mitch bet on it, and it won! Mitch was elated! As the day went on, the priest continued blessing one of the horses, and it always came in first. Mitch began to pull in some serious money, and by the last race, he knew his wildest dreams were going to come true.

He made a quick stop at the ATM, withdrew big money and awaited the priest's blessing that would tell him which horse to bet on. True to his pattern, the priest stepped out onto the track before the last race and blessed the forehead, eyes, ears and hooves of one of the horses.

Mitchell bet every cent, and watched the horse come in dead last.

Mitchell was dumbfounded. He made his way to the track and when he found the priest, he demanded, "What happened, Father? All day you blessed horses and they won. The last race, you blessed a horse and he lost. Now I've lost my savings, thanks to you!!" The priest nodded wisely and said, "That's the problem with you Protestants... you can't tell the difference between a simple blessing and the last Rites."

## How NOT to drive your co-workers crazy

No one likes an annoying pest, especially at work. Obviously you'd never commit any of these obnoxious behaviours, but don't take any chances. Stay away from these common, petty workplace no-no's:



- Speaking too loudly on the phone.
- Playing music — at any volume.
- Eating food that isn't yours from the workplace fridge.
- Finishing the coffee without making more.
- Complaining about how busy you are to your co-workers, without actually doing any work.
- Gossiping.
- Missing deadlines, whether it's for your boss or a colleague.
- Adopting a negative, defeatist attitude about your work or organization.

"A pessimist sees the difficulty in every opportunity, an optimist sees the opportunity in every difficulty"  
Sir Winston Churchill



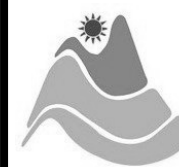
## 4 Reasons to exercise

- You'll live longer.
- Take years off your brain age
- Reduce inflammation
- Reduce cancer risk

*Doing nothing is very hard to do. You never know when you're finished.*

Announcing the 2010

# Christmas Promotion



List your property with Summit Property Group and receive; **FREE CHRISTMAS GIFT BASKET** Available to all new exclusive listings



List exclusively before Christmas And receive a fabulous **FREE Gift Basket**

Mathilde Lewis 0412 756 958

E: [info@summitpropertygroup.com.au](mailto:info@summitpropertygroup.com.au)  
Web: [www.summitpropertygroup.com.au](http://www.summitpropertygroup.com.au)

## Fascinating Fact

This will help any seller understand what real-estate agents should be doing and what you should expect from the agent you choose to sell your home.

It's important to know your rights as the seller and property owner.

- The seller does not pay any more, or double commission when the listing agent conjuncts\* with a 2<sup>nd</sup> agent.
- The seller has a much higher chance of selling the property in a shorter time when the listing agent agrees to conjunct \*with all other agents in the area.
- Agents must act in their clients best interest at all times
- The client, not the agent, has the last word on conjunction\*

\*Conjunct. *Combined or joined effort between agents from different offices or companies.*

For the full page REIQ sheet about conjunctions visit our Summit web site click on the "About us" and click on **Info sheet #1** or contact me and I can post or email it to you. Mathilde— 0412 756 958  
\* \* \* \* \*

**Little Johnny wanted to go to the zoo** and pestered his parents for days. Finally his mother talked his reluctant father into taking him.

"So how was it?" his mother asked when they returned home.

"Great," Little Johnny replied. "Did you and daddy have a good time?" asked his mother.

"Yeah, daddy really liked it too," exclaimed Little Johnny, "especially when one of the animals came home at 30 to 1!"  
\* \* \* \* \*

**Are you thinking of selling? If so, we would LOVE to talk to you.**

**Real-Estate Sales and Property Management**

**At Summit Property Group We focus on people** and provide quality service in all that we do. **We listen to you, we work for you**

**Straight forward honest advice, solid professional service**