

Armfield Farm Connection

President's Message



By Tim Murray I, for one, am very happy that Spring has arrived. This is the time of the year when our neighborhood comes to life after a long winter. Suddenly the neighbors you haven't seen in 4 months are outside working on their lawn or playing with their kids. It's a great transformation!

This is also the time of year we start preparing our pool for the summer. Our cleanup day has been set for Sunday, May 15th @ 12:00 p.m. and we could use your help. Some of the activities include cleaning the poolhouse, painting what needs to be painted, filling up the planters and sweeping out the tennis courts. If you have a few minutes to give to your community, please stop by and help out.

May is when we hold our Armfield Farm HOA Annual Meeting. This year, as in the past, our meeting will be held at Franklin Intermediate School on Thursday, May 19. Check-in begins at 6:30 P.M. One of our board positions is up for election this year, so if you are interested in running for the board of directors, please notify Armstrong Management of your intentions and submit a short bio.

Charlie Dutton has decided to not run for reelection and will focus his efforts with the Architectural Review Committee. Thank you very much, Charlie, for all your work and your continued dedication to Armfield Farm.

Many thanks to our newsletter sponsors who allow us to publish this newsletter with no cost to homeowners.

Welcome to all new homeowners! New volunteers are always welcome. Please contact a committee chairperson or me for more information.

Tim Murray President Armfield Farm Homeowners Association <u>President@armfieldfarm.org</u> Newsletter - Spring 2005

Upcoming Events

May 1 and 7 - Swim Team Registration
12:00 p.m. to 3:00 p.m. at the pool
May 14 Sat. - Neighborhood Garage Sale
9:00 a.m. to 12:00 p.m.
May 15 Sun.- Pool Cleanup Day
May 19 Thurs. - HOA Board Meeting
6:30 p.m. Franklin Intermediate School
May 28 Sat. - Pool Opens
4th Thursdays - Board Meetings
St. Veronica Parish Center, Room 207

In this Issue:

m mb ibbue.	
Contact Information	Page 2
Pool and Swim Team	Page 3
Board Minutes	Page 4-5
Kids at Work	Page 6
Social Committee	Page 7
Gas Mantles	Page 8
Upcoming Area Development	Page 8
Directory Information	Page 9-10
Communications	Page 11
ARC Update	Page 12
How to Free-cycle	Page 12



Kids enjoyed the Spring Festival!

Contact Information

Board of Directors	5:		
President	Tim Murray	703-925-9244	president@armfieldfarm.org
Vice-President	Dennis Kazuba	703-904-0845	vicepresident@armfieldfarm.org
Treasurer	Dan Gordon	703-709-8237	treasurer@armfieldfarm.org
Secretary	Charlie Dutton	703-787-8324	secretary@armfieldfarm.org
At Large	Paul Malherek	703-481-8188	atlarge@armfieldfarm.org
Armstrong Manag	ement		
Manager	Lisa Wilson	703-385-1133	lwilson@armstrong.net
Committees:			
Architectural Review	Harry Furney	703-787-8176	arc@armfieldfarm.org
Communication	Rob Shear	703-796-0556	communication@armfieldfarm.org
	Mary Swanbery		Ű
	James Murray		
	Polly Murray		
	Greg Seiler		
	Annette Rhoads		
Grounds and Roads	Unfilled - Please cont	act Tim Murray i	if you are interested in volunteering.
Pool	Catie Price	703-471-1872	pool@armfieldfarm.org
	Marianne Gonzalez		
	Polly Murray		
Safety and Security	Joe Sherrier		safety@armfieldfarm.org
	Manny Pimentel		
	Sky Dantinne		
Social	Peggy Cook	703-318-7261	social@armfieldfarm.org
	Kim Reardon	703-707-9317	č
	Julie Kim		Γ.
	Dawn Donnelly		Did you know you can get an ariel photo of your home at
	Polly Murray		ariel photo of your home at terraserver.microsoft.com (
	Caren Martin		ariel nu NIOW Voi 77
	Marianne Gonzalez		ter, photo of you can
	Beth Brummett		terraserver.microsoft.com/
	Jeanette Castilo		Ver.mich home
	Fiona Bracy		incrosoft at
	Melissa DeLeon		in .com/
	Jenifer Griese		and the state of the
	Deb Cobb		The second se
	Ellen Smyth		AN IN A THE AND I AT
	Mary Swanbery		
	Beverly Himm		SP A MARKEN SK
	Courtney MountCastl	e	
	Denee Vaugh		
	Judy Dutton		
	Joya Shrvastava		

Pool News

By Catie Price

Pool Clean-Up

The pool committee has scheduled it's second annual Pool Clean-Up Day for Sunday, May 15th at 12:00 p.m. Our clean up last year was hugely successful, and we hope to make some additional decorative improvements this summer. If you have any ideas that need either money or pre-planning, contact Catie Price at (703) 471-1872. Otherwise, just show up and donate some time and muscle. Some of the things we hope to be doing are: planting flower pots; cleaning out the pool house; organizing closets; painting various areas of the bathhouse and general cleaning and maintenance.

The pool committee is also interested in any reasonably sized games etc. that can be kept in the pool house for use during breaks. If you have something to donate, just bring it by!

Armfield Farm Swim Team—Go Stingrays!

The Stingrays will be holding registration for the 2005 summer season on Sunday, May 1st and Saturday, May 7th from 12 to 3 p.m. Registration is open to young swimmers of all ages from the Armfield Farm and neighboring communities, regardless of swimming ability. It is a competitive team, but with an emphasis on learning and fun. Any swimmer capable of making his or her way across the pool is eligible to join. There will be people on hand during registration to answer any questions and to hand out registration packets and other information. There will also be an opportunity to purchase the team swimsuit and to order other team apparel. We look forward to another fun season, filled with fun social events and great swimming competition. Come check it out!!

The swim team is in particular need of a used laser printer for swim meets.

Sponsor Our Swim Team

Do you own a small business or handle marketing for the company in which you work? There is a unique marketing opportunity right here in Armfield Farm! The Stingray Swim team (AFS) is looking for sponsors again this year. Gold Sponsorships are still available.

Gold Sponsor: \$350 for season

- Company name displayed on AFS Banner. This banner is prominently displayed at all home and away meets.

- Company name on AFS website
- Company recognition in all AFS sponsored meet programs.

- Distribution of business cards/brochures to local families.

- Company name announced at all Home Meets.

- Recognition advertisement in weekly AFS newsletter.

The Armfield Farm Stingrays Swim Team season starts soon and we are looking for our 2005 sponsors now! Please contact Pam Peretin at pperetin@aol.com to inquire about sponsoring the team or advertising on our team shirt and banner.

Swim Coaches Needed

The Armfield Farm Swim Team is starting a new coach's aide program for the 2005 swim season. We are looking for a few rising 9th through 12th grade students who would like to work with the younger children on the swim team. The coach's aides will also be required to work the team area during swim meets. The pay will be \$500 for the season and we will be hiring a maximum of three students. Any questions about pay and job responsibilities should go to Catie Price at (703) 471-1872.

Anyone who would like to be considered for this position should submit a letter expressing a desire to coach and any other information they might like us to know to Beth Brummett by Thursday, April 21st. Her address is 13614 Old Chatwood Place. There is a plastic box by her front door where letters of interest are being collected. There will be an interview day set up with the Coach search committee via Beth Brummett and those parties who submit a letter will be contacted to set up that date.

Board of Directors Meeting Minutes

Minutes of March 24, 2005 Board Meeting

Present: Tim Murray, Charlie Dutton, Dennis Kazuba, Dan Gordon and Paul Malherek

Management: Barbara Brown, Lisa Wilson

Administrative:

- 1. The minutes for the January 27, 2005 Board meeting were approved.
- 2. The next Board meeting is scheduled for April 28, 2005 at the St. Veronica parish center, room P203.
- 3. The annual meeting has been tentatively scheduled for May 19, 2005, pending confirmation of availability of the school.

Report of Committees:

- 1. Architectural: Revised Architectural Guidelines and Maintenance Standards are being reviewed by the ARC.
- 2. Pool Committee: Pool house spring clean-up party to be organized.
- 3. Communications: Newsletter to be published in mid-April.
- 4. Web Site: Armstrong notified the Board that their web site is now up and running and is available for customer use. Charlie Dutton will discuss with Barbara.

Management Agent Report:

- 1. Management provided an architectural chart indicating pending/complete ARC applications.
- 2. The action list was reviewed.
 - a. Item #1, Phone conduit at pool: Tim Murray will discuss options with DPW.
 - b. Item #9, Sandwich board refurbishment: complete
 - c. Item #11, Liriope planting: in progress, to be completed in April.
 - d. Item #12, Entrance light proposals: Proposal received from PSE, additional proposals to be obtained.
 - e. Item #14, Road sign review: complete.
 - f. Item #16, Roads condition review: Management has completed a review of all road conditions and has provided a list to VDOT.
- 3. Management provided an updated violation chart and list of recently approved ARC applications.
- 4. Management recommended that the spring walk thru be delayed until the new Architectural Guidelines and Maintenance Standards are completed and distributed.

Board of Directors Meeting Minutes Continued

Unfinished Business:

- 1. A proposal from Valley Crest to plant River Birch trees at the Centerville Rd entrance was again tabled, pending further investigation by Dan Gordon into other potential tree selections.
- 2. A proposal from Webb Signs for a replacement rules sign for the pool tennis courts in the amount of \$384.00 was approved.

New Business:

- 1. A proposal for financial auditing services from Ahlberg & Associates for \$1,175 was approved.
- 2. A proposal for pool house sprinkler maintenance in the amount of \$1,120.00 was approved.
- 3. The Board approved a usage fee of \$300 and a certificate of insurance will be required for any third party vendors that would like to use the Association facilities for tennis lessons.
- 4. The Board approved by a vote of 4 to 1 (Malherek dissenting) an increase in the associate pool membership from \$395 to \$450, effective immediately.

Member Forum:

1. A letter of concern was received from a resident concerning trees on common area that are in danger of falling on the house and deck. Management will contact Valley Crest to provide a proposal for services required.

Financial Matters:

1. Management presented financial reports for the period ending February 28, 2005. There was \$34,086.32 in the operating account, \$25,019.30 in the Money Market account, and \$77,001.50 in certificates of deposit.

Executive Session:

1. Armstrong Management presented a delinquency report and a collection status report.

CHECK OUT OUR NEW WEBSITE www.armfieldfarm.org

Kids at Work

Armfield Farm is happy to provide free space for residents under the age of 18 to promote their services for things like baby-sitting and mowing lawns. Please contact m.gonzalez@cox.net to be added to the list.

NEITHER ARMFIELD FARM NOR ARMSTRONG MANAGEMENT SERVICES ENDORSES ANY ADVERTISER. ANY TRANSACTIONS ARE SOLELY BETWEEN THE PARTIES INVOLVED.

, , , , , , , , , , , , , , , , , , ,	03-437-4714 03-904-0845	Baby-sitting
,	03-904-0845	Baby-sitting Baby-sitting
Kelsey Beckwith, 9 th Grade 70	03-435-1440	Baby-sitting
Danielle Bailey, 7 th Grade 70	03-437-6108	Baby-sitting/Mother's Helper
Stephanie Stricker age 12 70	03-961-9130	Mow lawns, wash cars, baby-sitting
Christopher Stricker age 14 70	03-961-9130	Mow lawns, wash cars, baby-sitting
Harrison Smyth, 10 th Grade 70	03-471-9324	Tutoring
Tara Smyth, 8th Grade70	03-471-9324	Baby-sitting
Kristen Duffy 6 th Grade 70	03-437-7114	Baby-sitting, Mother's Helper
Corryn Mullins 7 th Grade 70	03-787-8714	Baby-sitting
Karly Beckwith 6 th Grade 70	03-435-1440	Baby-sitting, Mother's Helper
Sharese Jefferson 8 th Grade 70	03-478-0054	Baby-sitting
Deanna Jefferson 7 th Grade 70	03-478-0054	Baby-sitting
Kendal Douel 8th Grade 70	03-471-4595	Baby-sitting
Bart Gonzalez 8th Grade 70	03-497-5156	Dog Sitter/Sports Tutor
Jarod Parson 8th grade 70	03-736-2847	Dog Sitter/Yard Work

Lifeguards from Armfield's Pool willing to babysitt:

Some are willing to do private swim lessons at the rec centers as well.

0 1	
Emily Pecot - Age 17	571-275-2287
Megan Clark - Age 15	571-334-3143
Abba Kiser - Age 15	703-668-0567
Erika Gramstad - Age 16	703-378-1449
Catie Pecot - Age 16	571-275-2284
Tara Zullo - Age 17	703-969-6471

Parents: Please be sure to discuss wages, responsibilities and availability. Make sure you know when your teen is working and for whom. You may want to speak to potential clients before your teen begins working for them.

Fun Fact #2 In January, February and March 2005 we recieved 20.1 inches of snow. We normally get 18.2 inches.

Fun Fact #3 The longest day of the year will be June 21st. We will get over 15 hours of daylight!

Social Committee News

By Peggy Cook

Spring Festival

The annual Armfield Farm Spring Festival was held on Saturday March 19th. Although in years past we have had cold and windy days, this year the weather was beautiful. It was warm and spring-like.

Over 1000 eggs were scattered in different areas near the pool house for children to find. (It is amazing how fast a group of children can pick up 1000 eggs when it takes so long just to pick up a few toys at home.) All the children enjoyed their goodies. Many also participated in a race with an egg on a plastic spoon. It sounds easy, but.... just try it.

Many of the younger children enjoyed themselves in a moonbounce that was just perfect for them. The highlight of the event was a huge 5 in 1 inflatable moonbounce/slide/fun house. The children loved this new item and will surely want to see it again at future events. As always, we need to be very grateful to our wonderful neighborhood volunteers who put in their time and effort on events such as these.

If you see someone who volunteers to make our neighborhood more neighborly, stop them and say "THANKS!"

Oldies but Goodies?

This is the time of year when the Social Committee starts thinking about the many summer events. Most of our events are in the summer time because we don't have the facilities to hold events once the weather turns cold

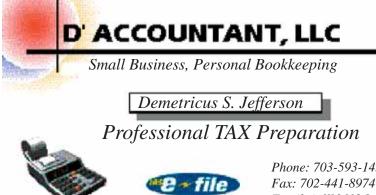
The "usual" summer events include an ice cream social (usually on the last day of school), an adult pool party (usually in July) and a family pool party (usually in August). Several years we have also had pre- teen or teen pool parties. These events are well attended and people seem to enjoy them. However, we would love to hear from folks.

Are these the type of events you would like to see? Do you have other ideas? Are you willing to help out with new events? Although we need to make sure we have the budget and the volunteer power to pull things off, we would love to hear new suggestions and ideas. If you like what we have been doing, we would also love to hear that.

We would love to hear from you. Just call Peggy Cook 703-318-7261 or Kim Reardon 703-707-9317 and let us know. You can also reach us through the website.



Hair beeding by Judy Dutton & Friends at Spring Festival



Phone: 703-593-1455 Fax: 702-441-8974 Email: jeff13612@cox.net

Volunteer Opportunity

A spring recruitment drive has been launched by the Fairfax County Health Department, in cooperation with the Fairfax County Citizen Corps Council, to add 3,000 more volunteers to its Medical Reserve Corps (MRC) by June 30. To date, approximately 3,000 medical and nonmedical volunteers are signed up and receiving training. The recruitment drive is concentrating on recruiting seasoned, experienced managers for key leader roles in the MRC.

The all-volunteer MRC is designed to augment the capacity of the public health system to respond to large scale events related to bioterrorism or widespread epidemics.

During a public health emergency, MRC volunteers would staff dispensing sites where vaccination or medication would be provided to county residents. In a worst-case scenario, this could mean providing for more than 1.2 million people in three to five days. To accomplish this, 54 teams, comprising 232 people per team, are needed.

Volunteers are needed from both medical and non-medical professions. "Our goal is to have a trained volunteer force ready to help us respond to a public health emergency affecting Fairfax County and the cities of Fairfax and Falls Church," said Gloria Addo-Ayensu, M.D., M.P.H., county health director.

"We re committed to this recruitment goal of 3,000 by June 30. We truly hope our neighbors in Fairfax County take this unique opportunity to give back to their community," said Merrily Pierce, chair of the Fairfax County Citizen Corps Council.

Those wishing to volunteer may register online at www.fairfaxmrc.org, or by calling 703-2462433, TTY 703-591-6435.

Gas Mantles

By Rob Shear

Many of the gas lamp posts in our neighborhood have one or more of the mantles missing. This causes the gas to pour out into the surrounding area.

Here is one store that sell the replacement mantles for the natural gas powered lamp posts. Acme Stove 7026 Commerce Street Springfield VA 22150 703-644-2288 www.acmestove.com

The manufacturer is Modern Home Products (www.mhpgrills.com/lamps.html).

They retail for about \$15 per pack.

New Area Development?

There may be a new development coming to Centreville Road by Wall Rd, Rt. 28 and EDS Dr.

The developer has proposed a town center with a mix of uses and associated residential development. Some residential units would be above retail shops and restaurants, and office use would be integrated into the town center. Some of the residential and non-residential uses would be linked to a shared parking structure in order to minimize surface parking to some small surface lots and on-street parking. In addition, a portion of the residential uses would be on the periphery of the town center. A complex of athletic fields is proposed, as well as a central plaza in the town center.

The nominator clarified as follows:

- Retail 150,000 sq. ft.
- Office 350,000 sq. ft.
- Live/work 56,000 sq. ft.

• Residential – 960 units (approximately 290 single family attached and approximately 670 multifamily units) The definition of "live/work" remains unclear and needs to be clarified by the nominator. More information can be found at:

www.fairfaxcounty.gov/gov/bos/sud/apr_pdf/04-III-6DS.pdf

www.fairfaxcounty.gov/gov/bos/sud/apr_pdf/6DS_PRELIM STAFFREPORT.pdf

LAST CHANCE!!! Armfield Farm Directory Kickoff FORMS DUE BY May 1st Have you ever met a neighbor, walked away, and forgotten their name? Or ... wished that you could find other

Have you ever met a neighbor, walked away, and forgotten their name? Or ... wished that you could find other families in the neighborhood with children the same ages as yours, especially during the preschool years? Maybe you'd like to find a new babysitter. Wouldn't it be great if there were someplace you could look up this information? <u>An Armfield Farm Neighborhood Directory is the answer!</u> A directory can contain all this information and more!

The Armfield Farm Communications Committee is kicking off the creation of a new neighborhood directory. The directory will be distributed to neighborhood residents and will also be available on the neighborhood password-protected website, www.armfieldfarm.org. The printed directory will be published every 2 to 3 years, while the website will be updated on a continuous basis.

In order for the directory to be most useful and complete, we would like to include the following information about each household:

- First and last names of adult residents
- Street Address
- Phone number
- Children's names and birth years
- Email address

The directory will also include a great deal of handy information such as:

- Listing of residents organized by Street
- Board member names and e-mail addresses
- Committee chairpersons and e-mail addresses
- Block Captains and contact information
- ✤ Area merchants
- Local churches
- Protective Covenants and Restrictions
- Neighborhood map
- Advertisements

<u>With all that said, here's what you need to do</u>. On the reverse side is the Armfield Directory Form that will be used to gather information for each household. Please read it over and include as much of the information as you choose. As a minimum, each resident s name and address will be printed in the directory - whether we receive a Directory Form or not. If you choose not to include any information about your household, you must opt out of the directory by signing and dating in the appropriate block on the Directory Form.

All forms must be submitted before May 1st, 2004, for the proper information to be included in the first issue of the directory. For your convenience a collection box for the forms will be available at 13621 Clary Sage Drive. Forms can also be mailed to Annette Rhoads at 13621 Clary Sage Drive.



Armfield Farm Directory Form

Please return forms to the collection boxes at 13621 Clary Sage Drive. Forms can also be mailed to Annette Rhoads at 13621 Clary Sage Drive, Chantilly, VA 20151.

All forms must be submitted by May 1st, 2005

All residents please complete:

Last Name(s):
Adult First Name(s):
Street Address:
Please provide your phone number for possible clarification issues:
Your phone number will <u>not</u> be included in the directory unless you opt to include it as indicated below.

Please fill in the following information if you would like it to be included in the directory:

Year Born:

I give permission for my directory information to be included on the Armfield Farm password-protected website directory.	Yes	No
Would you like to be notified by email of any neighborhood	Yes	No
announcements?	100	1.0
If yes, Email address:		

I choose to opt out. Do no	t include my name and address in
the Armfield Farm Neighbo	rhood Directory:
Signature:	Date:

The sole purpose of the neighborhood directory is for residential use only. The directory will be distributed only to residents within the Armfield Farm Community. The information included in the directory will also be available through the password-protected Armfield Farm Website. Questions? Call Annette Rhoads at 703-471-6895 or email at directory@armfieldfarm.org.



Communication Committee

By Rob Shear

Our goal is to foster a greater sense of community within the neighborhood by increasing communication using the following means:

<u>The Armfield Farm Connection Newsletter</u> – This is our third newsletter. The first two were received quite well in our neighborhood. We plan to continue with quarterly printings. Our goal is to sell advertisements to offset the printing costs. *If you are interested in placing an ad, please see our advertising policy on the new website or contact Rob Shear at* <u>Communication@ArmfiledFarm.org.</u>

<u>Community Directory</u> - We are also working very hard on putting together a neighborhood directory. If you haven't returned your directory form please do so as soon as possible. We hope to get them out early this Summer and we need your information to make this a success. **There is still space available in the new directory for small advertisements. Contact Polly Murray for more details at PollyMurray@cox.net**

<u>Website</u> – Visit our website at <u>www.ArmfieldFarm.org</u>. James Murray is our webmaster. Our website was created by an outside consultant and was just recently turned over to James. Check out our new website for governing documents, ARC forms, newsletter advertising policies, calendar of events, board meeting minutes, and more. We will be adding more content over time so be sure to keep checking back.

<u>Block Captains</u> – This is a new and really easy way to become involved in your community. A block captain will be responsible for distributing newsletters or the directory or social committee flyers to about 40 houses. This quarterly effort gives you the chance to get out, walk around and meet your neighbors with very little time committed and no meetings required. If you'd like to learn more about this opportunity, please checkout our website or contact Polly Murray at <u>Pollymurray@cox.net</u>



Architectural Standards

By Harry Furney ARC Chairman

The Armfield Farm Home Owners Association (HOA) convenants require prior approval from the Architectural Review Committee (ARC) for most all exterior changes to a residence and property (i.e., alterations, additions color changes, fences, decks, sunrooms, sheds, patios, hot tubs, etc).

Charlie Dutton, HOA liaison to the ARC, is currently chairing a committee to review and update the Association's architectural requirements. They have not had a major review/update in almost ten years. The proposed changes will be posted on the HOA web page for review and comment prior to adoption.

The ARC continues to receive applications for "after the fact" approval. Prior to closing on the sale on a residential property the owner is required to obtain the HOA sign-off. This is to assure that all dues and/or fines are paid and that no unauthorized changes have been made to the property. Armstrong Mgt Services makes the inspection and issues the release for the HOA. However, when unauthorized changes are discovered during the inspection, the home owner is required to obtain ARC approval before the sale can be finalized which may delay the closing. The ARC normally meets on the first Wednesday evening of each month to review new applications and reported violations, and conduct other business.

If you have made or plan to make exterior changes and are not sure if they require ARC approval, please do not hesitate to send the committee an email (www.armfieldfarm.org and click ARC) or call me at 703-787-8176.

Did you know you that there are 470 homes in the Armfield Farm Neighborhood Association?

How to "Freecycle"

By Kay Shear

Do you have stuff in your house that you don't need, but don't want to just throw away? Are there lawn chairs that don't match, baby clothes, curtains from rooms that were redecorated or old computer equipment sitting in your basement?

You need to join the local Freecycle group!! This group is dedicated to keeping material out of our landfills by finding new owners for unwanted things – for FREE.

The local Freecycle group is for those living in Clifton, Chantilly, Centreville and South Riding. It was started in August of 2004, and almost anything is game. I have picked up packs of vacuum bags, blocks for my young daughter and some baby clothing. I have given away vases, window blinds, binders, and even lent someone a book. People post OFFER messages, with a description of the items, and a general location (you may not feel like driving to Burke for a vase). You then write directly back to that person, and arrange a pickup. That's it!

Clear the junk out of your garage and let someone actually use it! All you need to do to check it out or join is go to

http://groups.yahoo.com/group/chantillycentrevillevafreecycle/

Pampered Pets

Need a pet sitter? A number of our neighboorhood youth have created a group they are calling Pampered Pets. They are all experienced pet sitters and range in age from 10 to 13. They handle all kinds of pets including dogs, cats, fish, and birds. You can find out more information about them at their website: www.pamperedpets.tk or by calling them at (571) 278-2693.



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- 1% to Samson Realty
- In addition, I offer cash back to my home buyers.

4½% Full Service Listings...

If you are not using us to purchase your next home.

New Construction

- I give back to my buyers (\$1000 per \$100,000 of the purchase price) from my commission.
- Consider my reduced listing commission when you buy a home through me.
- I create win-win situations!

Marketing Strategy

Our full-time staff is very aggressive in our marketing plans to sell your home.

We offer:

- Your Home Featured in our Fair Oaks Mall Showroom Over 300 Times Daily on Multiple 42" Plasma Screen TVs
- Washington Post Advertisements
- Open Houses
- Directional Signs
- Full Color Detailed Brochures for Home Buyers
- Immediate Follow-Up on Showings
 - World Wide Internet Marketing
- Free Moving Truck
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Bernie Kagan ^{Vice President} 703.216.0985 www.BernieKagan.com

BUYERS

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The seller usually pays all commissions

- I give back to my buyers \$500 per \$100,000 of the purchase price from my commission
- I give back to my buyers (\$1000 per \$100,000 of the purchase price) from my commission on NEW CONSTRUCTION
- I subscribe to a special service with the Realtor MRIS system that e-mails my customers all listings that meet their criteria DAILY.

R