

# Century 21<sup>®</sup> RUTH K. SMITH REAL ESTATE, Inc.

## WYOMING VALLEY'S #1 SALES OFFICE 1983, 1984, 1985, 1986, 1987, 1988



David P. Hourigan, co-owner; Ruth K. Smith, broker-owner; John Sagrillo, Century 21 of Eastern Pennsylvania; and Kevin C. Smith, co-owner, are pictured receiving top sales awards at the year end sales award banquet of the Northeast Council of Century 21 of Eastern Pennsylvania.

Century 21 Ruth K. Smith Real Estate, Inc. is pleased to announce that they have finished 1988 as the Number 1 producing real estate company in The Wyoming Valley as determined by the Wilkes-Barre Board of Realtors Multi-list statistics. 1988 was the sixth consecutive year that the agency was the top producing company in both dollar volume sold and number of units sold.

The agency finished as the No. 1 and No. 2 residential office in the Northeast Council of Century 21. The agency has also been named to the Golden 21 Club and Eagles Club of Century 21 of Eastern Pennsylvania which recognizes the top offices in Eastern Pennsylvania.

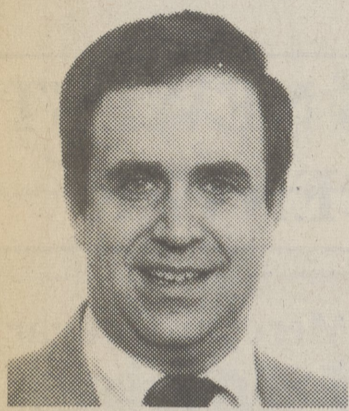


Both offices of Century 21 Ruth K. Smith Real Estate, Inc. have been awarded the Gold Medallion Award by Century 21 International recognizing their outstanding performance in 1988. The coveted award places the office within the top 10% of the 7,000 Century 21 offices Worldwide. The awards were presented to Ruth, Kevin and Dave at the International Convention of Century 21 recently held in Dallas, Texas.

### Proudly Presenting Our 1988 Award Winners

Top performer.

#### "Two - Three Million Dollar Club"



**DAVID P. HOURIGAN**  
7.5 Million in Sales



**KEVIN SMITH**  
2.8 Million in Sales



**LILLIAN J. PRICE, KRI**  
2.3 Million in Sales



**BETTY KISHEL**  
2.2 Million in Sales

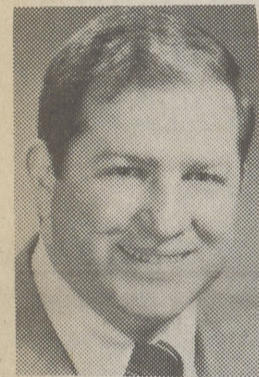


**EDWARD SHERLINSKI**  
2.0 Million in Sales



**JANIS LYNN**  
2.0 Million in Sales

#### "One - Two Million Dollar Club"



**PATRICK WHALEN**  
1.8 Million in Sales



**SYLVIA KIESSLING**  
1.6 Million in Sales



**DEANNA FARRELL**  
1.6 Million in Sales



**BOB SAUNDERS**  
1.3 Million in Sales



**MICHAEL KOPER**  
1.2 Million in Sales



**JENNIFER MAZUR**  
1.2 Million in Sales



**BEN PICILLO**  
1.0 Million in Sales

#### "Future Top Producers"



**LORETTA LASKOWSKI**



**STEVEN LLOYD**



**SUSAN SANZO**



**BILL KELLY**



**KATHY McCORMICK**



**JOE MANTIONE**



**GERI WISNEWSKI**

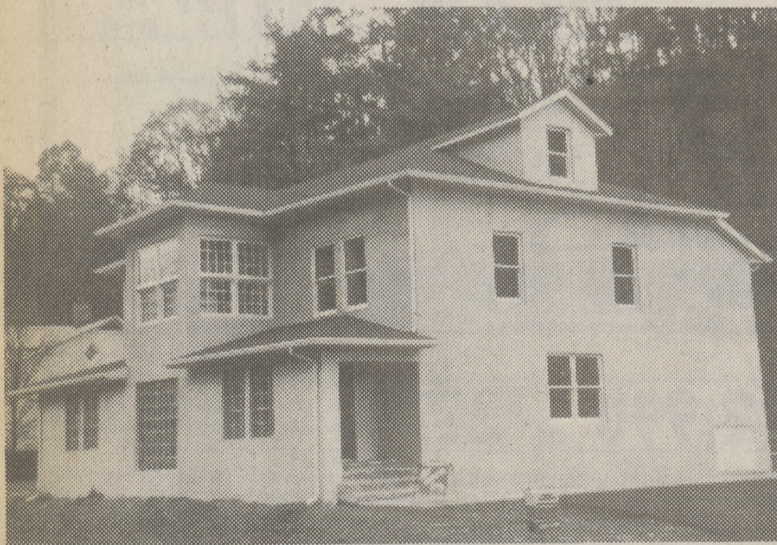


**WILLIAM KAPSCHULL**



**MARGE PADAVAN**

*Modern Offices and Dedicated Personnel Provide a Quality Environment for Successful Agents*



RENOVATED FORMER "BRITTANY HOUSE," Purchased 1988, and now serves as our Shavertown office.



Pictured, left to right: Sylvia Kupers, accountant; Tracey Godowsky, secretary; Susan Jordan, secretary.



STATE OF THE ART FACILITIES including: computerized multi-list, word processing and FAX machines.



### CENTURY 21 Ruth K. Smith Real Estate, Inc.

## SELLS WITH SERVICE

*"A successful sale takes place only when both the buyer and the seller are satisfied with the results. Each of our agents is committed to selling with service, and it is that commitment to service which sets the Company apart from the competition."*

Ruth K. Smith

## CareerTrak<sup>®</sup>

*Comprehensive Training Without Equal*



Worldwide Relocation And Referral Network Reaching 7,000 Offices On Four Continents