

# GSE TO USA

**GSE** means "Group Study Exchange". It is a unique cultural and vocational exchange opportunity for business people and professionals between the ages of 25 and 40 who are in early stages of their career.

At this time Rotary district 9790, which covers an area from Corryong and Holbrook to the outskirts of Melbourne, has a team in Iowa, USA.

The team leader Glenys Hall, a member of Albury North Rotary, says "It took 30 hours of travelling to get here, but at least we are contributing something after twelve months

preparation". Glenys and her team of four GSE participants are now in the midst of their cultural and vocational visit to Iowa.

In a few days they have already attended Easter Church services, meat markets, ranches, shopping centres, and have made new acquaintances by being hosted. As part of the exchange a team from Iowa visited the region in March this year.

Opportunities are available every year and young people who may be interested in participating in a GSE program should contact their local Rotary Club.



The outgoing team resplendent in their uniforms. L-R Cindy Uren, Marcus Walta, Glenys Hall (Team Leader), Matthew Pitzen and Kerrie Lante



## RELAY FOR LIFE Calling for Committee Members

Individuals and teams in the region are again preparing for this year's **Border (Albury-Wodonga) Relay for Life**, which is to be held at Wodonga Raiders Birallee Park on October 23rd and 24th. The organizing volunteer committee are holding their first meeting for the year on **Tuesday 27th April at 5:30 pm at the "Three Monkeys" Tavern** and are calling for **NEW committee members to attend**. The committee meets once a month in the initial stages until closer to the event so the commitment is not huge, but the rewards are massive. Anyone interested in joining the committee are asked to attend this first meeting and be a part of one of the region's largest and most worthwhile fundraising events.

This event is gaining momentum each year and was a huge success last year raising around \$130,000 for the Cancer Council with some 82 teams and over 1500 people participating. Those who are involved in the event, whether on the organizing committee or as a team participant, find they are extremely touched by the experience. Celebrating with those who have survived cancer, honoring those lost to cancer and raising funds for research, advocacy and support services to fight back against cancer is the motivation for many.

For further details please contact Carl Friedlieb at Carl.Friedlieb@jossgroup.com.au or 0413 584233 or Caroline Sale at cazza1112@hotmail.com

# BUYING THE LISTING

**In the real estate industry, over quoting a price to a seller is called "buying the listing". But no matter what it is called or how tough it is for agents to tell the truth, over quoting is deceptive. To entice someone to do business on the basis of a lie is a fraud.**

However, it is easy for agents to say they made an 'honest mistake', even though the same mistake is made with thousands of sellers. The truth is that if agents told the truth about the price, they feel they would not be chosen by the sellers.

Most sellers think their home is special and worth more - this is human nature. It is also why sellers want to believe the

agent who gives them the highest quote and why they are so easily trapped by the "Quote Lie". In his acclaimed book, *Lies! Lies!! Lies!!! The Psychology of Deceit*, Dr Charles Ford explains how lies catch us so easily. People who hear what they want to hear do not perceive that information as a lie.

If the beginning of the sales process depends on a lie, it follows that the entire sales process will be full of lies. One lie leads to more lies to cover up the first lie. This is exactly what happens in real estate.

**Extract from "Don't Sign Anything" by Neil Jenman.**



Peter Drummond - Director Drummond Real Estate

# THE SECRET GARDEN

**A group of local women have recently formed the Secret Garden Committee to raise funds to create a sensory interactive garden, for the Special Needs Support Unit at Hume Public School.**

The school offered the Committee a 30sq metre block of land adjoining the Unit as a blank canvas to create this special garden. Noted Melbourne landscape architects Mary Jeavons and Associates have drawn up the initial plans, which include the beginning of a textured path with plantings and specific activity pods to be built in several stages. The same architects were responsible for the

new playground at Sumsion Gardens in Wodonga.

The ultimate aim is to create a playground that will appeal to children from preschool to Year 6. The Committee is eventually hoping to raise between \$50,000 and \$100,000 through donations and fundraising events.

The Secret Garden will be launched on Friday 30 April at 7.00pm at the Albury Club. Tickets to the launch, which promises to be a fun filled event with fabulous prizes and raffles, are \$50.00 per head. There are still a few places available - please ring Liz Landy on 6021 3038 for further details.



# WIN \$150 CASH



**Last Month's winner Shelley Blake Lavington**

### Quote

"Do you know the difference between education and experience? Education is when you read the fine print; experience is what you get when you don't"

Pete Seeger

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### SOUTH ALBURY

#### Rare Development Opportunity

This is a huge 2257m<sup>2</sup> (approx) development site only 2kms from Dean Street. The site includes a house requiring demolition making way for the fantastic opportunity of building a six unit development (STCA), but the property also has many other options which make this one of the best investments in town. Phone now to find out more about this great investment opportunity.

**\$399,990**



### ALBURY

#### Central Living – Style, Class & History

Warm and welcoming villa of generous proportions located at the foot of Monument Hill, just a heart beat from Dean Street. Meticulously renovated and maintained with every conceivable modern convenience including the comfort of reverse cycle air conditioning, gas fired ducted heating, central vacuuming, grey water system and more. Very well established gardens featuring a Tuscan styled heated inground pool. Consider your position. For more details www.510gardenstreet.com

**\$699,000**



### ALBURY

#### Location Location Location

Want central? Then this is it! Rare find in this exceptionally convenient position near the Botanical Gardens. Very roomy three bedroom townhouse (or two plus study) with private rear yard, lock up garage, garden shed etc. Comfortably appointed with modern kitchen, remodelled bathroom, air conditioning and gas heating. This one will be hard to beat. Call today for an inspection.

**\$310,000**



### WODONGA

#### Absolute Complete Package

Located in a prestige street in Cambourne Park with landscaped gardens - everything you need is here. Delightful modern and immaculately presented home with four bedrooms, two bathrooms, two extra large living rooms, ducted heating and cooling and huge outdoor paved living area. Boasts an extra large 7 x 7 metre garage plus area for caravan or trailer. Open at a time to suit you. Call today.

**\$449,000**



### EAST ALBURY

#### Red Brick For the Budget Conscience

This is a great three bedroom brick home currently leased at \$250 pw until February 2011. Comprises large bedrooms, two living areas, remodelled kitchen and bathroom. Boasts polished floors, an extra bathroom, good sized block (728m<sup>2</sup> approx), single garage and handy position to Albury CBD. This is a complete package for the owner or as long term investment potential. Phone for an inspection time to suit you.

**\$209,000**



### JINDERA

#### Three Shops & Dwelling

Main road frontage property. Currently comprises three shops and a spacious three bedroom residence with lock up garage and two room bungalow. Land 1880m<sup>2</sup> (approx) with rear lane access. Could suit owner / occupier, investor or developer. Numerous options available. Inspect by appointment with exclusive agents.

**\$275,000**



### GEROGERY

#### FREEHOLD General Store & Post Office

Excellent shop and dwelling in delightful rural village approximately 20 minutes from Albury. Currently operating as a general store and post office with fuel and takeaway. Part fitted for a hairdressing salon and separate room for a beautician or masseur. Ideal lifestyle property including extensively renovated residence (circa 1928). Land in two titles (2125 m<sup>2</sup> approx) with development potential. Further details available from exclusive agents.

**\$445,000**



### WEST ALBURY

#### Ready and Waiting For You

Well located near Monument Hill (inner West Albury) this excellent family home includes three bedrooms upstairs plus a downstairs bedroom and/or utility room with ensuite bathroom and adjacent storage. Exceptionally liveable overall with north facing family room and verandah overlooking a good sized back yard. Excellent rural outlook towards Nail Can Hill. Airconditioning, lockup garage and other appealing benefits included. Open for inspection to suit you. Call today.

**\$275,000**

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### WODONGA

#### Two Storey Luxury

Exciting, modern two storey residence of generous proportions. Four bedrooms plus a study (or fifth bedroom), three separate living areas that includes large family room, formal lounge and dining room and upstairs rumpus/utility room. There's space for the whole family. This home includes all life's luxuries such as ducted heating and cooling, spa bath, delightful alfresco dining area with views, three toilets, extra large garage and paved outdoor area. Open for inspection to suit you - call today.

**\$485,000**



### LAVINGTON

#### DON'T MISS THIS ONE – Investors or 1st Home Buyers

Situated in a great location close to shops and parks this unit is a fantastic opportunity for investors or a great way to enter the property market. Featuring two bedrooms with built in robes single lock up garage and a large yard. Phone now for an inspection to suit you.

**\$140,000**



### CENTRAL NORTH

#### Federation Styled Red Brick

This is a classic three bedroom brick home with everything that you could wish for. The property boasts period charm with high ceilings and polished floorboards but also has modern luxuries such as ducted heating, large living areas and air-conditioning. A covered entertaining area, an immaculate in ground pool and ample car accommodation with a carport and double lock up garage add to the appeal. Phone for an inspection time to suit you.

**\$339,900**



### LAVINGTON

#### This Years Best Buy

Here is the find of the year. Fantastic four bedroom, two bathroom family home. Neatly presented with gas heating and air-conditioning. Also includes an extensive covered outdoor area and double lock up garage. Good sized block approx 892m<sup>2</sup> in great court location. Open for inspection at a time to suit you.

**\$194,500**



### THURGOONA

#### Spacious Classy Home

Located in a quiet court this is a classy BV and tiled home that boasts two extra large living areas plus three bedrooms and a study. Included for your comfort is ducted cooling and an ensuite bathroom. The home is in excellent condition and comes complete with good sized yard (approx 860m<sup>2</sup>), a double lock up garage and close proximity to all Thurgoona's shopping, schools and facilities. Phone now for an inspection time to suit you.

**\$367,000**



### LAVINGTON

#### Investors Take Note

Positioned close to Lavington shopping complex this unit is priced to sell. There is fabulous potential to rent as is, or update and place your own stamp on it for the first home owner, investor or down-sizing retiree. Well maintained in excellent condition but a little dated, this unit comprises large open plan living, two bedrooms, large bathroom and separate laundry. Boasts an undercover deck off lounge, a small back porch area and single car spot. Call now to make an inspection time to suit.

**\$99,950**



### THURGOONA

#### Be Proud To Call This Home

Genuine four bedroom family home with great aspect and superb 1351m<sup>2</sup> (approx) block. Includes ensuite, third toilet, comfort of ducted gas heating and evaporative cooling. A separate rumpus room adds to livability. Extensively paved outdoor area and fully landscaped garden complete for a very attractive home. Open for inspection to suit you. Call for more details today.

**\$415,000**



### LAVINGTON

#### Position & Comfort

You will love the quality and space this delightful home provides. If you are looking to get your foot in the market with a great home or investment property, this could well be the ideal opportunity. Offering three large bedrooms, large comfortable lounge and a new kitchen, it doesn't stop there. Situated on a large 838m<sup>2</sup> (approx) block with a fantastic shed, this one won't last long. Phone to organise an inspection time to suit you now.

**\$179,000**

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**“I WANT THEM OUT BY THE WEEKEND!!!”**

**Mmmmm.** That’s an interesting statement. Well let us tell you – that’s just not going to happen. You see, tenants have rights and lots of them if you haven’t already learnt that. They certainly have more than landlords and the quicker you understand that the better. There is a Tenants Rights Manual, but no Landlords’ Rights Manual. There are tenants advocates but no landlords advocates. Get the feeling that there just doesn’t seem to be a balance here.

When a tenant breaches the tenancy agreement by not paying rent, or not looking after the property or disturbing the neighbours, saying “I want them out by the weekend” is rather naïve.

As investors, you should know and be aware that there are risks associated with investing in property. A difficult non paying tenant is just one of them.

How good would it be if we just issued a Notice of Termination and the tenants quietly packed up their things and left the property all nice and clean, ready for the next tenant? Oh yes, and the bond would cover all the back rent owing. What a lovely thought.

The reality of getting a tenant to leave because of a breach of the tenancy agreement

can be a very stressful and drawn out affair. Tribunal applications and hearings take time.

Now more than ever before tenants are more informed of their rights. They have access to the same information as we do. They can access the internet and instantly they have at their fingertips all the information they want and need about their rights. They also have access to the tenancy advocacy program and rest assured, these advocates do everything in their power to ensure that their clients are aware of all their rights and will assist them in every way possible to help them remain in their tenancy. Please remember - we don’t set out to get a problematic tenant because it creates a lot of paperwork – not to mention the stress. Our job is a very challenging one and we need your understanding and patience when things do not go as planned. The process and procedure we have to follow to have a tenant terminated and evicted is not a simple one.

What was that you said? “You want them out by the weekend”.



Myra Bloomfield – Director  
Drummond Real Estate  
Rentals

**COMMUNITY NOTICE BOARD**

**Midnight Basketball**  
This program is open to youth aged 12 to 18 years and is designed to help identify and embrace positive opportunities. Dinner, compulsory life skills workshops and tournament basketball games are run on Friday or Saturday nights from 7:30 pm until midnight. They are also seeking volunteers. For further details please contact Rod Bramich on 0419 617 906.

**Art Workshop – Introduction to Oil Painting – 4 Days** April 24-27. Here in Albury with one of Australia’s best landscape painters, John Wilson. Cost \$380 includes morning and afternoon teas. Further details from Peter Drummond on 02 6041 5755/0428 572 661 or peter@drummondrealestate.com.au

**Relay For Life**  
Individuals and teams in the region are again preparing for this year’s Border (Albury-Wodonga) Relay for Life, which is to be held at Wodonga Raiders Birralee Park on October 23rd and 24th. The organizing volunteer committee are holding their first meeting for the year on Tuesday 27th April at 5:30pm at the “Three Monkeys’ Tavern” and are calling for NEW committee members to attend. For further details please contact Carl Friedlieb at Carl.Friedlieb@jossgroup.com.au or 0413 584233 or Caroline Sale at cazza1112@hotmail.com

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By Joanna Murray Smith

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Ph. 6021 7970 by Monday 26 April.



**ALBURY  
Central City Townhouse**

Fully renovated residence in city centre. Comprises a formal lounge, two bedrooms and study, two bathrooms, new kitchen and a spacious open plan living room. Ideally placed for walking to most facilities. Extremely low maintenance yard only 454m<sup>2</sup> (approx). Competitively priced. Open for inspection to suit you.

**\$324,950**



**EAST ALBURY  
Superb Location On A Budget Price**

This family home of five bedrooms and a study is not to be missed. The huge living/dining area is open planned with a wood furnace to add to the ambience. The garage has been converted to a fully insulated teenage retreat/extra living area and the gardens are wonderfully kept. The home is within walking distance to schools, parks, restaurants and shopping in Dean Street. Hard to beat this one. Great entry level to old East Albury. Phone for an inspection time to suit you.

**\$280,000**



**NORTH ALBURY  
Lifestyle Living In The City**

Rare find. Excellent five bedroom home boasts an inground pool and mod grass tennis court for use of the occupants. An additional home office or teenagers retreat is another attraction as is the semi-rural quiet private environment and elevated northerly aspect. Open for inspection to suit you. Phone today for details.

**\$525,000**



**HOWLONG  
Rural Outlook**

Neat and comfortable former three bedroom home. Currently comprises two bedrooms, large open living area with comfort of a slow combustion heater and air-conditioning. Excellent 1080m<sup>2</sup> (approx) block. Includes double steel garage and carport. Excellent opportunity in delightful town near Murray River. This one won't break the bank. Open for inspection to suit you. Phone now.

**\$208,000**



**LAVINGTON  
Original Dick Road Cottage**

Old world charm with modern features gives this double brick home a certain alluring appeal. Featuring a modern kitchen and bathroom, it also has the comfort of gas heating and reverse cycle cooling. With the added bonus of a single carport as well as a single garage and its proximity to Jelbar Park and all of Lavington's facilities, this one has the lot. Phone now to make an inspection time to suit you.

**\$189,900**



**LAVINGTON  
Complete Paradise**

The perfect family package offering four bedrooms, two bathrooms, stylish kitchen and ducted heating and cooling. Sitting high on the block you can enjoy the views from the large decked outdoor entertaining area and also enjoy the privacy offered by well established trees. Call to inspect your next home today.

**\$349,900**



**LAVINGTON  
Solid & Spacious Family Home**

Ideal family home or investment opportunity offering three double bedrooms, separate dining, lounge and spacious family room. Featuring large kitchen, ducted cooling, gas heating and covered outdoor living. This solid brick home close to shops, parks and schools is situated on a large 840m<sup>2</sup> (approx) block and has a double lock-up garage and secure/high fencing. Open at a time to suit you.

**\$259,900**



**NORTH ALBURY  
Complete Package**

With three bedrooms plus study, two toilets, ducted heating, new kitchen, polished floors, single garage and paved entertainment area this Brick Veneer unit is hard to beat especially at this price. Also included is gas ducted heating and split system cooling so as you can see it has the lot. Situated on an easy to maintain block approximately 386m<sup>2</sup>. Phone to make a time to inspect that suits you.

**\$239,000**

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